

MICHIGAN FARM NEWS

MICHIGAN'S ONLY STATEWIDE FARM NEWSPAPER

MICHIGAN FARM BUREAU



MICHIGAN FARM BUREAU

March 15, 1997
Vol. 74, No. 5



Stars over Michigan shine at FFA convention

Road funding legislation supported by Michigan Farm Bureau

Most Michigan drivers would agree that money collected under the state's current 15-cent gas tax should be used for needed road and bridge repair. Unfortunately, more than \$108 million is being diverted for uses other than road and bridge repair, according to Michigan Farm Bureau Legislative Counsel Tim Goodrich. He says that amounts to about 2 cents per gallon of gas taxes diverted to uses other than road repair.

"The good news is House Bill 4147 would end diversions from the Transportation Fund," Goodrich explained. "Of the \$108 million that is diverted from the Transportation Fund, most of it is used by the Department of State to pay for administrative costs dealing with vehicle registration and license fees. Farm Bureau contends that funding for the Department of State should come from the general fund. In addition, many of those functions performed could be privatized. Put simply, gas tax dollars raised for roads should be going to roads."

According to Goodrich, those funds desperately need to be spent as originally intended. He claims a Washington, D.C., report estimates between \$400 and \$500 million additional dollars are needed to bring Michigan roads up to adequate condition.

"Right now, roughly 60 percent or more of our roads are rated as either poor or fair condition, and when a road goes, it's a lot more expensive to fix that road than it is to maintain it while it's in good condition," Goodrich said. "So, we're in desperate need of some dollars. Right now, Michigan ranks about 42nd in the amount of state dollars that are spent on roads, and MFB feels that that's inappropriate and needs to be increased."

Goodrich expects the bill to be passed by the House within the next two to three weeks, before being sent on to the Senate for action.

"We'll have to wait and see if the Senate takes this up," Goodrich said. "I'm optimistic that they will. This is clearly an issue that, on principle, most people can agree with."

Non-MDOT administrative charges to state transportation funds, 1996-97

State — \$86,255,600
Collects motor vehicle registration/license fees deposited to the Michigan Transportation Fund (MTF). Estimate \$626,716,000 per year in vehicle registration and licensing collections.

Treasury — \$6,370,000
Collects motor fuel taxes that are deposited to the MTF and provides investment services. Estimate \$782,684,000 per year in fuel tax collections.

State Police — \$6,417,700
Provides Motor Carrier Enforcement on state highways, Highway Safety Planning, security

Continued on page 10



Amanda Moore and Mike Finkbeiner were named Michigan's FFA Star in Agribusiness and Star Farmer, respectively. Moore, an Alma FFA Chapter member, raises and trains horses and works at a Quality Farm & Fleet Store as a management trainee. Finkbeiner, of the Saline FFA Chapter, raises dairy and beef cattle and is involved in tillage test plots. The two were selected from 274 state FFA degree recipients and were honored at the 69th Michigan FFA Convention held March 3-5.

Michigan producers clash with USDA on migrant housing issue

Fallout from efforts to help migrants could hurt both migrants and farmers

Beginning in 1980, over 130 Michigan farmers borrowed money for migrant labor housing from the USDA's Rural Development Agency (formerly Farmers Home Administration) under section 514 and signed agreements that allowed them to charge utilities and other costs associated with maintaining the units. Now, years after the agreements were signed and a court decision on the case last year, Michigan's Rural Development Agency has reclassified utilities as rent, forcing a group of Michigan growers to fight that decision to avoid paying back the utility charges they levied on their migrant labor.

"There's two parts to their 514 housing program — and the loan closing one is the promissory note, which we all signed and the other is a loan agreement," stated Oceana County Farm Bureau member Dick Walsworth. "The loan agreement carries the regulatory side of the program; we did not sign that. We signed a promissory note and they said because we're not going to ask you to sign a loan agreement, we want to add two lines to the promissory note. One line says you do have the right to charge utilities, and the second line says you can't operate this camp at a profit. We didn't have any problem with that."

Over a year ago, U.S. District Court Judge Richard Enslin mandated the USDA's Rural Development Agency to enforce its regulations as to how borrowers charge rental fees associated with labor housing and to enforce a rebate of unauthorized rental fees charged by the borrowers of Section 514 labor housing program loans.

What has caused the concern is that the regulations that are needed to be enforced via Enslin's ruling include requiring a loan agreement from the borrowers that dictates the amounts charged back to the migrant laborers.

"Many Michigan farmers who thought they were following the rules are now facing monetary penalties for doing nothing wrong," explains MFB Legislative Counsel Howard Kelly. "There may have been a few who knowingly violated the law. But the results of this Legal Services case is to change the rules and penalize a much larger number of non-violators."

"Michigan has the reputation of having the best migrant housing in the country," Kelly adds. "Both the federal government, through the USDA low interest loan program, and the state of Michigan, through the Construction Grant program, have assisted farmers in providing this constantly upgraded, good migrant housing. For every dollar the farmer receives in a grant they have been more than matching the state money by two to three times the amount required."

In a letter to Michigan Farm Bureau, Donald Hare, state director of the Rural Development Agency, states that "this low-interest loan program is intended to assist farmers in their effort to provide safe and decent housing for their farm laborers, on a non-profit basis."

According to Hare, utilities are classified as rent and it can be charged back on a non-profit basis as long as the Rural Development Agency has reviewed and approved the charges and the tenants are made aware of the charges. Prior to the judge's ruling, the Rural Development Agency did not re-

quire the loan agreements as long as the borrowers were not charging rent. Once utilities were classified as rent last year, the agency has required the borrowers to complete the appropriate loan agreement forms outlining what they were charging to document they were not making a profit.

"While the USDA expects borrowers to recapture cost associated with providing such housing," Hare explains, "it has not and should not be considered a profit producing venture. In most cases this does not appear to be an issue; however, where we find that such practices have occurred, we must take remedial action."

That remedial action is what has concerned producers with migrant labor housing under 514.

"They've told us that if we sign a loan agreement, we not only can charge utilities," explains Walsworth, "we can add in the administrative cost of our camp — we still can't run it at a profit, but we can recover utilities, maintenance costs, debt service, and pass those costs on to the migrants."

"Housing has been and is increasing in importance as a draw for good workers to come to this state and work in seasonal agriculture," adds Kelly. "The issue of who is going to pay for the result of this Legal Services suit is causing dissension among entities that have for years been partners in providing this good housing for migrant laborers. It is causing concern by the growers and may be causing them financial and legal problems necessitating legal counsel."

"The issue they brought in was that utilities ought to be considered rent and, therefore, these

Continued on page 11

MICHIGAN FARM BUREAU
A Publication of the Michigan Farm Bureau
P.O. Box 30960 • 7373 West Saginaw Highway
Lansing, Michigan 48909-8460

INSIDE THIS ISSUE OF THE MICHIGAN FARM NEWS

News in Brief	2	Farmer urges others to prevent manure spills	11	School lunches being reinvented with soy	17
Capitol Corner	3	Michigan Vegetable Council cites three for top awards	12	Study to measure financial health of Michigan farmers	18
State Tax Commission orders CRP land back to agricultural classification	4	Precision Agriculture	13	Discussion Topic	19
Market Outlook	6	Corn borer damage may ease up	14	Alfalfa fall dormancy and disease resistance	20
Business Strategies	7	Pastures really are 'green'	15	Weather Outlook	24
Don't blame National Cheese Exchange for current dairy price woes	8	FFA Advisor Karelse to retire	16		

Sell products and services in the Michigan Farm News classifieds—Page 21

News in Brief

FFA chapter to host lamb sale

The second annual Mid-Michigan Club Lamb Spectacular, sponsored by the Laingsburg FFA Chapter, will be held Saturday, April 12. The sale begins at 2 p.m. in the chapter's FFA Barn, located behind Laingsburg High School, 8000 Woodbury Rd. Inspection and buyer registration begins at 12:30 p.m. A short selection clinic will be offered from 1 to 1:20 p.m.

Sale consignors include Bill Ashley; TNT Farms, Ted Ashley Family; Tracy Braun; Looking Glass Suffolk, Carrie Alwin; Scovill's Sheep City, Karen and Charles Scovill; and Phillip Smith. Others may be added later. If interested in consigning lambs to this sale, contact us by April 1. Approximately 45 good club lambs will be offered up for auction.

Contact Charles Scovill, FFA advisor, at (517) 651-5091 or Phillip Smith, sale chair, at (517) 651-6636. ■

Limited Liability Company workshops scheduled

Four workshops designed to explain Limited Liability Companies (LLC) to members have been scheduled throughout Michigan's Saginaw Valley region.

Advanced Sales Consultant Richard Pomeroy, CLU, LUTCF, from Farm Bureau Insurance; Andrew Richards, an attorney with Smith, Bovill, Fisher, Meyer and Borchard, PC; and David Mikolajczak, CPA with Laine Appold and Co., PC, will assist participants with the basics of LLC structure, deciding who should or should not consider an LLC, federal tax treatment, managing an LLC and transferring family farm assets to the next generation.

The four workshops will be held:
Kawkawlin — Wednesday, March 19, 10:30 a.m., Chemical Bank, 100 E. Chippewa
Bay City — Wednesday, March 19, 7 p.m., Delta College Planetarium, 100 Center Ave.
Bridgeport — Thursday, March 20, 10 a.m., Candlelite Banquet Center, 6817 Dixie Hwy.
Chesaning — Thursday, March 20, 7 p.m., Heritage House, Colonade Room, 605 W. Broad
 For reservations or more information, contact Pomeroy at (517) 792-9687. ■

Seed associations looking for operations manager

Michigan Crop Improvement Association and Michigan Foundation Seed Association are looking to fill the position of Foundation Seed Operations Manager. This person will be responsible for the day to day operations for the Foundation Seed program. All interested candidates should contact Randy Judd, MCIA Manager for a complete position announcement, application and job description. Applicants have until April 15, 1997 to apply. Contact Judd at MCIA, P.O. Box 21008, Lansing, MI 48909. ■

20th Annual Sap and Slab Day to be held on Lapeer farm

The Robert E. Nelson and Son Farm is proud to host the 20th annual Sap and Slab Day Saturday March 22 from 1 to 5 p.m. The farm is located at 4375 W. Oregon Rd. in Lapeer.

Admission is free for everyone to watch sap collection and syrup making and a lumber mill in action with a pancake supper concluding the event which wraps up National Ag Week.

For more information, contact Robert Nelson at 810-664-6091. ■

USDA county office status clarified

In a Feb. 21 letter to senators and representatives, Secretary of Agriculture Glickman emphasized that no final decisions about individual USDA county office closings have been made. He explained that, due to budget constraints, the number of service centers will be reduced overall but no official plan has yet been finalized by USDA.

In his letter, the secretary explained that all of USDA is undergoing a budget review process with the goal of reducing expenditures. Programming changes due to the 1996 FAIR Act are cited by the secretary as the reason for allowing county-level reductions. ■

Ogemaw FB to host ag rescue seminar

Ogemaw County's Emergency Medical Service, sheriff's department and Farm Bureau will host an Agricultural Accident Rescue Seminar Saturday, April 19.

This free seminar will familiarize rescue personnel with farm equipment, pinpointing the flow of material and danger zones. It will also focus on protecting farmers and rescuers against agricultural chemicals and hazardous fumes.

To register, contact Irene Breadon, Ogemaw County Farm Bureau secretary by April 1, at (517) 345-1447. ■

ORGANIZATIONAL BRIEFS

Scenes from Lansing Legislative Seminar



At the recent MFB Lansing Legislative Seminar held Feb. 19, over 300 Farm Bureau members got the opportunity to discuss with their legislator about issues affecting their farming operation. Pictured here are Shiawassee County Farm Bureau members making their case to their legislator Rep. Clark Harder (D-Owosso).



MFB board member from the Upper Peninsula Bob Wahmhoff grabs the attention of Sen. George McManus (R-Traverse City) to discuss one of many positions Farm Bureau has taken on critical issues such as transportation, farmland preservation or taxation. In total, over 75 legislators attended this year's legislative seminar.

Farm Bureau scholarship winners announced



Two Michigan State University students were recently named winners of the Michigan Farm Bureau scholarships. Eric Lefevre, left, received \$3,000 supported by the Young Farmer Trust Fund. He is studying agribusiness management/finance. Scott Preston, a dairy management ag tech student, earned \$1,500 supported by the Marge Karker Scholarship Fund. Chuck Burkett, Michigan Farm Bureau administrative director, presented the awards.

AGRO-CULTURE

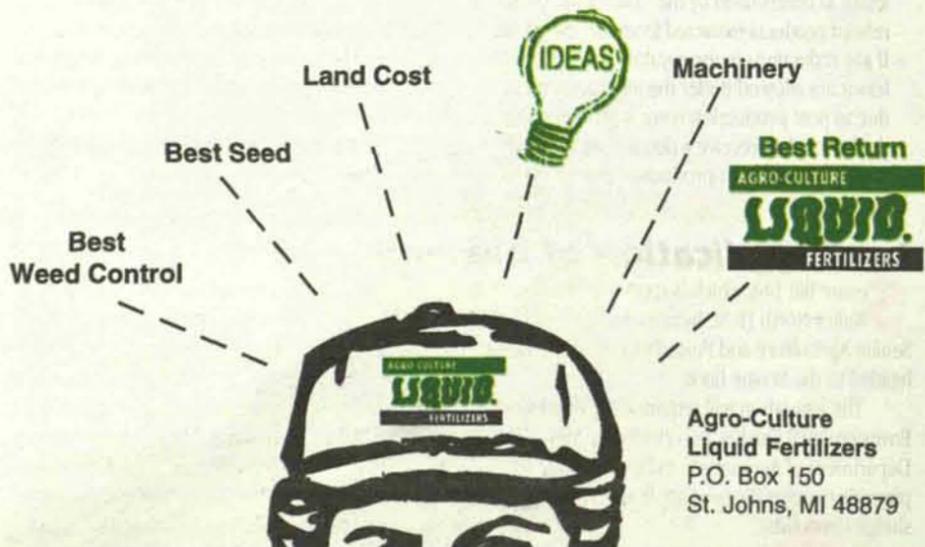
LIQUID.

FERTILIZERS

Puts the **Go** in **Grow!**

Call for your **FREE**
CATALOG AND RESEARCH BOOKLET "96"

800-678-9029



The Michigan Farm News (ISSN:0743-9962) is published twice per month except in the months of November, December, June and July when only one issue is printed, as a service to regular members, by Michigan Farm Bureau, 7373 West Saginaw Highway, Lansing, Michigan 48917. Member subscription price of \$1.50 is included in annual dues of Michigan Farm Bureau regular members. Additional subscription fees required for mailing Michigan Farm News to nonmembers and outside the continental U.S.A. Periodical postage paid at Lansing, Michigan, and additional mailing offices.

Letters to the editor and statewide news articles should be sent to: Editor, Michigan Farm News, Post Office Box 30960, Lansing, Michigan 48909-8460. POSTMASTER — Send address changes to: Michigan Farm Bureau, Post Office Box 30960, Lansing, Michigan 48909-8460.

Editorial: Dennis Rudat, Editor and Business Manager; Thomas Nugent, Associate Editor.
 Design and Production: Sue Stuever Battel. Advertising Sales Representative: Joshua Merchant.

Officers: President, Jack Laurie, Cass City; Vice President, Wayne Wood, Marlette; Third Member, Jan Vosburg, Climax; Administrative Director, Chuck Burkett; Treasurer and Chief Financial Officer, Tom Parker; Secretary, David VanderHaagen. Directors: District 1, Jim Miller, Coloma; District 2, Blaine VanSickle, Marshall; District 3, Michael Fusilier, Manchester; District 4, Tom Guthrie, Delton; District 5, Alan Garner, Mason; District 6, Wayne Wood, Marlette; District 7, Rick Johnson, Leroy; District 8, Don Sutto, Saginaw; District 9, Joshua Wunsch, Traverse City; District 10, Margaret Kartes, West Branch; District 11, Robert Wahmhoff, Baraga. At-Large: Jack Laurie, Cass City; Faye Adam, Snover; Jan Vosburg, Climax; Judy Emmons, Sheridan. Promotion and Education, Merlann Keinath, Deckerville; Young Farmers, Jeff Horning, Manchester.

Capitol Corner

For more information on legislative topics in the Michigan Farm News, call 800-292-2680.

NATIONAL

Freedom to Farm contract payments

Many farmers have signed contracts to receive market transition payments authorized by the Freedom to Farm Act. The payments are not tied to production of specific crops and will be terminated in 2002 unless Congress directs otherwise.

The market transition payments have drawn opposition among some congressmen who cite federal budget exposure as their major concern. H.R. 502 has been introduced by Congressman Robert Andrews (D-N.J.) to terminate market transi-

tions payments under contracts authorized by the Freedom to Farm Act. Other anti-farm program congressmen are likely to cosponsor the bill or introduce similar bills.

Farm Bureau policy opposes legislation to reduce or eliminate market transition payments made to producers who sign contracts under the Freedom to Farm Act.

MFB contact: Al Almy, ext. 2040. ■

NATIONAL

Federal estate tax reform

On Feb. 25 the Senate Agriculture Committee held a hearing on federal estate tax reform. Farm Bureau testified at the hearing calling for repeal of the estate tax and, until repeal is accomplished, calling for a significant increase in the \$600,000 federal estate tax exemption.

Sen. Richard Lugar (R-Ind.), chair of the Senate Agriculture Committee, has introduced a package of bills to provide federal estate tax relief. S. 29 would repeal the federal estate tax upon enactment. S. 30 would raise the \$600,000 federal estate tax exemption to \$5 million, which would cover 96 percent of all farm estates that currently pay estate taxes. S. 31 would raise the \$600,000 federal estate tax exemption to \$5 million over five years and repeal the estate tax in the sixth year. Farm Bureau supports all the bills.

MFB contact: Al Almy, ext. 2040. ■

NATIONAL

Interstate dairy compact

The Freedom to Farm Act enacted last year contained language giving the Secretary of Agriculture authority to implement a Northeast Interstate Dairy Compact. He approved the compact, which allows six states to set their own minimum milk price.

Sens. Rod Gram (R-Minn.), Russ Feingold (D-Wis.) and Herb Kohl (D-Wis.) have introduced legislation to repeal the compact. They argue it is encouraging overproduction of milk in the Northeast Region, which drives down prices in the Midwest.

Farm Bureau opposed the Northeast Interstate Dairy Compact language in the Freedom to Farm Act and urged the secretary of agriculture not to implement it. The legislation to repeal the compact is not expected to pass.

MFB contact: Al Almy, ext. 2040. ■

STATE

Amendments to P.A. 591, Land Division Act

House Bill 4381, which is sponsored by Rep. Howard Wetters (D-Kawawlin), was referred to a special subcommittee on land use.

Exempt divisions are defined as divisions of land under 40 acres intended for development purposes. Exempt divisions are not 40 acres or more or contiguous transfers of land from one adjacent parcel to another. Any development beyond exempt divisions is subject to platting requirements.

H.B. 4381 amends P.A. 591 in the following areas:

- Revises the initial exempt division formula (see chart)
- After all initial exempt divisions are used, up to four additional divisions every 20 years.
- A maximum 4:1 depth-to-width ratio, up to 40 acres, unless otherwise provided for by a local ordinance.
- A 2.5-acre maximum lot size, unless otherwise provided for by a local ordinance (adjacent and contiguous land may be added onto the 2.5-acre parcel at any time and does not count toward the number of exempt divisions allowed).

- Deletes the transfer of exempt division from one landowner to another.
- Provides for minimal off-site drainage impacts (review by drain commissioner).
- Applies Right-to-Farm deed statement to platted subdivisions.
- Retroactive definition of parent parcel, i.e., if landowners have divided land between Jan. 22 and April 1, that number of divisions will be subtracted from the number of initial exempt divisions under P.A. 591.

MFB contact: Scott Everett, ext. 2046. ■

Initial exempt divisions

Amended Section 108E

All exempt divisions include two bonus divisions under Sec. 108E

Parent Size	# Parcels	Parent Size	# Parcels
10	4	160	12
20	5	200	13
30	6	240	14
40	7	280	15
60	8	320	16
80	9	400	18
100	10	520	21
120	11		

STATE

Post-production costs

House Bill 4259, sponsored by Rep. Tom Alley (D-West Branch), was introduced Feb. 11 and referred to the House Conservation, Environment and Recreation Committee.

The bill is a rewrite from the last legislative session and would amend the Natural Resources and Environmental Protection Act requiring that a person shall not enter into an oil or gas lease as a lessee with the owner of private property within this state unless the following are provided in the lease agreement:

- Exact percentage of royalty interest entitled by the lessor as determined by the value of the oil, gas or related products extracted from the leased site.
- If any reductions in the royalties accruing to the lessor are allowed under the lease agreement due to post production costs, a provision that the lessor shall receive a detailed and itemized list of potential post-production costs.

■ If post production deductions are provided for and agreed to by both the lessee and lessor, the lease agreement shall contain the following provisions:

- The definition of post-production costs.
- Specific areas of items eligible for deductions.
- A clear process enabling the lessee to monitor eligible deductions being charged.
- A maximum percentage of costs to be deducted.
- If the possibility exists under the lease for the lessor to be required to make a payment to the lessee in any given month due to deductions for post-production costs or other items, the lease must specifically state this possibility.

■ All provisions listed concerning the above items must be in 12-point boldface type, which is at least four points larger than the body of the lease agreement.

MFB position: Farm Bureau supports the bill. MFB contact: Scott Everett, ext. 2046. ■

STATE

Land application of biosolids

Senate Bill 140, which is sponsored by Sen. Walter North (R-St. Ignace), was passed by the Senate Agriculture and Forestry Committee and is headed to the Senate floor.

The legislation will require the Department of Environmental Quality, in consultation with the Department of Agriculture, to develop rules to properly manage the land application of sewage sludge (biosolids).

All current local ordinances regulating the land application of biosolids will be preempted by this bill. For a local governmental unit to regulate or restrict biosolid applications beyond state law, there is a process outlined within the legislation to ensure it is determined to be based on factual and unreasonable adverse affects on public health or the environment.

MFB position: Farm Bureau supports the bill. MFB contact: Scott Everett, ext. 2046. ■

NATIONAL

Particulate matter standards

The Environmental Protection Agency has proposed new standards for two air pollutants—ozone and particulate matter (PM). EPA is scheduled to issue a final rule by July 19. In many cases, this will likely mean new or increased air quality regulations and control measures for agriculture.

Agricultural practices identified as emitters of fine PM or ozone are dairies; feedlots; fuel combustion sources; diesel emissions; agricultural burning; and dust from soil preparation, harvesting, grain mills and grain elevators.

If the proposed new standards become final, agriculture will be impacted directly through new emission regulations or indirectly through increased costs of doing business. The proposed new standards would increase farm equipment, energy, fuel and transportation costs. The profitability and profit margins of crops can be significantly reduced by increased production costs.

A report published by state and local air pollution control officials cites several programs that could be used by agriculture to control PM emissions. These include:

- Wind breaks and other residue management systems to reduce wind erosion.
- Conservation tillage.
- Crop management such as planting of legumes or grasses to build soils.
- Conservation practices such as grassed waterways, tree planting to control wind erosion.
- Cover crops such as planting alfalfa or winter wheat to protect soil from wind erosion.
- Dust controls for storage areas such as tarps.
- Dust controls for grain elevators such as fabric filters or application of oils to grain.
- Dust controls for grain transportation such as covers on conveyor belts and bucket elevators.

- Dust controls for feed mills such as moisture control measures and cleaning.
- Tighter controls on prescribed burning.

Many of these practices are already being used on most farms. Farm Bureau believes the EPA should not impose mandatory regulations on farmers who are already voluntarily conducting effective soil conservation practices.

Farm Bureau policy opposes emission controls for agriculture equipment and practices, urges EPA to re-evaluate the imposition of emission standards for agriculture, and insists that government clean air policies be based on sound science.

Congressman David McIntosh (R-Ind.), chair, Subcommittee on Regulatory Reform, has begun an oversight investigation of the EPA's process for proposing the new standards that may result in public hearings and a congressional veto of the rule.

On the state level

On Feb. 26, the Michigan House Conservation, Environment and Recreation Committee held a public hearing on H.R. 13 and H.C.R. 11. The resolutions notify the EPA and Congress of Michigan's opposition to the proposed particulate matter standards. Both H.R. 13 and H.C.R. 11 were approved by the committee and are pending on the House floor. Michigan Farm Bureau presented testimony in support of the resolutions.

On Feb. 27, the Michigan Senate Natural Resources and Environmental Affairs Committee held a public hearing on S.R. 22, which also notifies EPA and Congress of Michigan's opposition to the proposed particulate matter standards. The committee approved S.R. 22 and it is awaiting consideration by the full Senate.

Michigan Farm Bureau presented testimony in support of the resolution.

MFB contact: Al Almy, ext. 2040. ■

STATE

Property Tax Act

Senate Bill 111, sponsored by Sen. Mat Dunaskiss (R-Lake Orion), was referred to the committee on finance.

The bill would exempt wetlands from property tax for those wetlands that have been denied a permit for use or development, or for a wetland that has been designated by the wetlands inventory by the Department of Natural Resources.

MFB position: Farm Bureau supports the bill.

MFB contact: Ron Nelson, ext. 2043. ■

NATIONAL

National Cheese Exchange

In the Capitol Corner section of the Feb. 28 issue, we reported on legislation introduced to address concerns about the influence the National Cheese Exchange may have on milk prices.

The Senate has now passed a non-binding resolution calling on the secretary of agriculture to use his authority to remove the National Cheese Exchange from the calculation of the milk basic formula price. It is not known what, if any, action the secretary will take in response.

MFB contact: Al Almy, ext. 2040. ■

STATE

Appointment of bipartisan committee

House Speaker Curtis Hertel (D-Detroit) and Republican Leader Ken Sikkema (R-Grandville) last week announced the appointment of a new bipartisan committee that will address land use issues. Rep. Howard Wetters (D-Kawawlin), who will serve as chair, called for the creation of the special committee in a resolution (H.R. 16) adopted by the House.

Among the topics encompassed under land use issues are environmental contamination, suburban sprawl, farmland preservation, development projects, transportation, recreation and commercial growth.

"Land use bills can be very complicated," Speaker Hertel said. Because of their complex nature, they are often fragmented into a variety of different committees. This bipartisan panel will serve to review questions regarding land use bills in great detail and work out serious concerns before returning the measures back to standing commit-

tees to continue through the process."

"It is a great benefit to all of us as lawmakers to bring bills and ideas together before a single legislative panel for study prior to the Local Government or Agriculture Committees' actions," Rep. Sikkema said.

Serving on the land use committee with Rep. Wetters, who chairs the Agriculture Committee, will be Reps. Agnes Dobronski (D-Deerborn), chair of the Local Government Committee; Michael Green (R-Mayville), minority vice chair of the Agriculture Committee; Robert Brackenridge (R-St. Joseph), minority vice chair of the Local Government Committee; and Reps. Clark Harder (D-Owosso), Paul Baade (D-Muskegon), Bill Bobier (R-Hesperia), Thomas Middleton (R-Ortonville) and A.T. Frank (D-Saginaw).

MFB contact: Scott Everett, ext. 2046. ■

STATE

Diversions from transportation fund

Recently, the House Transportation Committee passed H.B. 4147, sponsored by Rep. Thomas Kelly (D-Wayne), which would end all diversions from the Michigan Transportation Fund (MTF).

Currently, several state departments charge the MTF more than \$108 million to cover administrative costs within their departments. This is the equivalent of 2 cents per gallon of gas tax monies paid by motorists that are being diverted from Michigan's roads and bridges to finance administrative costs within other departments in Lansing. H.B. 4147 would stop this shell game. Michigan Farm Bureau policy #83 supports H.B. 4147.

It is important to note that several representatives are opposing this bill because it would eliminate nearly \$86 million from the Department of State's

budget to cover the costs of collecting registration and licensing fees. Michigan Farm Bureau policy clearly states that revenue generated for road construction and maintenance must not be diverted from the roads. The lost revenue to the Department of State could, and should, come from the state general fund. In addition, many of the functions from the Department of State could be privatized. The roads, not bureaucrats in Lansing, should be our top priority.

MFB contact: Tim Goodrich, ext. 2048. ■

AGRI NOTES AND NEWS

Visit us on the World Wide Web at:
<http://www.fb.com/mifb>

State Tax Commission orders CRP land back to agricultural classification

Ruling safeguards all CRP land in Michigan to be classified at its actual use

By now, many of you have received your latest assessment from your township — but what would you do if the land you voluntarily enrolled into the Conservation Reserve Program (CRP) that has comprised part of your family's farm for over 150 years was reclassified by the local assessor from agriculture to residential and taxed according to the inflated value?

Thanks to Kent County Farm Bureau member Roger Odell you will never have to find out — because that is exactly what happened to him last year, and last month the State Tax Commission ordered Odell's wrongly classified CRP land back to its appropriate classification and subsequent taxable value.

When Odell received his reclassification notice last year and saw the 38 percent jump in assessed value, he quickly appealed the assessor's decision to the local board of review with the hope that they would immediately see the land was obviously agriculture property — since it had to be to qualify for the USDA's CRP program for highly erodible land.

But the story took a unique twist that could

have affected the over-350,000 acres of land enrolled in CRP in Michigan — the local board of review agreed with the assessor and maintained that the 70-acre tract of farmland ought to be classed residential since it was sitting idle and not being actively farmed.

That's when Odell called out for some support from the Michigan Department of Agriculture (MDA), Michigan Farm Bureau, Farm Service Agency (FSA) acting director Christine White, and the West Michigan Environmental Action Committee as he prepared to appeal his case to the State Tax Commission.

"When I first called MDA's Bob Craig on this, I was so frustrated that we'd been turned down," says Odell. "He got us off the ground by sending us copies of all of these letters and laws that would have been virtually impossible to dig out and really kind of got our case going."

"Not only did we help in getting all the facts on CRP," explains Craig, director of ag policy and special projects, "he is under a legally binding contract.

What's interesting is that he is prohibited from converting his CRP land to any kind of non-ag uses including building a house. It's totally contrary.

"The other thing that helped a lot is that his USDA crop allotments, or base, as you might call them, are restored and a participant can return the acreage to crop production at the end of the CRP contract period," Craig added.

"I reviewed and gave Roger legal cites out of the Farmland and Open Space Preservation Act and Michigan's Right-to-Farm Act to support his case," he adds. "We found in P.A. 116, not the law but the promulgated rules, where P.A. 116 allows land enrolled in USDA conservation programs to be classified as farmland. Since those are promulgated rules, they have the effect of law.

"We used facts out of the Right-to-Farm Act to support his case," explains Craig. "The bottom line is, reclassifying the CRP property from ag to residential was definitely contrary to the intent and purpose of both state and national agricultural policies. I believe Odell used that very effectively in his appeal to the State Tax Commission."

And appeal he did. Within 30 days of the local board of review's ruling, Odell formally appealed to the State Tax Commission (STC) citing rules from CRP, Right-to-Farm and P.A. 116 designed to protect

farmland. During the summer he went before the commission and argued his case, which culminated in a ruling Feb. 6 by the STC ordering the assessor to designate the classification of his property back to "agricultural real property."

"I really believe this positive decision will have significant statewide implications for protecting farmland and ensuring correct agricultural property taxation," adds Craig. "When they reclassified that property and the resulting skyrocketing of the assessed value, not only for his parcel, but going to the 100-plus percent for his brother, that was very direct pressure on the Odells to sell the farmland for development!

"All of those official rulings are known statewide by all county equalization departments and now by all assessors," adds Craig. "So anybody that has a crazy idea of trying to assess property at that level, or at that classification code, now knows it's been tried once; think of something else."

"We all have a strong sense of pride in the land and the pride of ownership," Odell adds.

"None of us want to see it developed and want to keep it with intentions of leaving it to our kids." ■

Farm Service Agency releases average CRP rental rates

With the latest sign-up for the Conservation Reserve Program going on now through March 28, the Michigan Farm Service Agency (FSA) has released average rental rates by county. The rates were determined based on an average of soil types in the county.

"The farmer has a range of rates," explains FSA's Bob Payne. "The maximum dollar amount he or she will receive will depend on the specific soil type in the field he is offering to the program.

Contact your local FSA county office to obtain detailed information on your county and to sign-up for the program. CRP average rental rates by county:

Alcona \$17	Baraga \$15	Calhoun \$45
Alger \$10	Barry \$50	Cass \$55
Allegan \$50	Bay \$80	Charlevoix \$10
Alpena \$20	Benzie \$17	Cheboygan \$13
Antrim \$15	Berrien \$50	Chippewa \$13
Arenac \$65	Branch \$55	Clare \$45

Clinton \$52	Kent \$46	Oakland \$40
Crawford \$15	Keweenaw \$20	Oceana \$39
Delta \$10	Lake \$33	Ogemaw \$21
Dickinson \$15	Lapeer \$45	Ontonagon \$5
Eaton \$55	Lenawee \$83	Osceola \$33
Emmet \$15	Leelanau \$20	Oscoda \$15
Genesee \$35	Livingston \$45	Otsego \$15
Gladwin \$47	Luce \$14	Ottawa \$50
Gogebic \$12	Mackinac \$13	Presque Isle \$29
Gr. Traverse \$25	Macomb \$45	Rosc. \$15
Gratiot \$75	Manistee \$15	Saginaw \$80
Hillsdale \$63	Marquette \$10	St. Clair \$35
Houghton \$20	Mason \$25	St. Joseph \$56
Huron \$65	Mecosta \$30	Sanilac \$55
Ingham \$50	Menominee \$12	Schoolcraft \$10
Ionia \$55	Midland \$70	Shiawassee \$50
Iosco \$18	Missaukee \$31	Tuscola \$65
Iron \$10	Monroe \$75	Van Buren \$50
Isabella \$45	Montcalm \$35	Washtenaw \$54
Jackson \$37	Montmo. \$20	Wayne \$58
Kalamazoo \$50	Muskegon \$45	Wexford \$25
Kalkaska \$30	Newaygo \$37	

Conservation Reserve Program sign-up period to begin

Michigan farmers have until March 28 to sign up new land or re-enroll existing land in the United States Department of Agriculture's (USDA) Conservation Reserve Program (CRP). The program allows producers to take environmentally sensitive farmland out of production for a 10- or 15-year period through a competitive bidding process, which factors in an Environmental Benefits Index, or EBI.

According to Michigan Farm Bureau Commodity Specialist Bob Boehm, new environmental criteria contained in the EBI will be used by USDA in determining which farmland will be enrolled in the CRP.

"Existing contracts will not be automatically extended," Boehm said. "They must be re-bid into the program under new program requirements and criteria, just as will new acreage. The ultimate objective is to provide the best environmental return possible on the limited dollars available."

Eligible lands must meet one of the following criteria to be considered eligible for CRP by the Natural Resources Conservation Service (NRCS):

- Have an erosion rate (EI) of 8 or more
- Be in a CRP state or national priority area
- Be considered a cropped wetland
- Be a cropland associated with or surrounding a cropped wetland
- Be subject to scour erosion
- Be devoted to highly beneficial environmental practices such as filter strips, riparian buffers, grass waterways, shelter belts, well-head protec-

tion and other similar practices.

Upon submission of an eligible bid, NRCS will collect data for each of the EBI factors for the land offered. Offers are ranked in comparison to all other offers and selections are made from that ranking. Rankings are based on the potential environmental benefits (EBI) derived from enrolling the acreage in the CRP. EBI factors include: wildlife benefits, water quality benefits, long-term benefits of practices, air quality benefits, and cost.

New contracts will be for 10 to 15 years. Rental rates will be based on local dry land cash or cash rent equivalent rental rates adjusted for site-specific soils-based productivity factors. Rental rates are posted at Farm Service Agency offices. New contracts will become effective Oct. 1.

Producers with existing CRP contracts due to expire Sept. 30 may begin to prepare the land for planting as early as July 1 for fall seeded crops. The rules and dates for spring seed crops vary by region. In arid areas, ground preparation can begin as early as May 1. In most cases, ground preparation does not include the planting of seed. Producers should consult with FSA for details and dates.

Eligible producers with expiring contracts who do not plan to re-bid land into the CRP program may be eligible for market transition payments. Producers eligible for program payments have 60 days from CRP contract expiration, or until Nov. 1, in order to enroll in the market transition program. For details, producers should contact their local FSA office. ■



Serving Michigan farm families is our only business

Since its beginning in 1971, Michigan Farm Radio Network's only objective has been to serve Michigan's farm families. This dedication to serve agriculture is shared by 27 local radio stations in Michigan. Through these stations, Michigan Farm Radio Network provides the latest in market analysis, weather and news to Farm Bureau members daily on the following stations:

Station	City	Frequency	Morning Report	Noon Report
WABJ	Adrian	1490	5:45 am	11:05-12:00 pm
WATZ	Alpena	1450	5:30 am	11:30 am
WTKA	Ann Arbor	1050	6:05 am	12:00-1:00 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor	1060		12:15 pm
WKJF	Cadillac	1370	5:45 am	11:10 am
WKYO	Caro	1360	6:15 am	12:10-1:00 pm
WTVB	Coldwater	1590	5:45 am	12:00-1:00 pm
WDOW	Dowagiac	1440	6:05 am	12:15 pm
WGHN AM	Grand Haven	1370	5:45 am	12:15 pm
WGHN FM	Grand Haven	92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	11:50 am
WBCH	Hastings	1220	6:15 am	12:30 pm
WCSR	Hillsdale	1340	6:45 am	12:45 pm
WHTC	Holland	1450		12:15 pm
WION	Ionia	1430	6:45 am	12:30-1:00 pm
WKZO	Kalamazoo	590	5:00-6:00 am	12:00-1:00 pm
WPLB FM	Lakeview	106.3	6:15 am	12:15 pm
WOAP	Oshtemo	1080	7:15 am	12:40 pm
WHAK	Rogers City	960		12:15 pm
WSJ	St. Johns	1580	6:15 am	12:05-1:05 pm
WMLM	St. Louis	1520	6:05 am	12:20 pm
WSGW	Saginaw	790	5:55 am	11:30-12:30 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WKJC FM	Tawas City	104.7		12:40 pm
WLKM	Three Rivers	1510	5:45 am	12:15 pm
WTCM	Traverse City	580	5:45 am	11:10 am

Offered exclusively by:

Schmidt Farms of Auburn

1068 N. Union Rd.
Auburn, MI 48611

517-622-6705

517-662-2695

Powerhouse Brand Soybean Seed

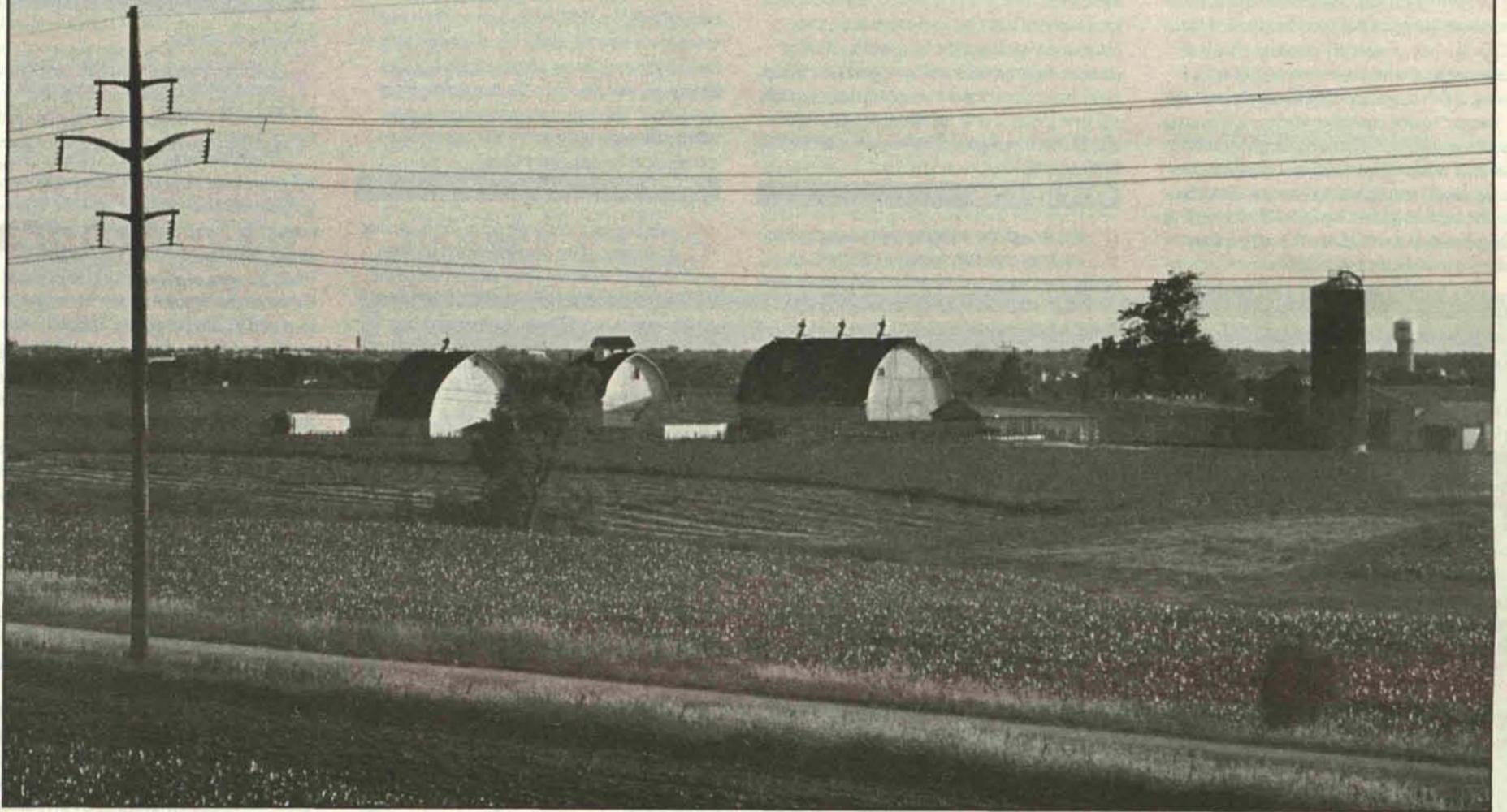
P-150 mid group I maturity. Excellent white mold resistance. Perfect for soybean - wheat rotation.

P-175 late group I maturity. Outstanding yield potential and suitable for edible use.

P-240 mid group II maturity. Exceptional yielding bean and stands very well.

P-250 mid group II maturity. Drought tolerant. Yield workhorse.

We put a lot of energy into farming



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

Market Outlook

by Dr. Jim Hilker,
Department of
Agricultural Econom-
ics, Michigan State
University



CORN

With new crop corn and soybean futures near \$2.90 and \$7.10, respectively, how many acres are we going to find? Lots. On March 31 the USDA will report prospective plantings. This is an excellent report to help the market adjust acres if needed. It isn't important whether the report ends up "correct" or not, but rather whether it is an accurate picture given the information available at the time. Price relationships could, and should at times, change what is actually planted. And, as shown last year, the weather is also a big factor in what ends up being planted, as it shifted nearly 2 million acres from corn to soybeans and sorghum.

The *Quarterly Stocks Report* will also be released at the same time. This will give us a picture of use in the first half of the marketing year. The information in these reports could shift the market significantly in either direction. Notice I said the information, not the report. You need to decide how much risk you want to carry through the release of the reports and into planting.

Old crop corn prices with May futures around \$3 is higher than my reading of the fundamentals would project. This, along with a tight basis, suggests strong consideration in having most of your 1996 corn crop priced out. If there are those of you who want and are able to take the risk of good weather this spring, and a sharp drop in the market,

Seasonal Commodity Price Trends

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

Index: ↔ = stable prices; ↑ = higher prices; ↓ = lower prices; To = topping; BT = bottoming; ? = unsure

to take advantage of possible poor spring and summer weather and a sharp increase in the market, that's okay, but consider doing it on 25 percent or less of your 1996 production. For those who do stay in the market, the odds are you should use basis contracts versus storage.

December corn futures near \$2.90 offers mid-Michigan cash prices over \$2.60 for next fall delivery. That is, at best, on the very high side of my fundamental reading, \$2.30 to 2.45, and probably higher. Consider pricing 15 to 25 percent of your expected 1997 corn production before the report if these levels have held or improved. Check out your local historical basis, but over much of the state hedge-to-arrives should be used versus a forward contract; there probably will be a better time to lock in the basis. If prices move sharply upward, you will still have plenty of crop to price at higher levels, and \$2.60 will look good if harvest prices fall back to \$2.30 or lower.

SOYBEANS

Even though the soybean market is quite different from corn with respect to tightness, the timing of decisions and the risk considerations lead me to about the same pricing recommendations. Soybean projected ending stocks are very tight relative to corn. This can lead to a very volatile market in either direction. The least bit of weather scare could shoot the market up because it will not take much of a crop shortfall in 1997 to make rationing necessary. On the other hand, if the market, with a good growing season, starts to see that supply will be sufficient, the market could drop quickly. Larger than expected soybean acres could start the fall, as smaller than expected acres could continue the rally.

Old crop futures over \$8 bring most of Michigan cash prices not much under \$8. This is a good

price. Consider pricing most of your remaining 1996 soybeans. Remaining beans should be in a basis contract or minimum price contract. With November futures at \$7.15 as I write, we see forward cash contracts at \$6.70 to \$7, depending on where you are. With fundamentals suggesting \$6.45 to \$6.65, this is probably a good level to start pricing a portion of your expected 1997 soybean crop.

WHEAT

My view of the wheat market is different. At today's relatively low prices, I am not inclined to forward price 1997 wheat with July and September futures in the \$3.65 to 3.70 range with a weak basis. It is not that I feel the markets differ from fundamentals, but rather if prices are low, I am willing to wait. However, prices are getting a lot closer to forward pricing opportunities than they were. Start considering forward pricing some of your crop as July Chicago wheat futures go into the \$3.85 to \$4 range.

After a drop of 3 million acres of winter wheat being planted for 1997 production, it will be interesting to see how the spring wheat growers react to the sharply lower prices. Some indication of their feelings should come from the *Prospective Plantings Report*. Will sunflowers, with higher soybean prices, take some of the acres? Will canola make a comeback in Canada versus wheat?

CATTLE

Cattle futures at this point are in the range that my analysis of the supply/demand situation would suggest. However, some months are on the high end of the range and some are on the low end. April futures at near \$70 appear somewhat high for the number on feed. We may want to lock in some of these prices and at least stay very current. On the other hand, August futures at \$64 seem on the low side. And, I think there is a little more upside potential in the fall market.

Choice beef at retail for January was \$2.82 per pound, nearly the same as last year, but down 5 to 6 cents from December. The all-fresh beef price was \$2.56 per pound, down 1 to 2 cents from a year ago. The all-fresh beef price was the lowest for the month since January 1990.

HOGS

On March 27, the USDA will release the next quarterly *Hogs and Pigs Report*. It is expected to show expansion due to the good returns to raising hogs that we have been experiencing for some time. We expected to see signs of expansion in the December report and were wrong. The information contained in the report will most likely have a greater effect on fall and early 1998 than in the near-term, but we've been fooled before. The question is, how fast will expansion take place given recent prices, today's prices, and expected prices through the end of the year, which are all higher than the \$42 to \$45 cost of production at today's corn prices?

In January, retail pork prices averaged \$2.33 per pound. This was a record high for January retail pork prices and was less than 2 cents from the record high for any month posted last September. Chicken prices were 5 to 7 cents higher than a year ago and that was despite higher production.

DAIRY

by Larry G. Hamm

The manufactured dairy product markets continue to show strength. Consequently, farm pay prices will continue to increase over the next several months.

The Basic Formula Price (BFP) for February will be around \$12.40 per hundredweight (cwt.) on a 3.5 percent butterfat basis. Both the wholesale markets for cheese and butter increased during the month of February. During February 1997, the wholesale price of 40-pound blocks of cheddar cheese on the National Cheese Exchange (NCE) increased 5 cents per pound. The butter market at the Chicago Mercantile Exchange (CME) increased around 16 cents per pound. The February BFP is made up of the actual January price paid for Grade B milk in Wisconsin and Minnesota adjusted by the change in the butter/powder/cheese formula from January 1997 to February 1997. The increases in the wholesale prices of cheese and butter assure that the February BFP will increase.

The February Basic Formula Price will be the second monthly increase in the BFP. The BFP reached its current low point in December 1996 at \$11.34. With an approximate \$12.40 BFP, the markets will have gained back a little more than \$1 per cwt. of the \$4 loss suffered by the BFP late last year.

Milk and dairy product prices continue to respond to the weak production trends in the U.S. dairy industry. The U.S. dairy industry produced less milk in 1996 than it did in 1995. Milk production for January 1997 is equal to that of January 1996. The liquidation of the U.S. dairy milking herd continues. There were approximately 91,000 fewer milking dairy cows in January 1997 than in January 1996. A milking herd has declined 18 consecutive months and stands at the least number of milk cows on farms ever recorded. Production per cow increased 11 pounds per cow January 1997 over January 1996. The increased productivity, however, was still not enough to compensate for fewer cows or to push total U.S. production above year ago levels.

Dairy product markets are expected to maintain their strength through late winter and early spring. Production continues to be hampered by the lack of quality forages, particularly across the northern tier dairy production region. Dairy product markets are likely to trade at a relatively narrow range over the next several months until the trends in the 1997 forage production year become more evident.

EGGS

by Henry Larzelere

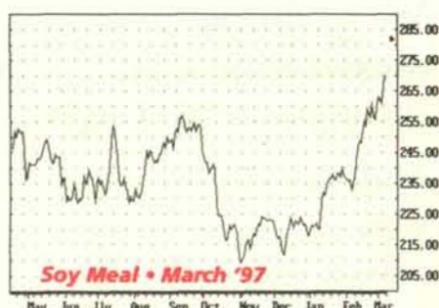
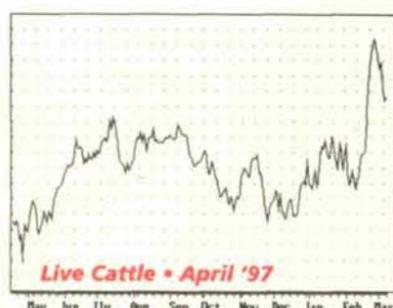
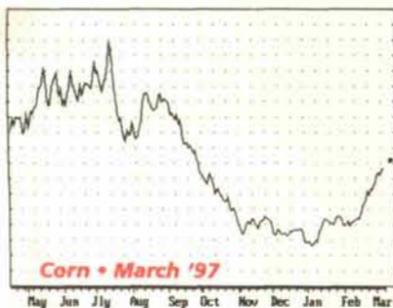
Egg prices for the first part of February were about 4 cents a dozen above a year earlier. During the latter part of the month, prices were 15 cents a dozen below a comparable time in 1996. Feed ingredient costs in February were about 3 cents per dozen eggs below last year.

It is expected that wholesale prices in New York for Grade A large white eggs in cartons in March will be in the upper 80s or lower 90s. Since Easter is almost the last day of March, an earlier than usual time of the year, the April, May, June quarter will decline seasonally to the upper 70s.

There is some indication of weakening on the demand side of the market. The egg movement report shows a rather constant increase in the eggs acquired by dealers from egg producers as compared with a year earlier. In contrast, the number of eggs moving into retail channels has been irregular as compared with last year.

The egg-type chick hatch in January was 6 percent above January 1996. The number of egg-type eggs in incubators in February was up only 1 percent from last year!

COMMODITY PRICE TRENDS



COMMODITY SUPPLY/DEMAND BALANCE SHEETS

Table 1 — Corn

(Million acres)	Estimated 1995-1996	Projected 1996-1997	Hilker 1997-1998
Acres set-aside/diverted	6.2	0.0	0.0
Acres planted	71.2	79.5	81.5
Acres harvested	65.0	73.1	75.0
Bu./harvested acre	113.5	127.1	129.0
Stocks (million bushels)			
Beginning stocks	1,558	426	959
Production	7,374	9,293	9,675
Imports	16	10	6
Total supply	8,948	9,729	10,640
Use:			
Feed and residual	4,711	5,200	5,250
Food/seed & ind. uses	1,583	1,670	1,780
Total domestic	6,294	6,870	7,030
Exports	2,228	1,900	2,200
Total use	8,522	8,770	9,230
Ending stocks	426	959	1,410
Ending stocks, % of use	5.0	10.9	15.3
Regular loan rate	\$1.89	\$1.89	\$1.89
U.S. season average			
Farm price, \$/bu.	\$3.24	\$2.65	\$2.35

Table 2 — Wheat

(Million acres)	Estimated 1995-1996	Projected 1996-1997	Hilker 1997-1998
Acres set-aside & diverted	5.2	0.0	0.0
Acres planted	69.2	75.6	71.8
Acres harvested	61.0	63.1	62.3
Bu./harvested acre	35.8	36.3	38.0
Stocks (million bushels)			
Beginning stocks	507	376	474
Production	2,182	2,282	2,367
Imports	68	80	74
Total supply	2,757	2,738	2,915
Use:			
Food	884	910	920
Seed	104	104	105
Feed	152	300	260
Total domestic	1,140	1,314	1,285
Exports	1,241	950	1,100
Total use	2,381	2,264	2,385
Ending stocks	376	474	530
Ending stocks, % of use	15.8	20.9	22.2
Regular loan rate	\$2.58	\$2.58	\$2.58
U.S. season average			
Farm price, \$/bu.	\$4.50	\$4.20	\$3.40

Table 3 — Soybeans

(Million acres)	Estimated 1995-1996	Projected 1996-1997	Hilker 1997-1998
Acres planted	62.6	64.3	64.5
Acres harvested	61.6	63.4	63.5
Bu./harvested acre	35.3	37.6	38.0
Stocks (million bushels)			
Beginning stocks	335	183	140
Production	2,176	2,383	2,413
Imports	5	4	7
Total supply	2,516	2,570	2,560
Use:			
Crushings	1,370	1,410	1,410
Exports	851	905	850
Seed, feed & residuals	112	115	115
Total use	2,333	2,430	2,375
Ending stocks	183	140	185
Ending stocks, % of use	7.8	5.8	7.8
Regular loan rate	\$4.92	\$4.97	\$4.97
U.S. season average			
Farm price, \$/bu.	\$6.77	\$7.00	\$6.60

Source: Knight Ridder Financial

Source: USDA and Jim Hilker

Business Strategies

John D. Jones,
Telfarm Director and
District Extension
Farm Management
Agent, Department
of Agricultural
Economics,
Michigan State
University Extension



A business manager must direct and supervise business operations where the act of management can be as much an art as a technical skill. Results are affected by many, many factors where many are external and cannot be predicted. Even with this inherent unpredictability there are specific activities for managers to complete to maintain a positive impact on the business.

The following quote provides a good illustration of the management process:

"Managing a business is similar to charting a course for a ship. The manager does the charting. To be effective, he must have goals. He must continually gather and analyze facts. On the basis of his analysis, he must make decisions and carry them out. The process is never ending. New information and analyses require alterations just as a change of wind and weather requires the captain of the ship to make frequent changes in guiding his vessel."

— L.H. Brown and J.A. Speicher, "Business Analysis for Dairy Farms," Extension Bulletin E-685, Michigan State University

Michigan State University Extension has tracked enterprise returns and farm financial performance since the birth of the MSU Farm Records Program in 1928. In the early years, the farm business analysis results were compiled by hand calculation through the use of comptometers and pencils. In the early 1960s, the use of mainframe computers allowed for faster and more sophisticated analysis of farm financial information.

Today, with the development and acceptance of personal computers, a comprehensive farm financial analysis can be run quickly and easily on the kitchen table. You need, of course, the right program, up-to-date income and expenses, and liability, asset and inventory balances or values.

FINPACK FINAN software allows efficient and comprehensive business analysis on MSU Extension field staff computers. The analysis includes an accrualized net income statement, beginning and ending balance sheets, a statement of accuracy and net worth reconciliation, Farm Financial Standards Council 16 financial measures, and comparative financial statements and trend analysis.

FINPACK FINAN is a stand-alone analysis program from the University of Minnesota that can be run by any farmer, consultant or Extension agent that has purchased the software program. Besides the historical financial analysis module called FINAN, FINPACK also includes two other modules: FINLRB for long-run budgeting, and FINFLO for annual cash flow and financial statement projections.

The FINAN program, which allows for the electronic import of data, can be used in conjunction with other programs including Telfarm's Micro-Tel program.

How do you get a FINAN analysis run?

You can run the FINAN analysis through many different avenues. Some farmers and farm manage-

British cattle carcasses yet to be destroyed

British Labour Party deputy leader John Prescott commented on the state of the carcasses of cattle killed in a forced cull of all British cattle over the age of 30 months to prevent further spread of mad cow disease.

"The remains of one million cattle slaughtered in last year's cull are waiting to be destroyed," he said.

As of January, fewer than four percent of the cattle slaughtered last year had been disposed of by incineration, the required disposal method. The government has used 41 cold storage facilities, 11 warehouses and other locations to store the carcasses and rendered meat and bonemeal from culled animals.

Labour officials estimate it could take 13 years to incinerate all the culled animals. ■

A new era in financial analysis

ment consultants, many Area of Expertise (AoE) agents and county Extension agents, most campus Extension farm management specialists, and all district Extension farm management agents have the FINPACK 8.0 programs, including FINAN, residing on their computers and are trained in their use. Start locally for MSU Extension assistance, as that will maintain the strongest and most responsive relationship that you would have available.

You can purchase an individual farmer FINPACK version from the Center for Farm Financial Management, University of Minnesota for \$395, phone (800) 234-1111, and run the program yourself. You may also call the Telfarm Center for assistance if needed, phone (517) 355-4700.

The following items will need to be available to run the FINAN program:

- Beginning and ending feed, crop, supplies and livestock inventories
- Beginning and ending machinery, building and land valuations
- Beginning and ending balances in saving, investment and liability accounts including accrued accounts payable and receivable
- Crop acreage and yield information and basic livestock production information
- Financial cash flow reporting what was expended or taken in under each individual account

You are encouraged to check out this opportunity and update your farm analysis procedures.

Why is FINAN important? The FINAN analysis answers the big financial questions.

(1) Am I profitable?

Did my business earn a profit after making all year-ending accrual entries for inventory change, prepaid expenses, accrued interest and others?

(2) Did my equity (net worth) change and how much?

The analysis will show how much your equity increased or decreased on an accrual basis after family living expenses and other draws. The analysis also reports on the accuracy of the equity change when reconciled with the net income.

(3) Am I viable?

The FINAN analysis will assess the cash flow and indicate whether there is adequate liquidity and working capital to withstand short-run disruptions to the cash flow.

Enterprise analysis

FINAN allows for detailed enterprise or cost center analysis. This permits farm managers to calculate their farm costs or profit by enterprise. Economic changes over the last 20 years have been associated with increasing capital costs that directly impact the profitability of many farming enterprises.

The goal of enterprise accounting is to show the income and expense associated with one piece of your business. Production expenses would be allocated to the crop, such as corn or apples or hay.

The costs can then be shown per acre or bushel. Livestock is often reported per head or per hundredweight.

Summarization

Probably the most important facet of the FINAN program is the ability to build individual farm financial trend database and financial ratio report. This allows you to quickly and clearly see the direction and magnitude of vital financial concerns. Tracking financial performance over time can bring important issues and trends to the surface that would otherwise go unnoticed for a number of years. With delays in detection and action, manageable issues or problems can become unmanageable and a crisis situation.

The FINAN program has the ability to create a summarizable file that can be used for statewide farm performance averages. Some preliminary 1996 financial performance averages have already been calculated to assist in analyzing any currently run FINAN analysis reports.

This database is very important to the department of agricultural economics. The department will be collecting as many of these summarizable files as possible, but only from farm managers who consent to the file's use in the MSU database and after any personal identification has been stripped off. MSU Extension programs and publications, MSU research and teaching efforts will all benefit from the database. ■

MONSANTO has an answer for all your weed control needs.

Corn Herbicides



Consistently cleaner corn.



Control more weeds with less atrazine.



More available for more control.

Choose the MaxAvail™ Advantage of Harness® herbicides for maximum power and maximum availability.



The encapsulation of Bullet® helps it stay in the weed zone despite wet conditions to give you consistent control, all season long.*

Soybean and Corn Herbicides



Partner® is timed-released for season-long grass and small-seeded broadleaf control plus reduced crop stress.**



Encapsulated Micro-Tech® gives you long-lasting, consistent control of stubborn weeds—even pigweed and nightshade.

For A Clean Start



For unmatched burndown performance, choose Roundup Ultra™ with TransSorb™ Technology. It's the only herbicide of its kind.

*Encapsulated herbicide vs. ordinary herbicide. Source: Monsanto research. **Source: Weed Control Manual, 1996—alachlor products. Always read and follow label directions. Roundup Ultra™ TransSorb™ Technology, Harness® the MaxAvail™ Advantage, Bullet®, Micro-Tech® and Partner® are trademarks of Monsanto Company. Harness, Harness Xtra, Harness Xtra 5.6L, Bullet, Micro-Tech and Partner are Restricted Use Pesticides. ©1997 Monsanto Company 161-97-14

Don't blame the National Cheese Exchange for current dairy price woes



Dr. Ken Bailey, left, University of Missouri professor, and Dr. Joe Conlin, University of Minnesota, field questions from participants.

Despite how upset dairy producers are with the current price of milk, the National Cheese Exchange (NCE) itself is not to blame. So says Dr. Ken Bailey, University of Missouri. Speaking during the Dairy Profit U program held at Michigan State University, he said the problem rests with how the NCE is used in the formula to calculate the basic formula price (BFP) for milk.

Bailey said the decision to use the NCE in calculating the BFP rests with the USDA, which can and should decouple Class I pricing from the NCE. "Why does it (Class I pricing) have to be linked to the

NCE?" asked Bailey. "As it stands now, 95 percent of the BFP is driven by the NCE. That really doesn't make a lot of sense in today's market environment."

Updating the pricing formula ranked high on Bailey's list of suggestions for improving the current pricing situation, saying the old formula wasn't designed for today's volatile market. "It also wasn't designed for a market where 40 percent of our milk is going to cheese production," he said. "If we're going to keep Federal Orders and class pricing, then the price of fluid milk should not depend on the NCE in Wisconsin. It boils down to fairness — How do you price milk so it's fair to farmers, consumers and processors?"

Bailey also cautioned producers to proceed slowly with thoughts of doing away with the NCE entirely in determining price. U.S. cheese consumption has been in a growth mode since 1975 and is the one product that will likely see continued growth in demand from consumers. In fact, he predicts that the amount of milk used for cheese production will surpass the amount of milk consumed as fluid milk in 1997.

"The growth in cheese consumption has a lot to do with changes in lifestyle — the move toward more fast foods by consumers," he said. "Who

knows where it will go? There's obviously a limit to how much growth we can see, but cheese has had a big effect on the bottom-line milk prices."

Near-term prices should, in a worst-case outlook, reach at least \$13.85, Bailey predicted, although he expects prices better than that by mid-summer. "We've been consistently below year-ago production levels so I'm pretty confident that we will start to see price improvement," he said. "In fact, the market may not see the spring flush of milk that we typically expect, and if the market becomes concerned, we could see a real run-up in the price of milk."

Looking to future demand, Bailey expects per capita consumption of all dairy products to average a stable 590 pounds per person. While per capita demand for fluid milk will remain stable, total fluid milk consumption should grow by 1 to 2 percent based just on population growth. He also predicts that butter consumption will be very dependent on price competitiveness with margarine, and that ice cream consumption will continue to trail off.

In the export arena, Bailey advised producers to take a long-term investment approach, adding that more time is needed for U.S. milk prices to match international price levels. In a best-case scenario, he expects that exports will utilize no more

than 5 percent of total U.S. production for the "foreseeable future."

Domestic demand patterns, particularly in the southeast portion of the country, could spell good news for Michigan producers. "Unless they make major changes, the southeast United States will be a major deficit area of the country, which should be good news for you," he told producers.

USDA's efforts to consolidate 32 federal market orders down to 10-14, and the development of a new pricing system to replace the BFP received generally good marks from Bailey, who said the task always has been and will be difficult. "There's always going to be some winners and some losers in this process," he said. "It's always been a problem."

Knowing costs of production, learning about milk market pricing opportunities through the use of futures, and fine-tuning both financial and personnel management skills are all key ingredients to future survival in the dairy business, Bailey advised.

"These will be the defining issues for the dairy farmer of the future," Bailey said. "Although a good producer may have a feel for the business, he will have to be able to manage that information into his operation to be successful in the future." ■

Dairy Profit U graduates 329

Virginia Tech professor challenges producers to be more profitable in next century

Michigan dairy producers may not have earned a diploma for what they learned at the inaugural Dairy Profit U held Feb. 26 on MSU's campus, but they did walk away with the greatest take-home exam of all — making their dairy farm more profitable.

To cap off the event sponsored by Farm Credit Services (FCS), Michigan Milk Producers Association (MMPA), Michigan State University and AgriSolutions, Virginia Tech Professor of Agricultural and Applied Economics David M. Kohl summed up the current state of the dairy industry and the key things producers must do to be profitable and successful.

According to Kohl, agriculture generates 17 percent of the gross national product (GNP) with that amount expected to grow to 25 percent soon after the turn of the century. He adds that, directly or indirectly, agriculture employs one out of every five employees.

Kohl noted that managing people and hiring quality help has become more important than managing cows on many profitable farms.

He suggests using principles from the fast food industry when looking to hire farm employees. "Use the Ronald McDonald principle when hiring good people to work on your farm — hire people that show up on time, can follow directions and get along with people."

Keys to profitability

During the last 18-24 months, Kohl explained how the dairy industry has witnessed a rollercoaster style of pricing and warned the dairy farmers assembled to "be very careful making long-term decisions based on short-term prices and predictions."

Controlling costs and managing multiple generations of farm families is essential to being successful and profitable, noted Kohl.

"For every family unit deriving their income from the farm there needs to be at least \$150,000 to \$250,000 in gross revenue, which equates out to \$40,000 to \$70,000 in net revenue," Kohl said.

"Women are also becoming more and more involved in the operation because their name is on the bottom line."

Hitting a strong chord with the dairy farmers assembled, the Virginia Tech professor took on the issue of transferring the farm from one generation to the next.

"What is fatal to the farm business is the bickering behind the scenes," he explained. "New partners, like sons and daughters, should go out to other operations and make mistakes on someone else's money — then they're twice as likely to be successful. They also bring in new ideas and respect mom and dad more."

Kohl noted there are predictable generational contradictions that happen as the younger genera-

tion prepares to take over the family operation. The younger generation wants more responsibility, to grow the business, build equity, add new technology, while the older generation takes on less and less responsibility and retire emotionally and physically, but doesn't retire financially from the farm.

In detailing the spending nature of the older generation, he added that "the spending of a 65-year-old costs 125 to 157 percent of the income of the average 35-year-old." Health care is the biggest factor in the costs associated with being 65.

To overcome the accelerated cost of getting older, Kohl advised the group to "invest at least 10-15 percent of your net farm earnings into a Keogh or some other investment account that will supplement you when you retire."

Transferring land

"Seventy percent of the land will transfer to



Dr. David Kohl from Virginia Tech interacts with Dairy U participants hammering home the different needs the next generation of dairy producers will face.

new ownership in the next 15 years," Kohl explained. Learning to work with landlords over the age of 60 and their dependents will increasingly become a challenge as the land begins to transfer.

To sum up the event, Kohl challenged the dairy farmers to "never equate your net worth to your self worth. You need to build strategic alliances within your family and your positive neighbors." ■

Technology, Quality, and Value—That's Morton Buildings

\$24,195

- 27' x 14'6" Double End Door
- 1-White Walk-In Door (no glass)
- Heavy Gauge Commercial Quality Steel
- G-90 Galvanizing
- White Polyester Paint Finish
- KYNAR 500®/HYLAR 5000® Color Trim
- Gutters & Downspouts
- 50-year Column Warranty



Basic Machine Storage
54' x 13' x 90' with 7'6" Truss & Column Spacing

- 50-year Snow Load Warranty (no weight limit)
- 5-year Wind Warranty (no MPH limit)
- Free Morton Weathervane
- Fully Erected
- Tax Included

\$31,995

Deluxe Machine Storage 54' x 13' x 90' with 7'6" Truss & Column Spacing

- 1-24' x 14'6" Alumasteel® Double End Door
- 1-22'6" x 13' Alumasteel® Double Side Door
- 1-3' x 6'8" 9-lite Walk Door
- 1-4' x 3' 9-lite Sliding Window w/ screen & shutters
- 8-Skylights
- Heavy Gauge Commercial Quality Steel
- Continuously Vented Ridge
- 2' Gable Overhangs
- 1' Vented Eave Overhangs
- Interior Protective Liner
- Exterior Steel Wainscot
- Gutters & Downspouts
- KYNAR 500®/HYLAR 5000® Paint System on Sidewalls

- Revolutionary Fluoroflex 2000™ Paint System on Roof
- 20-year Red Rust/Fade Warranty (including acid rain)
- 50-year Column & Snow Load Warranty (no weight limit)
- 10-year Wind Warranty

800-447-7436
MORTON BUILDINGS
P. O. Box 399, Morton, IL 61550
© 1997 Morton Buildings, Inc.

Version C

All warranties include materials and labor and are not prorated. The special pricing on both buildings in this ad includes taxes, materials, labor, and delivery within 40 miles of a Morton Buildings® construction center. Customer must provide a level building site with no underground obstructions, which would create the need for extra equipment, and participate in the three step payment plan. Prices may vary due to local building codes. Offer expires 4/30/97.

Adrian 517-263-0541 • Brown City 810-346-2702 • Kalkaska 616-258-2580
Roekford 616-874-6400 • St. Johns 517-224-6892 • Three Rivers 616-279-5271

Great Lakes Young Cooperators Dairy Leadership Conference planned

In the true spirit of cooperation, the Independent Cooperative Milk Producers Association and Michigan Milk Producers Association have teamed together to host the third annual Great Lakes Young Cooperators Dairy Leadership Conference.

All members (or individuals affiliated with a member) of these two cooperatives ages 21-40 are invited to attend this one-of-a-kind conference held in Lansing, April 18, at the Holiday Inn West Conference Center. Conference registration and the luncheon is sponsored jointly by ICMPA and MMPA.

The conference will begin with registration at 9:30 a.m. and conclude with a panel discussion by 6 p.m. A light dinner buffet and entertainment will be held at the Holiday Inn after the program.

The Great Lakes Young Cooperators Dairy Leadership Conference is designed to address issues and concerns facing today's young dairy farmers. The day-long conference will feature topics ranging from dairy farm management to cooperative leadership and involvement, and dairy industry insights. The day will wrap up with a dairy panel discussion on management strategies.

Conference highlights

Presidents' remarks — Comments from Elwood Kirkpatrick, MMPA, and ICMPA's president-elect on how your cooperative is working for you.

A message from the managers — Charles Courtade, ICMPA, and Walt Wosje, MMPA, will be

discussing today's marketing issues.

Field of dreams — Ron Eberhard, president of Business and Estate Planning Services Unlimited, will present a motivational address emphasizing creativity, thinking, risk-taking and the value of planning. This presentation, which relives the message of the movie, focuses on the necessity of communicating our goals to those who can help us achieve our dreams.

Industrialization of the family farm — Michael Salisbury, president of Salisbury Management Services, will be presenting "The Industrialization of the Family Farm," focusing on how the realities of current industrialization issues affect the family farm, why we are caught up in it and how the family business can effectively compete. He will share strategies and stories of how his clients are industrializing their businesses without having to become huge operations.

Farm management strategies — A panel of dairy farmers will address their specific areas of expertise. Members and their topics are: Tim Ver Hage, quality milk production; Larry Nobis, manure management; Jerry Good, contract services for the dairy farm; and Jerry Peterson, stabilizing feed costs using commodities.

To register, contact the Member Relations Department, MMPA, P.O. Box 8002, Novi, MI 48376, (800) 572-5824 or ICMPA at (800) 968-4930. ■

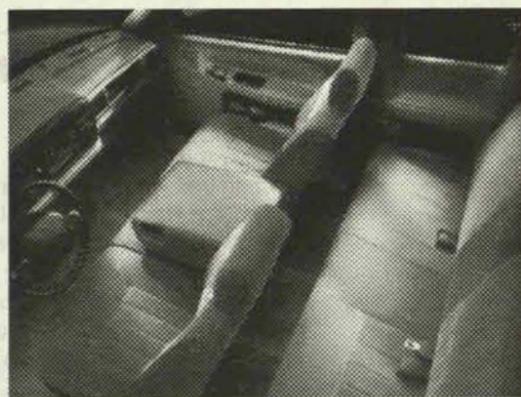


Buy a new Dodge Truck and pick up a ton of cash.

Up To \$500 Cash Back To Farm Bureau® Members.

As if our powerful Magnum® engines weren't enough incentive for Farm Bureau members, now there's an extra \$300 to \$500 in the deal.

As a member, you qualify for \$300 back on all new 1996 and 1997 5.9L V-8 Magnum Ram



1500 pickups. \$500 back on '96 and '97 Ram 2500 and 3500 pickups with a 5.9L V-8, Cummins Diesel or V-10. Even



\$500 cash back on '96 and '97 Ram Vans and Ram Wagons. That's on top of any other national Dodge cash back offer.† All you need to do is get a certificate from your state's Farm Bureau validating that you've been a member for at least thirty days. Then stop by your Dodge dealer. Where you'll discover it pays to be in the Farm Bureau.

†This cash back offer is valid for members of participating Farm Bureaus, is scheduled to expire 9/30/97, and is subject to change. It may not be used in combination with any other Chrysler Corporation certificate program or certain other special programs. Ask for restrictions and details. Farm Bureau® is a registered service mark of the American Farm Bureau Federation.

America's Truck Stop



The New Dodge

Michigan farmer assists private farmers in Ukraine

Port Austin farmer Leonard Knoblock recently returned from a volunteer trip to Ukraine where he assisted the development of private farmers organizations and counseled their members. Knoblock worked with private farmers and agribusiness workers in the northwestern region of Ukraine called Volyn.

Using his experience in farming and farm management, Knoblock volunteered through The Citizens Network for Foreign Affairs (CNFA) Agribusiness Volunteer Program to provide lectures and practical input to enable farmers to try their hand in marketing, business planning and agribusiness management.

Knoblock described basic recordkeeping, expense tracking, budget development, and sales and marketing techniques. Knoblock also outlined income and expense projections as a tool to determine which crops to grow, as well as the day to day operations of a farm or agribusiness. In addition, Knoblock anticipated the use of recordkeeping in regard to crop selection and financial decisions, as well as decreased expenses and higher profits.

On his way back to Port Austin, Knoblock stopped in Washington, D.C., to visit the offices of

Rep. James Barcia and Sen. Spencer Abraham to provide briefings on his assignment.

The owner and operator of Knoblock Farms, Knoblock also directs the Farmers Cooperative Grain Company in Port Austin, and is a member of Huron County ISD Technology Committee. He is also chair of the North Huron Schools Math, Science and Technology Committee.

Since 1993, more than 300 CNFA volunteers have participated in project assignments across Russia and Ukraine — ranging from farmers' association-building to cheese processing. CNFA volunteers bring years of hands-on experience to their counterparts in Russia and other former Soviet countries, easing the transition to a market economy and resulting in creative and effective U.S. foreign assistance. CNFA's Volunteer Program operates with the support of the Farmer-to-Farmer Program of the U.S. Agency for International Development.

CNFA is a nonprofit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances and other groups to create lasting and effective opportunities in international markets. ■

Road funding legislation supported by Michigan Farm Bureau

Continued from page 1

at several MDOT field facilities and management of the Criminal Justice Data Center.

Department of Management and Budget — \$1,087,700

Provides central administrative services for accounting, payroll, central audit, fixed asset accounting, space leasing services, mail and freight, purchasing, employment services, budgeting and computer costs.

Civil Service — \$ 4,193,700

Assesses a 1 percent charge of aggregate payroll for civil service administration expenses charged to each state department.

Attorney General — \$ 2,482,300

Recovers legal expenses, supplies and staff costs for 20.5 attorney positions and .5 clerical positions providing exclusive legal services to transportation programs such as tort case litigation.

Auditor General — \$631,100

Assesses salary, fringe, supplies, material, and travel costs for conducting financial audits of transportation funds and programs as required by statute.

DNR/DEQ — \$775,700

The Land and Water Management Division provides environmental reviews of road projects and consultation on road and stream crossings by contract. DNR maintains M-185 in Mackinac Island State Park for \$25,700 per year.

Total — \$108,213,800 ■

Farm Bureau applauds plan to repeal estate taxes

Legislation introduced to repeal death taxes will help preserve family farms, according to the American Farm Bureau Federation.

"Without estate tax law changes, agriculture's contribution to our economy is threatened," said Mark Maslyn, deputy director of the AFBF Washington, D.C., office, speaking at a Capitol Hill news conference. "Farmers and ranchers need a break from exorbitant and punitive estate taxes so that farms and ranches can be passed from one generation to the next."

Rep. Christopher Cox (R-Calif.) and Sen. Jon Kyl (R-Ariz.) unveiled their Family Heritage Preservation Act, which would repeal the federal estate and gift tax. The House version has 115 co-sponsors. Maslyn, in endorsing the measure, said death taxes, otherwise known as estate taxes, can put an end to family farms.

"Farming and ranching is an industry dominated by family businesses," Maslyn said. "Often sons and daughters must sell part of their operations to pay estate taxes. When they have to sell too many

business assets, the profit-making ability of the unit can be destroyed and the business dies with the farmer."

Maslyn noted there is a misconception that these taxes only affect big businesses, which can handle them.

"Some people say that estate taxes don't impact small businesses if estate planning is effectively used," said Maslyn. "Planning might work to reduce estate taxes, but it is costly and drains funds that could better be used to operate agricultural businesses."

Maslyn said the federal estate tax is punitive. "Farmers and ranchers work long, hard hours over a lifetime to build their businesses," he said. "Along the way they paid income taxes on their earnings and it is wrong to tax those earnings again at death."

Maslyn said Farm Bureau "commends Senator Kyl and Representative Cox for introducing the Family Heritage Preservation Act to repeal estate taxes. We urge every representative and senator to join the effort to end the death tax." ■

Board of Trade expands

The Chicago Board of Trade began trading financial contracts in its new 60,000 square-foot hall that, combined with its old 35,000 square-foot facility for agricultural futures trading, can hold a Boeing 747 with room to spare. The space addition makes the Board of Trade the largest in terms of space, as well as the largest in terms of trading volume.

Exchange Chairman Patrick Arbor said the additional space sets the Board of Trade up for the lead role it is sure to take in the next millennium.

The Board of Trade last year took in a record \$222.4 million in futures and options contracts and posted a record in volume, in large part because of volatile agricultural markets responding to tight supplies. The board's closest competitor, the Chicago Mercantile Exchange, brought in \$177 million in revenue last year. ■

Researchers may have found cure to hog odors

Researchers at Purdue University may have solved a tremendous problem for hog operations and their neighbors: controlling the odor.

Purdue animal scientist Allan Sutton has been feeding hogs a special diet low in crude proteins and high in amino acids. He has noticed a less-offensive manure with 20 to 25 percent less nitrogen and ammonia, the main culprits in hog excrement.

The research is still in its infancy, but Sutton and his colleagues hope the new diet can reduce the smell of hog manure and help control water pollution at both mega-farms and small operations.

"Odor is size-neutral," Sutton said. "It won't matter if you're a factory farm or a family operation if you can't keep the smell away from your neighbors." ■

Good health insurance is no accident.

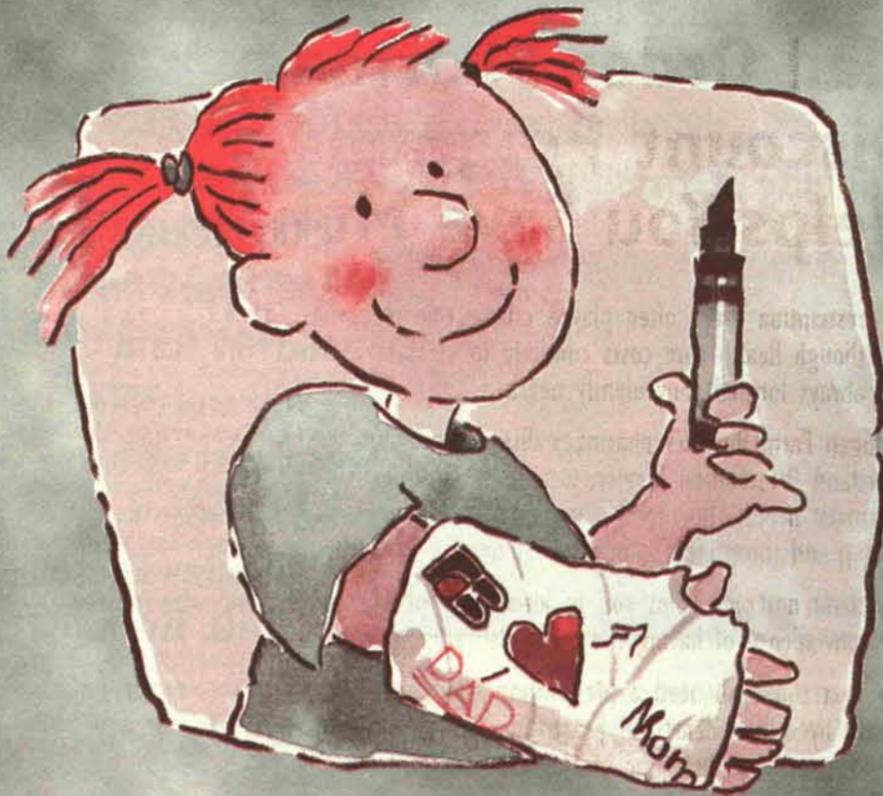
Member Health Insurance from Michigan Farm Bureau

For over 40 years, Farm Bureau and Blue Cross Blue Shield have teamed up to provide quality health care at competitive group rates with the personalized service you would expect from a Farm Bureau membership.

No matter what your needs...small business, sole proprietor, Medicare supplemental or individual coverage for you or your family — we have the right plan at the right price.



Where Belonging Makes a Difference. MICHIGAN FARM BUREAU



TO RECEIVE ADDITIONAL INFORMATION, PLEASE CALL 800-292-2680, EXT. 3239 & 3240, OR MAIL THIS COUPON TO: MFB HEALTH SERVICES, P.O. BOX 30960, LANSING, MI 48909

- Individual/family coverage — for people who don't have employment-based coverage.
- Small group coverage — for farm and small business owners.
- Medicare supplemental coverage — for seniors over 65.

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ COUNTY _____

Michigan producers clash with USDA on migrant housing issue

Continued from page 1

guys borrow this money knowing that they couldn't charge rent," Walsworth adds. "That's the way that we operated them — we didn't charge rent; just charge utilities. But the Migrant Legal Aid said 'let's get that utilities classed as rent and then they'll be liable for that. Because they were in violation of their contract.'"

"That's if we sign a loan agreement," Walsworth says on behalf of the organization Citizens Alliance for Regulatory Reform (CARR) which has taken issue with Rural Development. "I don't know that I've got a problem with that, if we can get some assurance of the things we're going to have to comply with. They're going to ask us to pay back 'unauthorized rent.' And that is a very touchy phrase, because we don't have any unauthorized rent in terms of utilities. Now if there were people charging rent, that's another issue. And that's not an issue with us."

"We were operating within the parameters of the loan agreement," he adds. "We have a 1992 letter where one of the borrower's wrote and said we want it in writing that we have the ability to charge rent."

"About 50 percent of the 131 farms with 514 loans have completed the paperwork and those farmers remaining believe that something will happen to them if they do," Hare states. "Now we need to handle each case now on a one-on-one basis to resolve this issue amicably."

"Farm Bureau will continue to work with all entities desiring an equitable solution to this problem," Kelly adds.

A joint letter from U.S. Representative Pete Hoekstra and U.S. Senator Spencer Abraham was sent to U.S. Secretary of Agriculture Dan Glickman on February 19, 1997 "urging the USDA to consider allowing the affected individuals an opportunity to negotiate an alternative resolution that would be fair to both the migrant workers and farmers involved with this case. This may, in fact, provide the best possible outcome. We urge the USDA to attempt to seek out a solution which is agreeable to both parties."

Farmer urges others to prevent manure spills

LETTER TO THE EDITOR

Dear Editor:

In July of 1994 we had a manure spill from the Slurrystore on our farm. As you can tell from the article we have written, it had quite an impact upon the environment as well as on us. Our purpose in writing the article is to help other people avoid the same misfortune that happened to us. We want everyone who can to learn from our experience, and to encourage environmental responsibility in the agriculture community.

Phil Gordon

Overnight I went from being a leader in the dairy community to being public enemy number one. A manure spill on my farm destroyed all aquatic life for seven miles down stream and threatened a community's drinking water supply with pollutants, all due to a leaky valve on the manure storage system. Two hundred thousand gallons of slurry were released from the system. The manure flowed from the above ground storage through the underground reception pit, across my corn field, through a culvert under the road and across my neighbor's soybean field. The slurry traveled over a quarter of a mile in mid-July weather through standing crops, under cover of night, before finding its way to the stream. Then it flowed seven miles downstream, killing all aquatic life.

All of this happened because the valves on my manure storage system had not been properly maintained. Because of wear from use and rust from corrosive materials, valves must be inspected annually for damage and promptly repaired. The ease with which valves work is also important for proper use. If they work hard, people hesitate to use them, or may not be sure they are completely closed. All of which can lead to a disaster.

If you should ever be unfortunate enough to have a spill on your farm, there are several steps to take:

- Find the location of the discharge and take action to stop the flow. Taking action may be as simple as closing a valve, or as complicated as building a temporary earthen dam to stop the flow.
- Notify the Michigan Department of Agriculture's Agricultural Pollution Emergency Department (APE). The hotline number for APE is (800) 405-0101. Michigan Farm Bureau has printed up a bright orange poster that has the phone number of APE and suggestions of action to take on it. The sign is plastic, so it can be hung in the barn, shop or any place convenient next to the nearest phone you would use. This is available from your Farm Bureau regional representative, or Kevin Kirk at Michigan Farm Bureau.
- Contain the flow of released manure as soon as possible in an area that poses the least hazard to the environment.
- Contact the company manufacturing the facility to inspect, repair and certify the facility and valves to be in adequate operating condition.
- Call your local Natural Resources Conservation Service for help in reassessing the manure handling protocol in your operation.
- Apply the discharged manure at agronomic rates necessary for growing the next crop.
- If applicable, incorporate the manure to control runoff.
- Seed the affected area with a cover crop. Rye is shown to take up large amounts of nitrogen and quickly covers the ground to control erosion.

However, manure spills are not the only environmental disasters waiting to happen on our farms which affect our neighbors. How many of us have abandoned wells on our property? An abandoned well is a direct line for any pollutant to gain entrance to the underground water supply. The Farm*A*Syst program has money available for plugging these old wells. We plugged two this year.

Drains from shops and garages that drain into streams and rivers need to be plugged so that contaminants like oil and antifreeze do not get into the surface water. If you should have a fire on the location, water to fight the fire would flush those pollut-

ants down the drain and contaminate the surface water. These drains are easy and inexpensive to plug with a bag of quick crete, stuffing the drain as full as possible.

I hope that, by writing this article, I can help you benefit and avoid a similar problem. Any preventative measures you can take by inspecting your total system, especially valves, may save you from the unpleasant experience I had. Remember, we all live downstream from someone. ■

Sheep alliance formed to enhance opportunities

Michigan Department of Agriculture Director Dan Wyant announced the formation of the Michigan Sheep Alliance, a working group of producers, processors, and representatives from the Michigan Livestock Exchange, Michigan Farm Bureau, Michigan State University, Michigan Sheep Breeders Association, the American Sheep Industry Association, Inc., and MDA.

"Michigan sheep producers recognize the importance of using all available resources to improve marketing opportunities for lamb and wool, and to make strides in the implementation of new technology, disease control and eradication, and producer education, to assure an economically viable future," said Wyant. "With the formation of this alliance, each segment of the industry will bring expertise to the table, and together, they will ensure a place for Michigan's sheep industry in our state's agricultural future."

The idea of an industry-driven alliance was cultivated after Michigan Sheep Breeders Association members voiced concerns at a June 1996 meeting about the wide range of prices producers were receiving for market lambs.

The creation of the Michigan Sheep Alliance was formally endorsed Jan. 12. The Alliance's mission is to "enhance the economic opportunities for the Michigan sheep industry." ■

Discount drugs delivered to your door.

Mail Order Pharmacy Discount Program Helps You Save Money

Prescription drugs often play a crucial role in our everyday lives, even though health care costs continue to escalate and pharmacies are not always located conveniently nearby.

Michigan Farm Bureau's pharmacy discount program is only a phone call away. Heartland Prescription Service, located in Omaha, Nebraska, can service all your pharmacy needs. They carry over 5,000 prescription, non-prescription, diabetic, ostomy and incontinent supplies, and durable medical equipment.

Heartland not only helps you to lower your pharmacy costs, but also provides the convenience of having the order delivered to your door.

The next time you need a prescription filled, take advantage of this member benefit by calling Heartland Prescription Service for a free price quote. Also, make sure you ask for their free catalog that contains coupons for additional savings.



Call 800-228-3353, between 8 a.m. and 5 p.m., Monday through Friday. It's a simple telephone call that will save you time and money!



Clip the coupon below and send it in with your payment to the address shown for additional savings on your next prescription.

MICHIGAN FARM BUREAU MEMBER DISCOUNT PRESCRIPTION COUPON

HEARTLAND
Prescription Service
11028 "Q" Street
Omaha, NE 68137

800-228-3353

THREE DOLLARS OFF YOUR NEW OR TRANSFERRED PRESCRIPTION

Where Belonging Makes a Difference. MICHIGAN FARM BUREAU

Michigan Vegetable Council cites three for top awards

A family that manages 5,200 acres of potatoes, a Michigan State University Extension agent and an editor-publisher were recently honored by the Michigan Vegetable Council, Inc. (MVCI).

The awards were presented during the Great Lakes Vegetable Growers Convention and Farm Market Show Jan. 21-23 in Grand Rapids.

The MVCI's Master Farmer in Vegetable Crops Award was presented to the 10-member family of Leonard and Regina Walther, who began growing potatoes as a sideline about 50 years ago. Today the Walthers have farms at Clio, Cass City, Hemlock, Sandusky, Newberry and Three Rivers, and in Georgia.

Among the things the family was cited for are the environmental stewardship practices used on their farms and their leadership in Michigan and at the national level in potato research, promotion and marketing.

The Master Farmer Associate in Vegetable Crops Award was presented to Tom Dudek, Michigan State University Extension district horticulture and marketing agent, who has worked in west central Michigan since 1982.

Dudek was cited for the high level of educa-

tion he provides in insect management and disease prevention through integrated pest management programs and for the current information he provides on plant production technology.

He was praised for his communication skills through the popular press, in workshops for growers and on a one-to-one basis with growers in the field.

He was also cited for his educational advisory services to grower organizations such as the Michigan Carrot Committee and Celery Research, Inc., the Michigan Onion Committee, and the Michigan Vegetable Council; and for his ability and willingness to assist greenhouse and floriculture producers in his district.

The MVCI also recognized Barry A. Brand, editor-publisher of the *Great Lakes Vegetable Growers News* for more than 30 years of service to the MVCI at the annual vegetable convention as a media promoter and an MVCI board member.

He has also been a member of the MVCI executive committee and assistant secretary.

He originated the *Great Lakes Fruit Growers News* in 1964 and the *Great Lakes Vegetable Growers News* in 1966, both of which are well known by growers throughout the region. ■

Future of crop insurance threatened with budget ax

Beginning with the 1998 crop year, the sales commissions of crop insurance agents will no longer be funded from the mandatory Federal Crop Insurance Fund. Instead, such funding must come from a decreasing pool of discretionary funds. The Appropriations Committees will either have to receive more budget authority in fiscal year '98 or cut other discretionary accounts to provide this "new" money for crop insurance.

The crop insurance regulations say, "Notwithstanding the cancellation date stated in the policy, if there are insufficient funds appropriated by the Congress to deliver the crop insurance program, the policy will automatically terminate without liability." If the appropriators fail to provide the delivery funds

for delivery, then either the Senate or House agriculture committees would have to pass legislation to provide the funds from mandatory accounts, or policies would start being canceled Oct. 1.

Farm Bureau has sent a joint letter with many other agriculture groups, lenders and representatives of the insurance industry that urges all senators to sign onto a letter that will be sent to Sen. Domenici (R-N.M.), chair, and Sen. Lautenberg (D-N.J.), ranking minority member, of the Senate Budget Committee.

The letter that senators are being asked to sign urges Sens. Domenici and Lautenberg to provide additional money in the appropriations process for the crop insurance program. ■

Growers should carefully weigh risk of not having crop insurance

The 1996 growing season was pretty tough for a lot of Michigan farmers. Some of them learned the hard way that crop price safety nets and money for crop disasters, even if the county is declared a disaster area, really are gone.

Outside of the Promotion Flexibility Contract (PFC) — essentially severance payments from the U.S. Department of Agriculture's former crop subsidies — the grower has no protection from poor or disastrous crop growing conditions.

In six years, when the PFC expires, the government will have absolved itself of financial risks in crop production and placed the risk squarely on the growers' shoulders.

A way to help deal with that risk is crop insurance. Growers who are going to insure need to make their intentions to buy insurance this spring known to the local Farm Service Agency (FSA) by March 15, says Jerry Schwab, Michigan State University Extension agricultural economist.

Crop insurance is available in a range of policies from quite cheap to quite expensive.

The least expensive is the FSA's catastrophic crop policy, which costs \$50 per crop and provides coverage for about 30 percent of the potential value of the crop.

"It's like buying auto insurance with a very high deductible — in the event of a disaster, the buyer assumes the majority of the cost of a crop loss," Schwab says.

Near the top of the line for crop protection is Crop Revenue Coverage (CRC), which was made available on wheat last fall and is now available for corn and soybean crop protection. A CRC policy can provide coverage for 100 percent of the value of the crop.

Records are critical to buying crop insurance because crop insurance policies are based on the actual production history (APH) of the farm, which provides proof of the grower's ability to produce.

"One of the premises in this whole area of risk management is records, records, records," Schwab says. "This means documenting what is actually

produced on the farm based on the past four years of continuous records. This is really an opportunity to get away from guesswork and provide protection based on proven performance."

Livestock producers can also purchase insurance against crop loss based on how much of their home-grown grain was fed to farm animals.

"They will have to document the livestock numbers that were on farm and then work backwards in terms of livestock consumption rates to show the volume of grain disappearance, but it means that in the event of crop loss, the producer is not left out in the cold with no protection," Schwab says.

He says that growers should base their insurance purchases on their net worth and liability statements, making sure they have sufficient insurance to cope with their liabilities in the event of a crop loss.

As with any other kind of insurance policy, crop insurance costs will vary from farm to farm and from county to county, underscoring again, Schwab says, the importance for records.

"The reason for the variation between farms is the APH," Schwab says. "The variation between counties is based on the number of weather incidents that have occurred in the past."

"For instance, we usually perceive Gratiot County as a premier growing area in yield potential, productivity and farmer capacity to produce," he says. "The trade-off is that over time Gratiot County has had some real crop wrecks because of climate. From an actuarial standpoint, therefore, Gratiot County is a risky place to grow crops, so insurance premiums will tend to be higher there than in a county having fairly stable weather over time."

Schwab says that crop insurance is going to be a significant farm expense, but if you compare it with a \$150 per acre investment for corn planting and you plant 100 acres, it's worth the \$15 or so for an insurance premium to protect that 100-acre investment. ■

Dental costs don't have to scare you.

Member Dental Insurance from Michigan Farm Bureau

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

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

Single: \$18.90 per month • Two-person: \$33.60 • Family: \$43.05



Where Belonging Makes a Difference. MICHIGAN FARM BUREAU



TO RECEIVE ADDITIONAL INFORMATION, PLEASE CALL 800-292-2680, EXT. 3237, OR MAIL THIS COUPON TO: MFB MEMBER SERVICES, P.O. BOX 30960, LANSING, MI 48909

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ COUNTY _____

Precision Agriculture

by Neil R. Miller

Producers who hope to maximize their returns on a yield monitor investment need to begin planning the process now. In past columns, I have stressed the importance of using yield monitors as tools for improving management systems. For this to happen, the crop management plan you are developing for the coming spring must be designed so as to maximize the usefulness of the yield monitor data you collect next fall.

Observational data vs. experimental data

Yield maps can document wide variations across a field, but are often hopelessly inadequate in identifying which of the many interrelated natural and man-made factors are causing the variability. For example, a client once asked me to determine whether low soil pH was limiting crop yields on some of his rented ground. We did observe lower yields on the soils with the lowest pH (see map at right). However, these soils were also lower in organic matter and tended to be situated on hilltops where they were more prone to water stress. Mere observational data could not determine which factor was most influential, or whether liming would improve yields on these soils.

Controlling these factors experimentally, rather than merely observing their natural variation, provides us with far more beneficial management information. If, for example, we had spread lime in alternating strips across the above field, the yield monitor would have told us far more about how quickly an investment in lime might pay off.

The yield monitoring cycle

An effective yield monitoring process involves far more than logging combine data and printing pretty maps. It is part of an annual cycle, which begins in the winter when a farmer reviews past production and identifies what management factors he or she should examine in the coming season (see

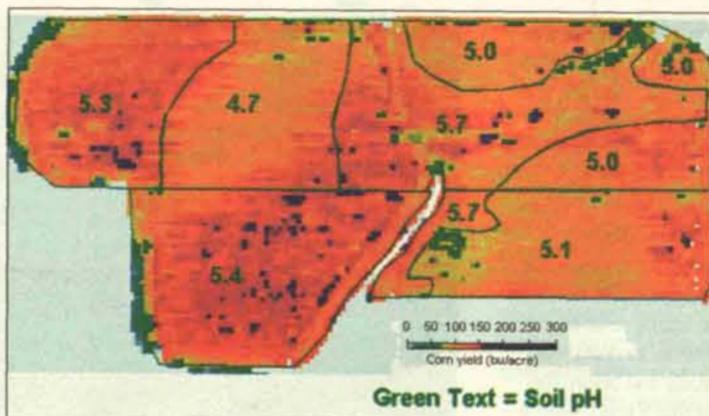
The yield monitoring process begins now

chart at right). Trials should be planned out by varying inputs or management systems in strips of at least a quarter mile in length. No more than three treatments should be examined in a single trial, and the treatments should be replicated a minimum of four to six times down the field. On-farm experiments should be designed so that they do not significantly slow down field operations. If you have questions, talking to a consultant or other ag professional ahead of time can help you avoid many pitfalls.

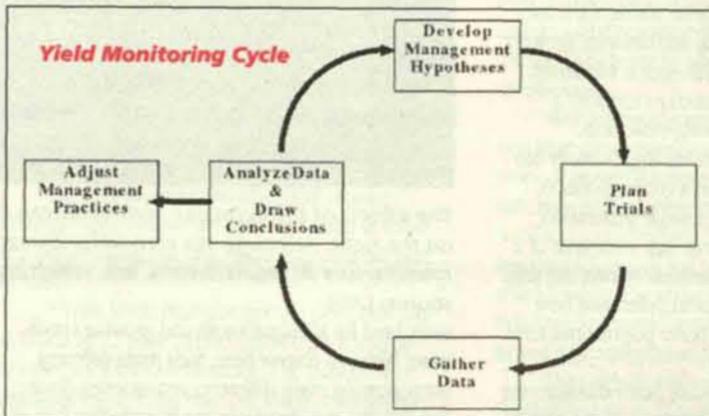
Many yield monitor systems have marking functions, and can be moved from the combine to a truck or four-wheeler during the growing season to mark treatment locations. These geo-referenced treatment maps can be overlaid on yield maps after harvest. Initial yield and moisture maps are relatively simple to produce, and many farmers are doing this themselves. Multiple year data, geo-statistical analyses and prescription writing require more sophisticated software and, in most cases, the help of a professional.

Will it pay?

Mountains of good data won't pay for themselves unless they lead to improved management systems. The final step in the yield monitoring process is to adjust cropping practices according to the management solutions and opportunities identified. Those producers who approach yield monitoring with an open mind and a flexible management style will undoubtedly benefit the most from the process. ■



Although corn yields are lowest in the lower pH soils of this field, these soils are also low in organic matter content and water-holding capacity. Without controlled trials, it is difficult to determine which factors are actually limiting yields.



The yield monitoring process should be seen as an annual cycle of identifying and testing management ideas.

Agri-Business Consultants, Inc.
Specialists in Crop Production and Protection
Neil R. Miller Phone: 517-624-6019
E-mail: 73072.1314@compuserve.com

Michigan sheep inventory increases, nationally decreases

All sheep and lamb inventory in Michigan on Jan. 1 was established at 98,000 head, up 5 percent from a year ago, according to the Federal/State Michigan Agricultural Statistics Service. The breeding sheep inventory, at 65,000 head, was up 5 percent from last year. Market sheep and lambs totaled 33,000 head, up 2,000 from a year earlier. Market lambs totaled 32,500 with 6,000 under 65 pounds, 8,000 from 65 to 84 pounds, 11,000 from 85 to 105 pounds and 7,500 over 105 pounds. The 1996 Michigan lamb crop (lambs born Oct. 1, 1995 - Sept. 30, 1996) was 72,000 head, up 7 percent from the previous year. The number of sheep operations in Michigan in 1996 was estimated at 2,000, unchanged from 1995.

The U.S. Jan. 1, 1997 sheep and lamb inventory totaled 7.94 million head, down 6 percent from a year ago and 11 percent below 2 years ago. Inventory has slowly declined since 1942 when all sheep and lambs reached its peak of 56.21 million head. Breeding sheep inventory reached 5.85 million head, down 6 percent from last year's 6.23 million head. Market sheep and lambs totaled 2.09 million head, down 7 percent from the previous year. Market lambs comprised 96 percent of the total. Of these, 23 percent were under 65 pounds, 18 percent were 65 to 84 pounds, 31 percent 85 to 105 pounds, and 24 percent were over 105 pounds.

The 1996 lamb crop was a record low of 5.28 million head down 6 percent from last year. This compares with the previous record low of 5.61 million head set a year ago. The national lambing rate was 103 per 100 ewes one year old and older on hand Jan. 1, 1996 compared with 106 in 1995. The number of operations with sheep during 1996 totaled 77,010, down 5 percent from 1995 and 12 percent from 1994. ■

I've farmed forty years. Some say I wear them all on my face. Extremes,

I've seen them. But western corn rootworms... a real thorn in my side. Here's

the bottom line. They need to expire before my insecticide does. Simple enough?

Good. Now let me move on. My list of responsibilities is plenty long.

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® CR LOCK'N LOAD! LONGER-LASTING. SAFER TO HANDLE. COUNT ON IT.

Counter CR

Responsible Like You



<http://www.cyanamid.com>
COUNTER® CR® systemic insecticide. Active ingredient: imidacloprid. 1.1% imidacloprid suspension system is a Restricted Use Pesticide. Always use according to label directions. ©1997 Cyanamid Company. All rights reserved.



Corn borer damage may ease up this year

The odds are that corn borers, which ravaged thousands of acres of corn last year, will not be as pervasive a threat in Michigan this year.

"Corn borer populations were considered among the worst on record, not just in Michigan but across the entire Corn Belt," says Chris DiFonzo, Michigan State University Extension pesticide education coordinator and field crop entomologist.

Because insect populations run in cycles, she suspects that the corn borer population in Michigan in the coming growing season will be reduced.

"They tend to run in a five- to 10-year cycle, with a couple of years being really bad before the population declines to a point that it is not really a problem for five or six years," DiFonzo says.

In 1996, with multiple generations of the corn borer, plus all the other insects and diseases, growers may be wondering if planting Bt corn is warranted.

DiFonzo says growers need to consider a number of things before making a decision. The first is location. Southern Michigan usually has two corn borer generations in a growing season.

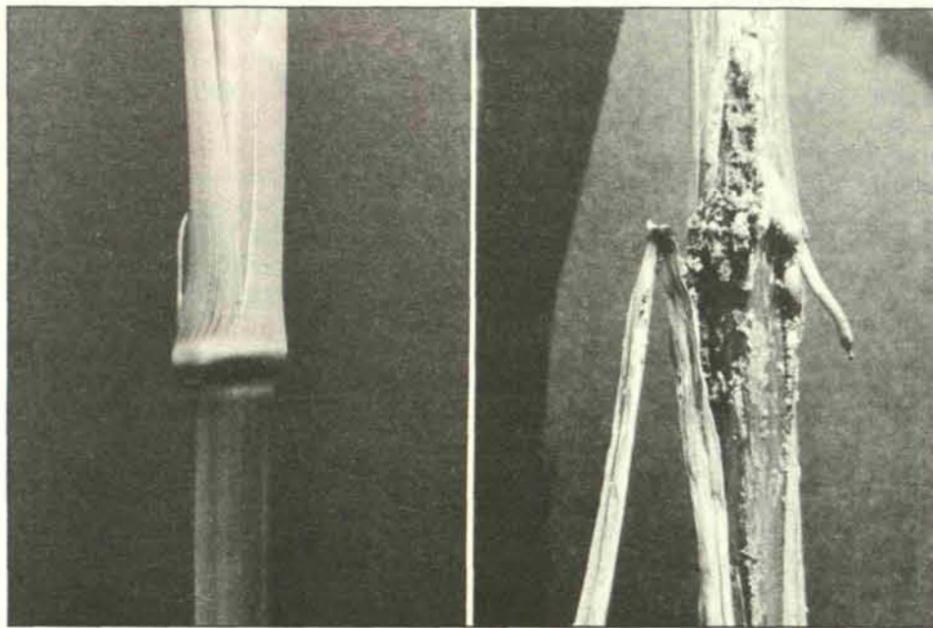
The northern counties have a single generation, and the middle part of the state has somewhat of a mix — there may be one generation or two, she says.

Therefore, growers should determine how severe the year-to-year corn borer populations tend to be in their area.

"If a grower sees significant borer damage year after year, buying Bt corn may be warranted. But if last year was the first year in the past 10 years that significant damage was seen, then you're looking at one year out of 10 that buying Bt corn would be of benefit," DiFonzo says.

Yield potential is another factor. DiFonzo says research has shown that some of the better conventional corn hybrids out-yielded the Bt corn planted in the same soil, even when corn borer infestation was heavy.

"A lot of the Bt hybrids were bred or designed to be used in places like Iowa or Nebraska and other places in the Corn Belt where there is a lot more corn acreage," DiFonzo says. "They were not neces-



The effects of the European corn borer can be devastating to Michigan's corn crop as seen on the right. Although the corn borer damage may ease some this year, seed companies manufacture Bt resistant corn, left, which produces a toxin killing the corn borer. Photo source: CIBA.

sarily bred for Michigan's soils and growing conditions. We're so diverse here, with many different areas growing many different corn varieties. So the fact that the corn produces the Bt toxin that kills all the corn borers doesn't mean that it has the other agronomic characteristics that go toward yield."

Bt corn is also target-specific — the toxin it contains kills only the European corn borer, not the armyworm, corn rootworm, stalk borer or earworm, which still have to be scouted to prevent yield loss.

Another consideration is cost. Bt corn hybrid seed will run between \$7 and \$10 per acre more than conventional corn seed. This may or may not turn out to be insurance against pesticide application costs.

DiFonzo says growers should "LEAP" before they look.

"Know your Location, know your European corn borer population, know the Agronomic characteristics that are important in your area and know your Previous pesticide use frequency," she explains.

DiFonzo adds that growers might want to field evaluate several Bt hybrids and conventional varieties before making a decision on how much Bt corn to use.

And finally, consider where Bt corn may be shipped.

"Many European markets are hesitant to accept transgenic [genetically engineered] crops and want them separated so they can make a choice on how they will be used. We do not have domestic regulations on labeling Bt corn, but if a grower is going to sell overseas, it's a factor that should be given some thought," DiFonzo says.

Michigan GSP can help with costs for closing abandoned farm wells

More than a million open, abandoned farm wells, which are potential conduits for groundwater contamination, are believed to exist in Michigan.

"When you consider that most of Michigan's original farms consisted of 80 acres, that each farm had at least one well and that those 80-acre tracts are now absorbed into much larger farm operations the probability for unsealed, unused wells is quite high," says Allen Krizek, Michigan State University Extension liaison to the Michigan Groundwater Stewardship Program (GSP).

The GSP is a statewide program that is intended to help increase farmstead surface and groundwater stewardship practices through education and cost-share programs.

Krizek says it costs from \$50 to \$500 to close an abandoned farm well. Farmers may qualify for GSP technical assistance and cost-sharing assistance — from 75 to 90 percent. The level is determined by a local GSP stewardship team.

Abandoned wells posing the most risk to groundwater resources are those that are open at the surface or have a deteriorated seal or casing below the surface, and abandoned wells near livestock feedlots and pesticide and fertilizer storage and handling areas.

Property owners who opt to close abandoned wells reduce risk for human and livestock accidents at the well opening and may avoid potential legal action under Michigan's polluter pay law. In addition, many financial institutions require that abandoned wells be closed before land transactions occur.

More information on cost-sharing for abandoned well closing can be obtained by writing to the GSP, Michigan Department of Agriculture, Box 30017, Lansing, MI 48909, or by calling Krizek at (517) 373-9813.

Information on state regulations affecting abandoned wells can be obtained by contacting the well construction unit of the Michigan Department of Public Health at (517) 335-9138.

Focus on savings with NuVision.

Member Vision Care Plan from Michigan Farm Bureau

The Importance of Eyecare

NuVision was founded on the principle that great eyewear starts with professional eyecare. That's why you'll find an independent licensed Doctor of Optometry in every NuVision office. Comprehensive eye examinations and contact lens fittings are easily arranged. Simply call ahead for an appointment.

Once your eyes have been examined by a Doctor of Optometry at NuVision, your vision records will be maintained on file for your convenience.

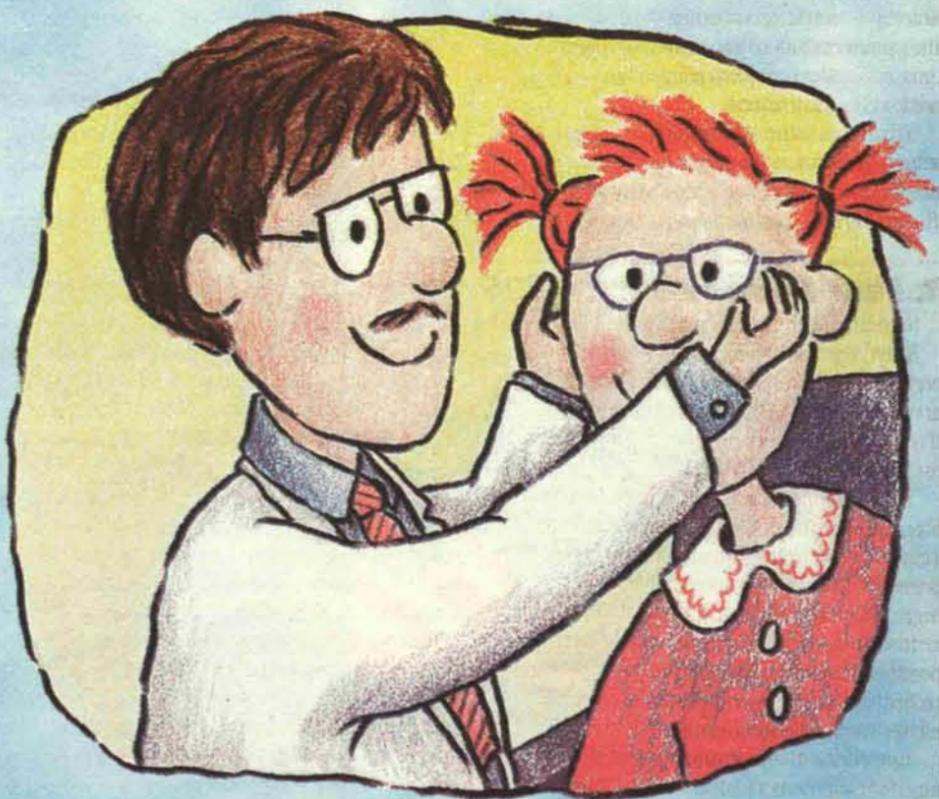
We invite you to compare our service. You'll find that what others call special care, NuVision provides as standard procedure.

Family Plan Benefits:

- 20% to 50% off frames
- 20% off lenses and lens treatments
- 10% off contact lenses
- 15% off non-prescription items
- FREE UV protection on plastic lenses



Where Belonging Makes a Difference.



Don't forget to use your Farm Bureau VISA at NuVision Optical centers nationwide.



Don't forget Member Dental or Blue Cross Blue Shield for more health care savings.

Market transition payments targeted for budget cuts

Michigan farmers who signed a seven-year contract, known as Production Flexibility Contracts, with USDA last year, may see their contracts terminated much sooner. Legislation has been introduced to terminate farm program payments received under those contracts, according to Michigan Farm Bureau Commodity Specialist Bob Boehm.

Production Flexibility Contracts were created under the 1996 farm bill, which was dubbed the Freedom to Farm Act, because it phases out government involvement in farm programs by reducing the amount of annual farm program payments to zero at the end of the seven-year period. In return, the new farm bill allowed producers to make cropping decisions based on market demands instead of government program mandates.

While anti-farm program legislators are sponsoring legislation to terminate the transition payments provided for under the Production Flexibility Contracts, all in the name of budget balancing, Boehm says legislators need to remember the contractual commitment between producers and USDA.

"Those were contracts signed by individual producers with USDA and, therefore, felt to be immune from any kind of budget cutbacks," Boehm

said. "Producers made these decisions and have based other long-term marketing and farm management decisions on that contractual understanding. Legislators also need to remember that the new farm bill was a drastic fundamental shift in farm policy that makes these transition payments crucial to allow farmers to shift their management decisions and strategies accordingly."

On another budget-related matter, a report just released by a task force of state Farm Service Agency (FSA) executive directors is recommending the closing of an additional 500 county USDA FSA offices. Michigan Farm Bureau Public Affairs Director Al Almy says the recommendations are not the official policy of USDA. He adds that the closing process will be initiated only after congressional approval of the 1998 budget.

"Congress is now in the beginning processes of writing a budget for the next fiscal year, which begins Oct. 1, 1997. That budget would not be finalized until probably late summer at the earliest. There may be some indications as Congress drafts the budget this spring and early summer as to what its plans are. But nothing final will probably be known until late summer when the new fiscal 1998 budget is enacted." ■

USDA signs research pact to test new irradiator against foodborne pathogens

The Agriculture Department has signed a Cooperative Research and Development Agreement (CRADA) with Gray*Star, Inc., a private company based in Mt. Arlington, N.J., to evaluate their irradiator for killing foodborne pathogens like *E. coli* 0157:H7 on meat, poultry and other agricultural products.

Donald W. Thayer, a research chemist with USDA's Agricultural Research Service at Wyndmoor, Pa., will conduct the studies to evaluate the irradiator. Thayer has earned an international reputation for his research on the safety and efficacy of using irradiation to control food pathogens in poultry and red meat without significant change to the nutritional quality.

In previous studies at the ARS Eastern Regional Research Center at Wyndmoor, Thayer has determined the effects of irradiation on foodborne pathogens such as *Bacillus cereus*, *E. coli*, *Listeria monocytogenes*, *Salmonella* and *Staphylococcus aureus* on meat and poultry. "Pasteurizing food by irradiation significantly reduces the numbers of these harmful microorganisms," Thayer said.

In tests to evaluate the irradiator, Thayer will cooperate with the company in determining the uniformity — and factors affecting the uniformity — of the gamma radiation dose delivered to agricultural products under controlled temperature conditions by the irradiator.

Thayer and other ARS scientists will conduct research to determine the effectiveness of the irradiator for the control of such foodborne pathogens as *E. coli* 0157:H7, *Listeria monocytogenes* and

salmonellae on meat or poultry or in or on other foods, and its ability to maintain suitable environmental conditions during irradiation.

The irradiator is transportable and can be delivered to the packing house or production site where food is being processed for shipment. Foods can be pre-packaged and a standard pallet of product can be processed at once, handling up to 10,000 pounds of produce an hour per unit.

Thayer noted that ionizing radiation from cobalt, cesium or X-rays does not cause food to be radioactive but is quite effective in killing harmful organisms. The irradiator can be used to control quarantine pests as well as food pathogens.

The Food and Drug Administration has approved irradiation to control microorganisms in poultry and trichinosis in pork, and is currently reviewing a petition to irradiate beef. FDA has also approved irradiation use on fruits and vegetables.

Food irradiation is endorsed by the American Medical Association, World Health Organization, Institute of Food Technologists, American Council on Science and Health, Council on Agricultural Science and Technology, and the American Veterinary Medical Association.

Dynamic Industries, Inc., of Cincinnati, Ohio, will manufacture the irradiation units for Gray*Star, Inc., using cesium-137 radioactive isotopes from Babcock & Wilcox of Lynchburg, Va. Several units already have been ordered by private companies, primarily for quarantine disinfection of fruits and vegetables. ■

St. Paul Bank reports 1996 net income of \$21 million

The St. Paul Bank for Cooperatives (St. Paul Bank) reported net income of \$21.1 million on average gross loan volume of \$3.881 billion for the year ended Dec. 31, 1996. Net income was about half of the \$41.8 million earned in 1995 on average gross loan volume of \$3.037 billion.

Dennis Johnson, president and chief executive officer, said the bank's 1996 net income was reduced because of a \$32 million provision for loan losses. Of this amount, \$17.1 million was recorded as net charge-offs and \$14.9 million was added to the allowance for loan losses. These provisions resulted mainly because a few borrowers could not pay their loans on schedule due to nonperformance by some of their members on hedge-to-arrive grain contracts.

Largely due to this situation, the bank's total nonperforming (nonaccrual and restructured) loans rose to 0.55 percent of gross loans outstanding at Dec. 31, 1996, compared to 0.05 percent and 0.10 percent at Dec. 31, 1995, and 1994, respectively. The percentage of adverse loans rose to 11 percent at Dec. 31, 1996, from 2 percent at Dec. 31, 1995.

Gross loan volume at Dec. 31, 1996 was \$4.116 billion compared to \$3.685 billion at Dec. 31, 1995. Net loan volume, which excludes participations sold to other banks and allowance for loan losses, was \$2.260 billion and \$2.283 billion at Dec. 31, 1996, and 1995, respectively. The near-plateau in net loan levels is due to management's strategy to manage the

bank's level of net assets and improve its permanent capital ratio through the sale of loan participations.

Total capital at year-end was \$273.3 million and the bank's permanent capital ratio was 9.29 percent at Dec. 31, 1996, compared to \$252.5 million and 7.93 percent at Dec. 31, 1995. Regulations specify a minimum permanent capital ratio of 7 percent.

St. Paul Bank is a cooperative, owned and controlled by its customers. Each customer borrowing from the bank on a patronage basis shares in its net income through payment of patronage refunds. The bank's 1996 patronage refund rate was 11.66 percent of interest paid. Of this amount, 65 percent will be issued as qualified and 35 percent as non-qualified patronage and 30 percent of the qualified portion will be paid in cash. Total cash returned to members in 1996 was \$17 million.

The St. Paul Bank is a federally chartered, customer-owned cooperative bank serving rural America. It provides loans and closely related financial services to agricultural cooperatives and rural utility systems, including rural electric, water and telecommunications systems. Its primary source of loan funds is through the sale of securities marketed by the Federal Farm Credit Banks Funding Corporation.

In 1996, the bank served customers in 26 states through its main office in St. Paul, Minn., and cooperative credit offices at Mankato, Minn.; Fargo, N.D.; and Stoughton, Wis. ■

Pastures really are 'green'

Pastures are green in more than color. When properly managed, grazed pastures are an environmentally friendly form of agriculture.

Lloyd Owens, research scientist for the Agricultural Research Service and Ohio State University adjunct associate professor of natural resources, studies the impact of agricultural practices on soil erosion and surface- and groundwater quality at the North Appalachian Experimental Watershed near Coshocton. His more than 20 years of research on pasture systems proves their environmental benefits.

In one study, a pasture sat idle for two years, then for the next three years 17 beef cows and their calves grazed the 64 acres. Surface water runoff from the area before cattle contained only 0.6 parts per million nitrate. During the three years with cattle, nitrate levels rose only slightly, to 0.7 ppm.

The Environmental Protection Agency standard for safe water is less than 10 ppm nitrate, so water nitrate levels from this pasture were very low, Owens said. Manure and urine have the potential to raise nitrate levels in a pasture.

"In essence, nitrate levels in this pasture situation were unchanged by the addition of cattle at a low stocking rate of 3.7 acres per cow-calf pair," he said.

Nitrate levels from the pasture were only half as much as 1.2 ppm nitrate runoff from a nearby wooded area with no livestock. The pasture also absorbed more water than the forest, resulting in less total runoff. Only 17.3 percent of rainfall on the pasture ran off during storms, while 23.6 percent left the wooded area.

"We're always trying to get everything from agricultural systems to pristine levels, but there aren't very many pristine situations in nature," Owens said. "Even an undisturbed wooded area has levels of nitrate in water runoff."

High levels of nitrate in water can pose a health concern, because although rare, nitrate poi-

soning is potentially fatal to infants younger than six months and elderly people.

Farmers who apply nitrogen to pastures to increase plant growth and allow more animals to graze should keep nitrogen applications below 100 pounds per acre each year, Owens said.

Less nitrogen fertilizer is needed if legumes such as alfalfa and clover varieties are seeded with grasses. Legumes make their own nitrogen and can reduce the amount of nitrogen fertilizer needed in a pasture system by about half, said Henry Bartholomew, southern Ohio grazing coordinator for Ohio State Extension.

Legumes produce less forage than grasses fertilized with high rates of nitrogen, so fewer animals could graze on these pastures. But the cost savings and environmental benefits from reduced nitrogen applications minimize this problem, Owens said.

Well-managed pastures result in less soil erosion than unmanaged areas and fields planted with crops. Managed pastures have dense plant cover and little bare ground, keeping soil in place, Owens said. A soil loss study showed that a grazed pasture lost less than 0.5 tons of soil per acre during the winter and 0.1 tons per acre during the growing season. Soil loss from a plowed contour strip cornfield with similar soil type and ground slope was 2.9 tons.

The tolerance level for soil erosion set by the Natural Resources Conservation Service varies with soil type from about 4 to 5 tons per acre. Both the cropland and the pasture may be below this, but the pasture losses were much less, Owens said.

"Many graziers are surprised to learn just how good pastures are from an environmental standpoint," Bartholomew said. "When reasonably managed, grazed pastures are among the best agricultural systems for preserving water quality and preventing soil erosion." ■

Beef promo hits supermarkets statewide

It's true: beef can be a part of a heart-healthy diet. That's good news for today's families that love the taste of beef, and one of the reasons Michigan's beef producers have helped fund a new recipe collection that meets American Heart Association guidelines.

Lean 'N Easy with Beef recipes are being showcased at the meat case in more than 15,000 supermarkets. The recipes feature a collection of four lean and easy beef dishes that have less than 10 grams of fat per serving. Also included are easy-to-follow nutrition tips and suggestions for buying beef and keeping beef lean when cooking.

"A heart-healthy meal comes down to selection, preparation and quantity of whatever food you choose," says Kathleen Hawkins, executive director of the Michigan Beef Industry Commission. "Beef is no exception. USDA nutrition data shows that there are seven cuts of lean beef that fall between the skinless chicken breast and skinless chicken thigh in terms of total fat content."

A nutrient-dense food, beef is also a good source of essential nutrients like protein, B-vitamins, zinc and iron, according to Hawkins. In fact, your body absorbs more iron from beef than from vegetables.

"Consumers can really take heart when it comes to eating beef," says Hawkins. "As Lean 'N Easy with Beef demonstrates, beef meals have changed with the times and can be considered part of a heart-healthy diet."

Consumers will see the recognizable AHA logo on the Lean 'N Easy with Beef recipe sheets. The beef industry worked with the AHA guidelines in preparing their heart-healthy meals through the meal idea centers.

The Lean 'N Easy nutrition communications program is one example of the beef industry's ongoing initiative to establish partnerships with health organizations to communicate beef's role in a healthy diet to consumers. For more information on this or other checkoff-funded efforts, contact the Michigan Beef Industry Commission at (517) 347-0911. ■

LETTER TO THE EDITOR

I would like to take a moment and recognize Michigan farmers for the outstanding tradition they are continuing in our state. As many of you know, I've been involved in agriculture all my life. Growing up in a rural corner of west Michigan, my life was centered around farming and agriculture. I love it because I know just how important it is for the people of this country. Farmers, although small in number, play a large role in society. Farmers feed the world. Right here in Michigan it's our second largest industry. We produce more than 150 different commodities for people across the globe.

One of the best things about agriculture is that it's family-centered. It's a long standing tradition; fathers and sons, mothers and daughters; working the land together, tending the livestock together, reaping the fruits of their labor together. Agriculture is a trade passed down from generation to generation. As farmers, we're doing the work of our ancestors. The Posthumus family is no exception. I'm a third generation farmer. Pam and I are blessed to have four children who have an interest in agriculture as well. They're carrying on the tradition in our family by being involved in 4-H and FFA and they plan an integral role on our farm.

Yes, agriculture has a long and proud tradition in Michigan, but it's a tradition that faces many challenges. While I want to recognize and thank those who are involved in this tradition, I also want to offer a challenge. Today, on Michigan Farmer Appreciation Day, I want to challenge each of us to work together for the good of agriculture. We must ensure that farming remains a major Michigan industry for the sake of our children and our children's children.

Sincerely,



Dick Posthumus
Majority Leader
Michigan State Senate

Michigan FFA Advisor Karelse to retire

Career spans more than 40 years of agriculture education

by Kara Endsley

Richard Karelse, who retires May 30, oversaw 25 of the 69 state FFA conventions during his position as state FFA advisor. He has worked for the Michigan Department of Education as a consultant for program development since 1966 and as state advisor since 1972.

Throughout his 25 years as state FFA advisor, Karelse watched state officers develop from FFA members to state and national leaders. He served as a resource for the officers, giving more than 300 state officers advice and direction.

Prior to his career in the Michigan Department of Education, he taught vocational agriculture in Caro, Mich., for seven years. Agriculture education in Michigan has evolved since Karelse's days as FFA advisor, and many of those changes were led by him.

"When I taught school, we had four leadership contests. Now we have nine. We had maybe eight proficiencies, now we have 40," Karelse said.

Karelse was also the driving force behind changing agriculture education to agriscience education. He, along with other advisors, noticed change in Michigan agriculture and the FFA. As the number of FFA members from production agriculture decreased, Michigan leaders realized the need to make agriculture education accommodate its increasingly urban audience.

But the modest Karelse won't take any credit. "It's not what I did; it's what I listened to," Karelse said. He listened to the changes in the agriculture industry and the FFA in order to foresee changes that needed to be made.

"I knew that teachers out there believed in what they're doing for kids, so I would do battle here in the Michigan Department of Education to get ag its fair share if I could," Karelse said.

Karelse's job involved translating information,



Richard Karelse, left, will retire from his post as State FFA Advisor in May. Here, he accepts a plaque from Vic Verchereau, a past state FFA officer, at the 69th Michigan FFA Convention.

implementing agriscience programs and monitoring the disbursement of Perkins Loans. He helped with the design and construction of vocational centers and served as a liaison between agriscience education and school administrators and boards of education.

Karelse became involved in agriculture and FFA as a member of the Caledonia FFA chapter. He attended Michigan State University, obtaining both his bachelor's and master's degrees in agricultural and Extension education.

When Karelse came to the Michigan Department of Education, he entered a department designed for agriculture education. Now he's the only one left. He is retiring under the State of Michigan's early-retirement program, which carries the stipulation that for every four people who retire, only one

person can be hired. Not until it is known how many people retire from the state of Michigan will the fate of the state FFA advisor position be determined.

Although he is leaving his post as state FFA advisor, Karelse plans to continue giving to the FFA. He will serve the Michigan FFA Alumni as a board member at-large and plans to build financial support for the Michigan FFA Foundation through business and industry visits.

Karelse continues to advise the FFA organization with his ideas for the future. "If we will look at, and stay in tune with, the needs of those who work in the industries of agriculture, then we can fine-tune our programs and keep on making adaptations," he said. ■

Beef industry to hold show at Ag Expo

The Michigan State University Animal Science Department and the Michigan Cattlemen's Association Purebred Council are organizing a new Michigan Beef Cattle Summer Event. The show, which features both exhibitions and competitive shows of Michigan's major beef cattle breeds, will be held at the new MSU Pavilion for Agriculture and Livestock Education on June 25-27, 1997, during Ag Expo. Education seminars on ultrasound technology and selection of breeding cattle using performance data will be featured.

"We are very excited about the way the plans for this show have evolved," said Phil Hutchison, chairman of the Michigan Cattlemen's Association Purebred Council. "Michigan State University's willingness to partner with the beef industry on this show is very encouraging." Several of the MCA's Purebred Council breed affiliates have already committed to participate in this event, including Angus, Chi, Limousin, Polled Hereford, Salers and Simmental.

"MSU will contribute the staff necessary to coordinate this multi-breed show yet allow the respective breed associations to customize their breed classes and exhibits according to the needs of each breed. We will partner with MSU's Ag Expo to benefit both events and include MSU Extension beef agents in educational activities during the event," said Dr. David Hawkins, Professor, Animal Science Department who will be co-chairing the event on behalf of MSU with Ken Geuns, Youth Livestock Specialist, MSU Extension.

For more information on the beef cattle event to be held during Ag Expo or other MCA activities contact the MCA office at (517)669-8589 or by writing PO Box 387, DeWitt, MI 48820. ■

Spring options for CRP ground

Many experts agree that a burndown herbicide should be applied in the fall if you're planning to row-crop CRP acres the following spring. But where does that leave growers who could not spray in the fall?

Plowing is not the answer, says Marshal McGlamery, agronomist with the University of Illinois. "It will be very difficult to prepare a seedbed after a spring plowing because there just won't be enough time to allow the material to break down," he explains.

Dan Childs, Extension weed specialist with Purdue, says you can stop the growth of the perennial cover crop with a spring burndown program, but it's going to take a higher rate of herbicide if you're using Roundup or Touchdown.

"In the fall, you can control a grass sod like fescue with one to two quarts of Roundup or two pints of Touchdown," says Childs. "If you wait until spring, you'll need to use one-and-a-half to two times the fall rate."

Another alternative is to tank-mix Gramoxone Extra with atrazine. "This treatment looks very good in the spring if you're going to corn," says Childs. "It will give you burndown control and residual activity."

For CRP ground going to soybeans, you can apply Gramoxone Extra four weeks prior to planting, then make a second application right before planting, says Lloyd Murdock, agronomist with the University of Kentucky.

"Gramoxone Extra is less sensitive to weather conditions, so you can use the same rate in the fall as in the spring," says Murdock. "In our test plots, 1.5 to 2 pints per acre did the job."

David Quarles, Missouri Extension specialist, also has seen good results from a spring-time split of Gramoxone Extra, starting with 2.5 pints per acre and following with 2 pints per acre.

"The Gramoxone treatments worked as well as split treatments of Roundup at one quart per acre," says Quarles. In both cases, the split treatments provided equal control to a single treatment of Roundup at two quarts per acre.

Before applying the spring burndown treatment, farmers should mow CRP acreage in early spring or burn the cover with fire.

"You want to mow off just enough to get rid of the dead winter growth and get better coverage of the new growth," says Childs. "Let the new growth get about 8 to 10 inches tall, then spray your burndown in mid- to late May. The new growth will respond to the herbicide better than spraying the old growth."

It will also be easier to navigate your sprayer across CRP fields after they are mowed, adds Quarles. "When you've got vegetation that's three to four feet tall, it's hard to keep track of your foam markers and maneuver around potential ditches in the field." ■

Carcasses composted in the Dakotas

With hundreds of thousands of dead cattle piling up in the Dakotas due to blizzards, ranchers are being encouraged to try a new way of getting rid of the carcasses: composting.

John Hoehne and Charles Fulhage, agricultural engineers at the University of Missouri, said South Dakota officials have shown interest in their method of using sawdust compost heaps to break down carcasses.

The process consists of covering dead animals with about 12 inches of sawdust and then waiting for temperatures in the compost heap to reach 140 to 160°F. After about six months in the compost heap there will be nothing left of a 400-pound cattle except a few of the larger bones, and those will be soft.

There has been some objection to the composting technique. Charles Seagren, assistant state veterinarian in South Dakota, said the large number of carcasses could pose environmental and aesthetic problems when the spring thaw arrives. ■

Are you thinking of seeding yet?

Frost seeding, sometimes referred to as snow seeding or overseeding, can be used to establish legumes in existing grass pastures, and to improve forage palatability and yield. This time of year is an ideal time to consider this management practice of pasture improvement. The freezing and thawing of the soil, combined with the early spring rains, help the germination of broadcast legume seeds. The key to success with this method is to seed at the proper time and follow up with either rotational grazing, mowing, or use of a grass herbicide to reduce grass competition.

Results from research conducted at Michigan State University has shown that grass suppression is vital for the seedling establishment and yields when legumes are frost seeded into a grass sod. Red clover and birdsfoot trefoil are the two legumes used for frost seeding in Michigan. In most situations, Red Clover will have to be seeded every other year since it is a short-lived perennial legume, whereas trefoil needs a longer time to become established, but will last longer and reaches maximum yield potential after the third year. In Michigan this management practice has given good results since it first

started in the early 1980s. Research and farmer experience have shown that frost seeding is a low-cost, satisfactory method of pasture improvement when competition of grass in the seeding year is reduced by either mowing or rotational grazing.

Seeding rates recommended by Michigan State University are: Red Clover broadcasted alone should be seeded at 12 lbs per acre, while birdsfoot trefoil should be seeded at 8 lbs per acre. If seeded together rates should be 8 lbs and 4 lbs, respectively.

Management steps for successful frost seeding are covered in Extension Bulletin E-2185 which can be obtained from any MSU Extension office. The key management steps for consideration are: 1. Site Selection; 2. Soil Fertility; 3. Seeding Time; 4. Grazing Management for Establishment; 5. Management after Establishment; and 6. Reseeding.

Frost seeding can be a management practice that producers can do for a total cost of \$20 to \$25 per acre. When properly done, a yield increase can be obtained at 1.5 to 2.0 tons per acre dry hay equivalent. This process continues to be one that Michigan livestock producers consider in February and early spring. ■

Many tire problems can easily be prevented

Just about everyone who has driven a tractor, car or truck has had a flat tire. Many people don't realize there are steps that can be taken to avoid flat tires in tractors. Most of these steps take a short time, but can save you quite a bit of money in tire repairs.

If you don't have the necessary equipment or aren't sure about performing tire maintenance, consult your farm equipment dealer. Your dealer has the proper tools and experience to make repairs and perform maintenance.

- Never exceed the recommended inflation levels found in your tractor operator's manual and on the tire sidewall. Not only can inflating tires over the recommended levels cause the bead to break or the tire to explode, it also leaves the tire with less "give," making sharp objects more prone to puncture the tire.
- Keep foreign substances, like oil, grease, fertilizers and chemicals, off your tractor's tires as much as possible. These materials are corrosive and could cause tires to deteriorate prematurely.
- Treat splits or nicks in the sidewall or tread immediately. Even with the most durable tractor tires, splits and cuts can occur, raising the possi-

bility of a flat tire. Most tire services can re-vulcanize a tire for a nominal fee.

- If you need a fluid ballast, be sure to never pour water into the calcium chloride, as a toxic gas and/or explosion may occur. Always add calcium chloride to water slowly, stirring in a small amount at a time. If you're at all unsure about performing this service, have your dealer do it for you.
- Invest in a tire sealant. Available at many tire and supply stores, a tire sealant uses air pressure to plug punctures from the inside. When a puncture occurs, the escaping air forces the sealant into the leak, to temporarily plug the hole until the tire can be removed and repaired properly.
- Be sure your working area is free of debris that could puncture a tire. Take a few minutes to inspect the area you'll be working in for tire-threatening objects.

While there's no guarantee that you won't suffer tire damage by taking these steps, they can significantly raise the chances that your tires will live a long and productive life. See your operator's manual or ask your dealer about your specific tires' limitations. ■

SARE grants \$200,000

Individual farmers who would like to do on-farm research might receive \$5,000 or a group of farmers interested in creative marketing might receive \$10,000 from the Sustainable Agriculture Research and Education (SARE) program.

The grants are awarded on a competitive basis. This year the SARE program will distribute \$200,000 in grants.

Farmers receiving the grants get help in getting started and they in turn help other interested producers. The purpose of the grants is to allow farmers the opportunity to take risks or make changes they might not otherwise undertake.

The grant application deadline is May 1. The funds will be available by mid-fall.

To obtain a grant application and other information, contact the NCR SARE Program, 13A Activities Building, University of Nebraska-Lincoln, Lincoln, NE 68583-0840, or call 402-274-7081. ■

School lunches being reinvented with soy

Does your local school district utilize soy bean products to meet strict dietary guidelines for your children? If not, the Michigan Soybean Promotion Committee (MSPC) wants to meet with them and explain the nutritional benefits of soy-enhanced products.

To heighten the awareness among school food-service personnel, the MSPC has contracted the services Saginaw-based Dietetics Management Service and registered dietitian Bev Gaertner to call on schools across the state to demonstrate the latest in soybean-enhanced foods geared that kids will enjoy.

There are more than 5 billion meals served each year in the nation's schools, amounting to 30 million meals each day. New health guidelines and cost are big challenges for the school lunch program, and Gaertner feels that soy-based products can meet both needs for food service directors.

"From the food service supervisor's standpoint, they found they could use soy and it reduced their cost," Gaertner states. "The other benefit was that schools are trying to respond to U.S. dietary guidelines that have recommended reducing the overall fat in the school lunch program to 30 percent or less of the total calories. And soy fits very perfectly into that. The schools are trying to say, 'how am I going to reduce fat?', and 'how am I going to look at my costs too?', and then when they surveyed the students, they found that there was overwhelming positive response to the students accepting the products, saying they would try other products."

Gloria Bourdon, coordinator of health and nutrition services for the Genesee Intermediate School District agrees, "My major task is getting our schools to cut fat in our overall meal analysis and understanding the changing perception of what soy is all about now, not what it was 20 years ago."

The latest soy-based product schools have utilized to increase the healthfulness of their lunches without sacrificing taste is a protein packed soy isolate that can be added to current products that kids already enjoy. "We used the isolate, which is



about 90 percent protein, and worked with manufacturers and came up with products that look just like what kids were used to eating," Gaertner explains. "I mean breaded chicken nuggets, hamburger, riblet and chicken patties. They made a pepperoni that was reduced in fat that the schools could add to and make their own pepperoni."

"Manufacturers usually use a combination of the protein isolate and also protein concentrate," she adds. "One helps with moisture and one helps with flavor. So it's those two in combination with the ground beef. They also had finished hotdogs, too. If you look at a school lunch, you could use soy products throughout the whole school lunch program."

Gaertner explains that the biggest challenge talking to school food service directors has been overcoming stereotypical images of products from before. "Early on in the '70s, when using vegetable protein started kicking in it was because of cost factors. Nutrition wasn't promoted as the reason.

The health benefits they're finding for soy now, that wasn't the big push. It was because it could be a substitute for meat and reduce costs."

For example, the use of soy helps meat products respond to lower fat requirements without sacrificing quality. Meat entrees which are low in fat can be served more frequently. And according to the United Soybean board, consumers also need to know that research has proven that soybean's healthy qualities include lowering fat while maintaining protein quality, reducing cancer risk and preventing heart disease.

"What I've found in the short time I've been doing it in talking to the schools is overcoming their experiences from before," Gaertner states. "Letting them see things that are different now."

"There's a lot more uses, more applications, and the flavor profile is so much different working with the isolates. And just let them know that there are products out there that aren't made with the vegetable protein and how they look and taste and feel is a lot different."

"I have a 9-year-old and a 12-year-old and I made the chicken nuggets at home and didn't tell them anything," Gaertner points out. "To this day they still don't know they were any different. The products are oven-ready, so there's no extra frying. The cost savings may come more if facilities are doing more scratch cooking and they start incorporating isolate with their ground beef. It was found

more when some of the schools took their ground beef and they added isolate and saw what it stretched to and what the costs were. More savings were seen there."

Kits available to schools

The MSPC has compiled a complete kit for school food service personnel called "Reinventing the Meal with Soy" complete with menus and recipes and directions about how they can work with the soy products. It also provides the manufacturers of the soy-based products so schools can buy finished products or the soy isolate and concentrate to make their own products from scratch.

What can farmers do to help get soy-based products into their schools?

"Call the soybean board," Gaertner responds. "The bottom line to this is if we educate them (school food service personnel) about what's out there and how to use it and what the reasons are for using it and its growing acceptability."

"As a farmer, they all have children — is your school program using soy in any way or do they even know it's out there — let them know," she adds. "Call the office in Frankenmuth, and we can follow up either by trying to get a group together to meet with them and talk."

For more information about how to get the "Reinventing the Meal with Soy" kit for your school call the MSPC office at (517) 652-3294 or write to them at P.O. Box 287, Frankenmuth, MI 48734. ■

Driscoll receives media service award from soybean group

Patrick Driscoll, executive director/manager of editorial services and farm broadcaster for Michigan Farm Radio Network (MFRN) received the Meritorious Service Award for Broadcast Media at the American Soybean Association Awards Banquet in Tampa, Fla. The award is given by the United Soybean Board at Commodity Classic, a joint national convention of corn and soybean growers.

Driscoll was nominated for this award by the Michigan Soybean Promotion Committee located in Frankenmuth, which represents Michigan's 8,500 soybean producers. Driscoll was nominated for this award because of his dedication to "getting the soybean messages out" to Michigan's soybean growers. Whether he is communicating information on agronomic soybean research results, soy and health issues, or new uses for soybeans, Driscoll has time and time again shown his commitment to all of Michigan's soybean farmers through his timely media releases and announcements.

Driscoll was born and raised on a cash crop, dairy and swine operation (including annual soybean rotation).

He has been involved with Michigan Farm Radio Network (MFRN) for 15 years, the past seven as executive director. There he oversees interaction with 32 affiliate stations on an editorial basis. In 1989, he also served as a consultant to Tennessee Radio Network in developing an effective farm department. In addition to his MFRN responsibilities, Pat has served as farm director for WSJ Radio since mid-1995. For WSJ Radio, Pat puts together a one-hour noon farm show, Monday through Friday, which serves six Michigan counties.

Pat established editorial priorities at MFRN, including special emphasis on soybean activities. He is responsible for the development of the MFRN affiliate training seminar, hosting a one-day seminar in April designed to teach news directors what modern agriculture is all about and how to effectively report on it locally. Michigan's soybean industry will be used extensively with this segment of the general news media to exemplify the benefits to producers and consumers of self-investment (i.e., checkoffs), research advancements and modern production practices. Materials will include a directory of local agricultural contacts for MFRN affiliates to utilize when working on an agricultural story, of which soybean farmers will be large part. ■



Did you know soybeans are going to **School**?



On the lunch tray, that is!

Soybeans help schools meet the "no more than 30% fat" requirement in their weekly menu plan.

Encourage your school district to contact us for a **FREE** copy of **"Reinventing the Meal with Soy"**

(a complete guide to incorporating soy into the school lunch program)
Compliments of the Michigan Soybean Promotion Committee.

Making Your Checkoff Pay Off.

Michigan Soybean Promotion Committee, P.O. Box 287, Frankenmuth, MI 48734

Study to measure financial health of Michigan farmers

Michigan farmers are encouraged to participate in the Agricultural Resource Management Study. A sample of 430 of Michigan's 53,000 farmers has been selected for this study.

How did farmers fare financially in 1996? Are economic conditions improving or becoming more severe? Which facets of agriculture were most adversely affected by the 1996 abnormal/disastrous weather conditions? What effects have farm program changes had? What does it cost to produce commodities like corn? These and other related questions will be answered during the survey to assess the financial health of Michigan Agriculture.

This study began in mid-February. According to Dave Kleweno, state statistician for the Federal/State Michigan Agricultural Statistics Service, "It is critical that each operator selected to participate takes the time to report. Otherwise, Michigan's true agricultural economic situation will not be properly reflected in the final report."

Michigan's agriculture industry will use this information to:

- Accurately make a financial assessment of the 1996 production season.
- Evaluate what can be done to improve profitability for Michigan commodities.
- Quantify the effect adverse 1996 weather conditions had on net income and cash flow.

Information from this study provides the baseline for evaluating Michigan producers' financial performance in 1996, said Dan Wyant, director of the Michigan Department of Agriculture. "I encourage Michigan's farm operators to support this important effort."

Participants in the study will also be making an important contribution to the overall welfare of U.S. agriculture. State data will be merged with other states to provide a national look at the United States agricultural community.

Michigan farm operators selected in this year's study have been notified by letter. Results from the study will be made available by USDA in a series of reports during 1997. ■

Cherry producers approve continuation referendum

Michigan cherry producers have approved a referendum for the continuation of the Michigan Cherry Promotion and Development Program, according to Dan Wyant, director of the Michigan Department of Agriculture (MDA).

Michigan cherry producers approved the referendum to continue the Michigan Cherry Promotion and Development Program for another five years beginning July 1 and ending June 30, 2002. A total of 368 ballots were cast in the referendum which was conducted by MDA from Feb. 3, through Feb. 15. Twenty-one ballots were disqualified for the following reasons: 13 were incomplete, six were no longer growers, one was unverifiable, and one was a duplicate. Of the remaining 347 ballots, 255 produc-

ers voted "yes" (73 percent) representing 68,168 tons of cherries (69 percent) and 92 producers voted "no" (27 percent) representing 29,987 tons of cherries (31 percent). Fourteen ballots were returned undeliverable as addressed.

The current assessment rate is \$10 per ton for both tart and sweet cherries and \$5 per ton for cherries sold for juice.

The law requires that more than 50 percent of the voting producers, representing over 50 percent of the volume of cherries sold by those voting, must approve the referendum for passage.

Additional information about the referendum may be obtained by contacting MDA's Market Development Division at (517) 373-1058. ■

Researchers discover brain protein at work in plants

The same kinds of natural proteins that regulate human hormone secretion and blood vessel constriction also have a hand in determining how much nitrogen fertilizer crops can use, U.S. Department of Agriculture scientists have discovered.

"Understanding this process in plants may allow us to increase a plant's ability to take up nitrogen," said plant physiologist Steve Huber with USDA's Agricultural Research Service. "This could mean less man-made fertilizer would wind up in groundwater. These proteins, called 14.3.3 proteins, represent an important on-off switch in plants."

Plants contain an enzyme called nitrate reductase. This enzyme can turn nitrate from the soil into nitrite. During daylight hours, the plant uses the sun's energy to convert the nitrite into amino acids the plant needs for survival. But at night, without the energy source, the nitrite could continue to accumulate in the plant and kill it.

Nature protects the plant by using a process known as protein phosphorylation to bind a phosphate to the nitrate reductase. The phosphate makes it possible for 14.3.3 proteins to also bind to the nitrate reductase and shut down its nitrate-to-nitrite conversion activities at night. When the sun comes up, photosynthesis triggers the removal of the phosphate and 14.3.3 protein so the nitrate reductase can go back to work.

"What's interesting is a 14.3.3 protein shuts the conversion process down very quickly at night, but when the nitrate reductase starts back to work, it does so very slowly," said Huber. "This could be further evidence that the plant is protecting itself from concentrations of potentially toxic chemicals."

The importance of the discovery of 14.3.3 proteins' role reaches beyond nitrogen efficiency in plants.

"Scientists have long dreamed of increasing crop yields in nutrient-poor soils or enhancing the carbohydrate content of harvested grain. Huber's findings on 14.3.3 proteins and other metabolites are giving researchers a blueprint to make these things possible," said Rich Wilson, who oversees the ARS Soybean and Nitrogen Fixation Research Unit where Huber works.

For example, Huber and colleagues were able to show protein phosphorylation regulated another key enzyme, sucrose phosphate synthase or SPS, which determines how fast sugar is made and distributed in the plant. These sugars contribute to a crop's carbohydrate content.

Huber and his colleagues hope to use the findings on SPS and 14.3.3 proteins to study metabolic processes in plants and perhaps alter them to boost crops' nutritional value.

The discoveries on the role of 14.3.3 proteins aren't the first time Huber's research team has broken new ground.

"We were able to show conclusively that nitrate reductase was regulated by protein phosphorylation in 1992, but it became clear that the phosphate alone didn't inactivate the enzyme," said Huber. "Scientists have wondered what 14.3.3 proteins were doing in plants. It has been thought that they play a role in gene expression, but we now know at least one additional function—the control of nitrate reductase activity." ■

Soybean hulls can be used in water treatment

Agricultural byproducts like soybean hulls have often been an underutilized waste material by milling and crushing plants.

Through a national soybean checkoff-funded project, researchers are using soybean hulls in treating wastewater and drinking water during filtration. They have developed a process to transform soybean hulls to non-carbonized metal absorbers and to convert hulls to activated metal carbons. The project, which is one of 54 Domestic Marketing projects funded by the United Soybean Board (USB), is being overseen by researchers from the U.S. Department of Agriculture (USDA).

"We discovered metal absorption could be achieved by treating soybean hulls with oxidants, such as sodium hypochlorite (household bleach)," says Wayne Marshall, a project researcher from the USDA Southern Regional Research Center in New Orleans, La.

Soybean hulls that come from oil mills are unmodified, or non-carbonized. Because of the unique composition of soybean hulls, they are very effective at absorbing metals. Their affinity for metals also makes hulls effective at softening water and removing magnesium and calcium.

Using non-carbonized hulls also is a cost-efficient method for water treatment. The use of the hulls is inexpensive in comparison to current treatment processes. Currently, ion-exchange resins are most commonly used to absorb metals and filter water. Resins are expensive, says Marshall, and by using the hulls, treatment facilities can reduce costs

by not spending as much on resins and investing in soybean hulls.

"This is another example of adding value to the hull and the soybean," explains Marshall.

Non-carbonized hulls can only be used two or three times, but their use in the filtration process does not end with metal absorption. After their useful life as metal absorbers has expired, soybean hulls can become carbonized by mixing the hulls with a suitable binder and compressing them into briquettes. These high-density, carbonized briquettes are superior to non-carbonized hulls for absorption of organic compounds, and are similar to non-carbonized hulls in metals uptake.

"The briquettes are more costly than non-carbonized hulls, but they can be used more often than non-carbonized hulls," says Marshall. "The non-carbonized hulls are not as durable in batch applications."

Marshall says some companies, particularly seed crushers, have expressed interest in this soybean hull technology, especially activated carbons. However, transferring this technology to companies like seed crushers would not come cheap. According to Marshall, it would cost \$5-6 million to construct and equip a new facility to manufacture activated carbons, but it would only cost \$800,000 for a non-carbonized manufacturing facility.

"We expect to be able to conduct product demonstrations within a year and a half to two years for interested companies. We want to transfer the technology to the companies and let them make the profit from it," explains Marshall. ■

DARE *to* COMPARE.

If you're considering the big performance of a 3-Section Drill, compare our features.

- Hydraulically controlled down pressure with independent adjustment of wings and center section.
- Industry's largest seedbox capacity.
- Lift openers without lifting drill.
- Standard row unit 1/3 heavier than competitive models.



If you dare, compare our features and value side-by-side with any competitive model... the choice becomes simple. The all new Great Plains 3000-3S Folding Grain Drill.

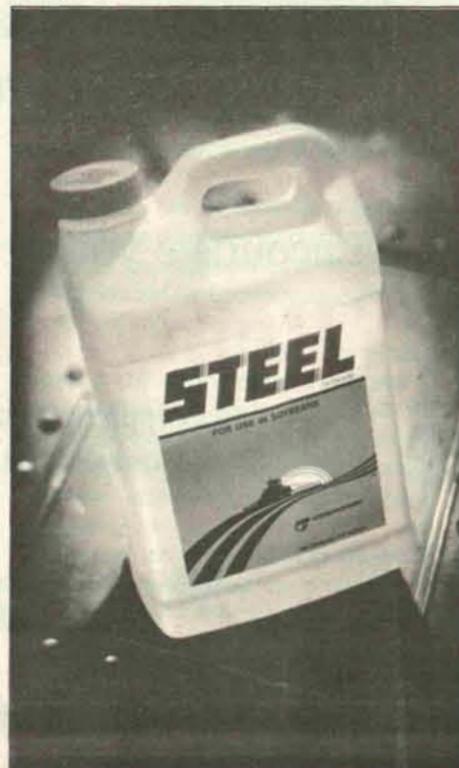


"We lead because we listen."

Hofferbert Sales
200 N. Fourth St.
Bannister, MI 48807
517-862-5300

East Michigan Equipment
1877 S. Sandusky Road
Sandusky, MI 48471
810-648-4780

Schettlenhelm's Inc.
12000 Stony Creek Rd.
Milan, MI 48160
313-439-1829

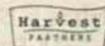


New STEEL™ Herbicide KEEPS WEEDS FROM GETTING THROUGH

Introducing STEEL™ herbicide for soybeans. It keeps weeds from getting through. Just soil-apply it for maximum early-season control of more than 50 weeds, including yield robbers like cocklebur, nightshade, ragweed, and foxtail. And with its solid residual control, STEEL™ frustrates weeds all season long.

For more information call 800-942-0500.

STEEL



Discussion Topic

Striking a balance with zoning restrictions

April 1997
A monthly resource for the Community Action Groups of Michigan Farm Bureau



Local ordinances can be the farmer's friend — and foe

Rob Richardson knows full well how local zoning restrictions can affect production agriculture — and he's not happy about it. Richardson, a Vicksburg farmer and president of the Kalamazoo County Farm Bureau, recently went up against what he says are some of the state's toughest township zoning laws.

"I planned to put in a 3,500-swine nursery facility in Brady Township, which has the strictest intensive livestock ordinances in the State of Michigan," he says.

Richardson says unreasonable restrictions, such as one that required the buildings to be set back one-half mile, greatly hindered his ability to expand his farm.

"I chose the Brady Township location from a management standpoint because it was close to my home farm, but also for security and access to utilities," he says.

When he found out his plan for expansion wouldn't work with the township restrictions, he took the next logical step. "I thought I'd be a good guy and go to the township and try to get a variance."

But Richardson, a well-respected, life-long resident of the township, had no luck obtaining the variance. He even tried the same process in a nearby township where he also owns land, but with the same outcome.

After being turned down for the variances, he went back to Brady Township to request a special exception use to build the swine facility — this time with legal representation. That, too, was denied.

With no other options left, Richardson has decided to construct the facility while complying fully with the zoning laws. "I'm trying to get in line with the ordinance," he says. "I have to build way back from the home farm where there's no road and no utilities. Obviously, it's cost me a lot more than I ever envisioned."

Richardson, chair of the Brady Township planning board, understands the need for zoning, but says the ordinances were put in place as a result of an unfortunate incident with an intensive livestock facility nearly a decade ago. "It left a bad taste in people's mouths," he says. "In that time, I'm the first farmer that had to go up against the ordinances."

According to Richardson, intensive livestock operations should be a permitted use, not a special

exception use. He believes the generally accepted management practices outlined in the Michigan Right-to-Farm Act provide ample protection against unwise farming practices.

Richardson's operation is a centennial farm, and his family has been in the area since the 1860s. "We've got a 1,000-acre farm now and try to keep it as neat as a pin," he says. "I do things right." He even plans to take extra measures to be kind to his non-farm neighbors, such as spending \$40,000 more for a covered concrete structure instead of an open lagoon. That's why he believes the ordinances treat responsible farmers unfairly.

While Richardson's story may sound like a nightmare, he's not the only Michigan farmer facing problems with zoning.

Zoning and development

Zoning for development in rural areas touches production agriculture in two important ways: farmland preservation and the possibility that new, non-farm neighbors won't understand or appreciate agricultural practices going on next door.

Most Michigan citizens may agree that zoning laws are necessary to allow for the preservation of farmland. Uncontrolled residential or commercial development could eat up valuable farmland. Homes haphazardly scattered throughout an area could get

in the way of farmers' abilities to do their jobs.

Master zoning plans

As development booms in rural areas, several Michigan jurisdictions have begun to revamp their master zoning plans. Creating a master plan gives a township zoning board the opportunity to look at what role they want to take in fostering planned growth in their community. It allows for land use policy by design, rather than by accident.

If scores of new homes are part of the township's future, the board may include measures for utilities and other services. They may also consider which areas of the township should be preserved for farmland, and re-zone accordingly.

Many farmers have gotten involved at this level in their townships as a proactive measure to prevent future development problems.

According to Richardson, the Brady Township intensive livestock ordinances he had to deal with have become a base for other townships in the state to build from — simply because most don't have such ordinances at all. He says some zoning boards that aren't familiar with agriculture adopt the ordinances without first considering their full effects.

But Richardson isn't one to give up. "I'm going to personally work on rewriting this ordinance, along with the ag engineer that helped me, then

present it to the board," he says. In the meantime, he hopes to pour the first concrete for his swine facility this month.

His advice for other farmers? "Stay involved in local government affairs. Not all townships have these intensive livestock ordinances," he says. "When you see these things coming down the pipeline, get involved."

He hopes other farmers don't have to go through what he did. "It destroys the community aspect of a neighborhood," he says. "You've really got to be proactive about this." ■

Discussion Questions

1. Are zoning laws in your area reasonable? Why or why not?
2. What zoning restrictions could prevent the loss of farmland to development?
3. How may townships be structured so that agricultural, residential and commercial lands can coexist?
4. Do you see any future zoning ordinances in your area that Farm Bureau get involved in?
5. At what level should zoning take place? Are townships of a large enough scope to handle it?

"Bottom line, today we are much better off in our grass and weed control with Prowl on our corn."

Todd Hull

Webberville, Michigan

Search for alternative fungicides picks up

Synthetic fungicides can combat a throng of fungal diseases thriving in damp soil to rot crop roots and spoil their seed. But some fungi seem to be immune.

That gap, combined with grower concern over possible loss of existing fungicides and public pressure for less chemical use is fueling decades of searching for biological alternatives.

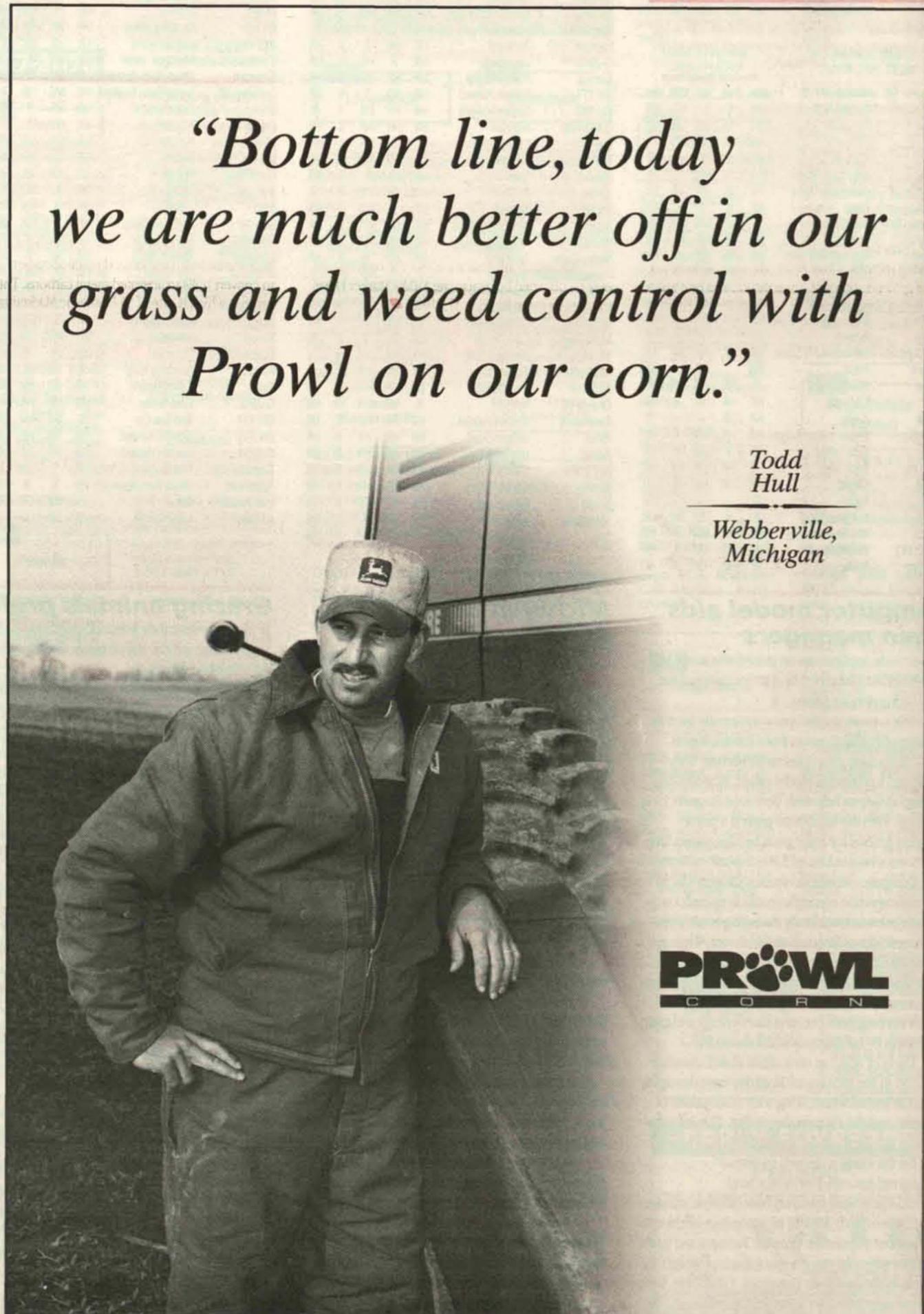
One in particular—a bacterium first isolated from English soil and prepared like foot powder in a base of talc — may prove to be a potent natural fungicide.

In three years of University of Idaho field trials in potatoes, the bacterium has reduced seed piece decay and Rhizoctonia root rot in treated plants. It has performed almost as well, if not as well, as synthetic fungicides, according to Mike Thornton, crop management specialist at the university's Parma Research and Extension center.

Applied to soil or dusted on crop seeds before planting, the bacterium spreads along growing plant roots as a protective net, all the while producing antibiotics to kill fungi and enzymes that otherwise break down root cell walls. The bacterium also shows potential for controlling potato diseases in storage.

University of Idaho microbiologist Don Crawford collected the biocontrol agent, *Streptomyces lydicus*, in 1991 on the roots of a linseed plant.

J.R. Simplot Co. is applying to the Environmental Protection Agency to register the bacterium as a fungicide, and plans field trials leading to a marketable product as early as 1999. ■



PROWL
C O R N



Alfalfa fall dormancy and disease resistance

Consider type of stand, disease resistance and other factors when choosing alfalfa varieties

Listed below are the names and marketers for several alfalfa varieties that are available to Michigan producers. Varieties are grouped by fall dormancy rating. A rating of 1 is the most dormant and 5 is the least dormant. Fall dormancy ratings of 1 or 2 are generally dormant enough for long-term stands. All varieties reported here, according to our procedures, are winterhardy enough for short-term stands (three to five years).

Disease resistance ratings are included for Bacterial wilt (BW), Phytophthora root rot (PRR), Anthracnose (AN), Verticillium wilt (VW), and Fusarium wilt (FW). Low resistance (LR) means 6 to 14 percent of the plants of the variety are resistant to the disease; moderate resistance (MR) means 15 to 30 percent of the plants are resistant. Varieties with 31 to 50 percent resistance are resistant (R) and those with more than 51 percent are considered highly resistant (HR).

Both fall dormancy and disease resistance ratings are listed here as presented by seed companies; none of these characteristics have been evaluated in Michigan State University trials.

Fall dormancy 1 — Very Winterhardy

Variety	Marketer	Disease Resistance				
		BW*	PRR	AN	VW	FW
5151	Pioneer Hi-Bred	R	-	-	-	R
Spredor 3	Northrup King	HR	MR	R	MR	MR

Fall dormancy 2 — Winterhardy (pasture and long-term stands of five years or more mostly with three cuttings).

Variety	Marketer	Disease Resistance				
		BW*	PRR	AN	VW	FW
5262	Pioneer Hi-Bred	HR	R	-	LR	MR
620	ICI Seeds	HR	HR	HR	R	R
636	ICI Seeds	HR	R	MR	R	R
A 295	PG/MBS	HR	HR	R	R	HR
Altagraze	America's Alfalfa	MR	LR	MR	-	R
Avalanche +Z	America's Alfalfa	HR	HR	HR	HR	HR
Clipper	Payco	HR	R	R	R	HR
Columbia 2000	Allied Seed	R	MR	MR	MR	R
Defiant	Agripro	HR	HR	HR	HR	HR
Dividend	Agway/Allied Seed	HR	HR	HR	R	HR
DK 122	DeKalb	HR	HR	HR	R	R
Evolution	Mycogen	HR	HR	HR	R	HR
Flagship 75	Peterson Seed	HR	HR	R	R	HR
Forerunner	Research/Brown Seed	HR	HR	HR	HR	HR
Iroquois	Public	HR	-	-	-	-
Legend Dairy	Cenex/Land O'Lakes	HR	HR	HR	HR	HR
Mohawk	Public	HR	-	HR	-	MR
Mariner	Allied Seed	R	HR	MR	MR	HR
Nordic	ICI Seeds	HR	HR	R	R	R
Oneida	Public	HR	HR	-	-	R
Pacesetter	Research/Brown Seed	HR	HR	HR	R	R
Profit	Ciba Seeds	HR	R	MR	R	HR
Quantum	Renk Seed	HR	HR	HR	HR	HR
Sterling	Cargill	HR	HR	HR	R	HR
Vernal	Public	R	-	-	-	MR
Viking 1	Northrup King	R	R	R	HR	HR
WL 225	W-L Research	HR	HR	MR	R	HR
WL 252 HQ	W-L Research	HR	HR	HR	R	HR
Wrangler	Public	R	HR	LR	LR	R

Computer model aids grain managers

Insecticide applications on stored wheat can be reduced or eliminated by timely cooling of the grain with automated fans.

This cost-saving and environmentally friendly management advice comes from entomologists with USDA's Agricultural Research Service. They developed a computer model called "Stored Grain Advisor" (SGA) to help with decisions on grain handling. They say un-aerated grain is a prime breeding ground for rusty grain beetles, particularly un-aerated wheat in bins of 3,000 bushels or more.

Computer simulation studies showed that an automatic aeration controller could keep insect populations below economically damaging levels without insecticides as far south as Oklahoma. When set to turn on fans whenever air temperature is 18°F lower than grain temperature, the automated system helps suppress insect development and reproduction by keeping grain cool and saves energy and grain weight loss by cooling only when necessary.

Users of SGA can click on an insect identification icon to see pictures of 16 of the most damaging insects in stored wheat along with descriptions of the pests and the damage they inflict. This information can also be accessed through the SGA home page on the world wide web at: <http://bru.usgrmrl.ksu.edu/flinn/index.html>

SGA graphically predicts how different management choices such as time of fumigation affect specific insects' population growth. Farmers and grain elevator operators can get the software through Extension at Kansas State University, Oklahoma State University and Montana State University.

Fall dormancy 3 — Moderately Winterhardy (three- to five-year stands, with four cuttings per year in southern lower Michigan).

Variety	Marketer	Disease Resistance				
		BW*	PRR	AN	VW	FW
120 **	DeKalb	HR	R	LR	-	R
5246 **	Pioneer Hi-Bred	HR	HR	R	HR	HR
5312	Pioneer Hi-Bred	HR	HR	HR	HR	HR
2980	L.L. Olds	HR	R	R	R	R
3324	Seed Mart	HR	HR	HR	R	HR
2833	Ciba Seeds	HR	HR	HR	R	HR
9323	Research Seeds/Shissler	HR	R	R	R	HR
9326	L.G. Seeds	HR	HR	R	R	HR
Accolade	Chemgro	R	R	R	HR	R
Achieva **	Allied Seed	R	HR	HR	R	HR
Agriboss	Agribasics	HR	HR	HR	MR	HR
Allegiance	United Agriseeds	R	R	HR	R	R
Arrow**	America's Alfalfa	HR	HR	MR	R	HR
Attainer	Hoffman/Lemke	HR	HR	HR	HR	HR
Benchmark	Research/Ag Venture	HR	HR	HR	R	HR
Blazer XL	Cenex/Land O'Lakes	R	HR	HR	R	HR
Bolt ML	Research Seeds/Jung	R	HR	HR	HR	R
Bronco	Jung	HR	HR	MR	R	HR
Break Thru	Custom Farm	HR	HR	MR	R	HR
Callahan 501	Callahan	R	R	R	R	R
Centurion **	Agway/Allied Seed	HR	R	R	R	R
CIBA 2888	Ciba Seeds	HR	HR	HR	R	HR
Class	Union	R	MR	-	MR	HR
Colombo	PG/MBS	R	R	R	HR	-
Crown II	Cargill	HR	HR	HR	R	HR
Cut 'N' Graze	Agripro	HR	R	MR	LR	HR
Dart	Agripro	HR	HR	R	R	HR
Dawn **	Agripro	R	R	R	R	HR
Demand	Agripro	HR	HR	HR	R	HR
DK 125 **	DeKalb	HR	R	HR	R	R
DK 127	DeKalb	HR	HR	HR	R	HR
Elevation	Mycogen	R	MR	MR	MR	HR
Encore	Research/Spangler	HR	HR	HR	R	HR
Envy	Peterson	R	-	-	MR	-
Forecast 1000	Dairyland	HR	HR	R	R	HR
G-2841 **	Ciba Seeds	HR	R	HR	R	HR
Genesis	Pfister Hybrids	HR	HR	HR	R	HR
GH 777	Golden Harvest	HR	HR	R	R	HR
GH 787	Golden Harvest	HR	HR	HR	R	R
Green Field	Peterson	HR	HR	HR	R	HR
Haymark	Countrymark	R	R	HR	-	HR
Husky	Plant Genetics	R	MR	MR	-	R
Hyland	Oasis	HR	HR	R	R	HR
ICI 645	ICI Seeds	HR	HR	HR	R	R
Impact	Peterson	HR	R	MR	R	HR
Imperial	America's Alfalfa	HR	HR	HR	R	HR
Innovator +Z	America's Alfalfa	HR	HR	HR	R	HR
MagnaGraze	Dairyland	HR	HR	R	R	HR
Magnum III WET**	Dairyland	R	R	MR	MR	R
Majestic	Agway/Allied Seed	HR	R	HR	HR	-
Max 329	SeedMart	HR	HR	HR	HR	HR
Milkmaker	Plant Genetics	R	MR	MR	-	HR
Multi-Gem	Clark Seeds	HR	R	R	R	R
MultiKing 1	Northrup King	HR	HR	HR	R	-
Multi-plier **	Mycogen	HR	HR	HR	R	-
Multistar	Countrymark	HR	HR	HR	R	HR
Oneida VR **	N.Y.S.I.P.	R	MR	MR	HR	HR
Paramount	Wyffels Hybrids	HR	HR	HR	R	HR
Proof	Kelgen Seed	HR	HR	HR	R	HR
Rainier	Northrup King	HR	HR	HR	R	HR
RFV 2000	Custom Farm Seed	HR	HR	HR	R	HR
Royalty	Cargill Hybrid	HR	HR	HR	R	HR
Shield **	Great Lakes	HR	R	HR	R	R
Stampede	Allied Seed	HR	HR	R	R	HR
Sure	Cenex/Land O'Lakes	HR	R	HR	R	HR

Michigan cattle numbers down

Michigan's farmers reported lower cattle numbers on Jan. 1, 1997, continuing a trend that has been underway since 1994, according to the Federal/State Michigan Agricultural Statistics Service. Some highlights from the report are as follows:

Michigan's all cattle and calves inventory was at 1.13 million head down from 1.17 million the previous year.

The state's beef cow numbers increased to 125,000 from 122,000 in 1996. While beef replacement heifers increased to 33,000 from 30,000 head.

The number of milk cows in the state declined to 310,000 from 328,000 previously, and heifers for milk cow replacement declines 10,000 to 145,000 head.

The 1996 calf crop was 400,000 head, 20,000 less than 1995.

The number of operations with livestock in the state remains the same at 19,000. Michigan's milk cow operations dropped to 4,400, down 300 from 1996.

Nationally, all cattle and calves, totaled 101.2 million head, 2 percent below the 103.5 million on Jan. 1, 1996 and 2 percent below the 102.8 million two years ago.

Milk cows, on U.S. farms at 9.28 million, were down 1 percent from Jan. 1, 1996 and 2 percent below two years ago.

The number of U.S. operations with cattle totaled 1,194,390 during 1996, down 1 percent from 1995 and 2 percent below 1994. Milk cow operations were 7 percent below last year and 15 percent below two years ago.

Surpass	Andrews Seed	HR	R	MR	R	HR
Thrive	Great Lakes Hybrids	HR	HR	HR	R	HR
Thunder	Agripro	R	R	MR	-	HR
TMF Multi-plier II	Mycogen	HR	HR	HR	HR	HR
Trident II	Cargill Hybrid	HR	HR	R	R	R
Total +Z	America's Alfalfa	HR	HR	HR	R	HR
Ultimate	Terra	HR	R	HR	R	-
Ultra	SeedTec	HR	R	HR	R	HR
Ultraleaf 87	La Crosse Seed	HR	HR	HR	R	HR
Venture	Agripro	HR	HR	R	R	HR
VIP	Research Seeds	HR	R	R	R	R
Webfoot**	Great Lakes Hybrids	R	R	LR	-	MR
Webfoot MPR	Great Lakes Hybrids	HR	HR	R	R	HR
Wintergreen	Renk Seeds	HR	HR	R	R	HR
WL-317	W-L Research	HR	HR	R	R	HR
WL-324	W-L Research	HR	HR	HR	R	HR
WL 325 HQ	W-L Research	HR	HR	HR	R	HR
Zenith	Supercrost	HR	HR	HR	R	-

Fall dormancy 4 — Moderately Winterhardy (three- to five-year stands with up to four cuttings per year in southern lower Michigan).

Variety	Marketer	Disease Resistance				
		BW*	PRR	AN	VW	FW
5364**	Pioneer Hi-Bred	R	MR	MR	MR	R
5373	Pioneer Hi-Bred	HR	MR	HR	R	HR
5432	Pioneer Hi-Bred	HR	MR	-	R	HR
5454**	Pioneer Hi-Bred	R	HR	HR	MR	HR
5472	Pioneer Hi-Bred	HR	MR	MR	MR	HR
Action**	Research Seeds	R	R	HR	MR	R
AF 21	Asgrow/O's Gold	HR	R	HR	R	R
Aggressor	America's Alfalfa	HR	HR	HR	R	HR
Allegro	Kelgen Seed	HR	HR	HR	R	HR
ALPHA 2001	Great Lakes Hybrid	HR	HR	HR	HR	HR
Apollo Supreme	America's Alfalfa	HR	R	HR	R	HR
Applause	L.G. Seeds	HR	R	HR	R	HR
Asset	Allied Seed	HR	HR	R	R	R
Award	Asgrow	HR	HR	HR	HR	HR
BH 330	Beachley-Hardy	HR	HR	HR	R	HR
Big Horn	Cargill Hybrid	HR	HR	HR	R	HR
Chief	Mycogen Seeds	HR	HR	R	R	R
Cimarron	Great Plains Research	HR	MR	R	LR	HR
Cimarron VR	Great Plains Research	HR	MR	HR	R	HR
Choice	Countrymark	HR	HR	R	R	HR
Crystal	PG/MBS	HR	HR	R	R	HR
Depend +EV	Agripro	HR	HR	HR	HR	HR
DK 133 **	DeKalb	HR	HR	HR	R	HR
Dominator	Agripro	HR	HR	HR	R	HR
Dynasty	Dairyland	HR	R	MR	R	R
Echo	Callahan	R	R	MR	R	R
Emerald	Hoffman/Plains	R	R	MR	MR	R
EMPRESS	Blaney Seeds	HR	HR	R	R	HR
Enhancer **	Rosen's, Inc.	HR	HR	R	R	HR
Enterprise	Mershmen	HR	HR	R	R	HR
Excalibur **	Allied Seed	R	LR	MR	R	HR
Excalibur II	Allied Seed	HR	HR	HR	R	HR
Flint	Plant Genetics	R	R	HR	LR	HR
Variety	Marketer	BW	PRR	AN	VW	FW
Forecast 3000	Dairyland	HR	R	R	R	HR
Fortress **	Northrup King	R	HR	R	R	R
Gem	Countrymark	HR	HR	HR	R	HR
G-2852 **	Ciba Seeds	HR	R	HR	R	R
GH 737	Rob-See-Co	R	HR	MR	R	R
GH 755	Golden Harvest	HR	HR	HR	R	HR
GH 794	Golden Harvest	HR	HR	HR	R	HR
Gourmet Hay	Fred Gutwein & Sons	HR	R	HR	R	HR
Haygrazer	Great Plains Research	HR	R	R	R	HR
Homestead	Terra	HR	HR	HR	R	R
HYGain	Hyperformer	HR	HR	R	R	HR

Grazing animals prefer afternoon hay

If farmers want their livestock to eat more and gain more weight, they'd better make hay while the afternoon sun shines.

Scientists with USDA's Agricultural Research Service say a new study shows that sheep, goats and cattle all prefer grass hays harvested in the afternoon compared with those cut in the morning.

One possible explanation: Plants' carbohydrate production is at its peak at midday. The animals may remember afternoon-harvested hay is easier to digest and gives them more energy. Other studies have shown animals can be conditioned to choose higher-energy feeds.

It's long been known that livestock grazing

Michigan Farm News Classified

01
Farm Machinery

1997 MASSEY FERGUSON tractor. 180 diesel. Heavy duty Freeman 4000 loader with 2 buckets. Very good condition! Call 1-616-754-7378.

4000 BALES OF WHEAT STRAW: 16' Vandave silo unloader, Model 1230 DA. 20' Magnum silo unloader. 1-517-269-8843 between 6-10pm.

7200 JOHN DEERE 1230 fertilizer cross auger. Monitor, front mounted coulters. Used 2 years, 2,000 acres. 1-810-651-8241.

For Sale: 1974 Model 6060 Speicher tiling machine, \$25,000. 1974 JD 310 backhoe, \$14,000. 1974 IHC tractor and Ottawa 25 ton lowboy \$4500. Tile trailer for Maxi coils. \$2000. 1-616-527-6438.

FORD, NEW HOLLAND tractors and equipment from Symon's in Gaines. For 43 years your best deal for the long run!

Symon's
1-517-271-8445,
Gaines

FROM MF1135 TRACTOR, 18.4x38 direct axle duals, including all hardware, \$300. Quick tach coupler with top link, \$300. FRT MTD. suitcase weights, \$250. 9' FRT. MTD. snowplow, \$500. Whole package, \$1000. Clipper fanning mill package, set-up to clean soys at this time, \$750. Two gravity wagons, used primarily for seed on Lgt., but good gears. One approximately 90 bushel, \$500. The other approximately 120 bushel, \$750. Buy both, \$1000. No gears. Both solid and hold approximately 250 bushel. McCurdy, \$500. Kilbros, \$750. Buy both, \$1000. White 20' field cultivator with Midwest leveler, Hydraulic, fold wings, new shovels, \$2000. 1-517-834-2576.

HARVESTORE FLURRY 400,000 gallons. Patz gutter cleaner, left hand drive, 100' of chain. Concrete to cover 20x38 foot slats. Make a offer. 10x30 silo to give away. 1-616-794-1118.

JOHN DEERE 12' off set disk, 16' clay silo unloader. 222' raised paddles VanDale gutter chain. Used three months. 1-616-734-2532.

NEW HOLLAND 273 with thrower, rebuilt knotters and new pickup teeth, field ready. 1-616-754-6969.

ONE ROW, 3 PT. hitch tree planter, \$300; lime spreader, \$75; four row corn planter, \$200. 1-517-676-2185.

SEEDLING TREE PLANTER: Kasco, 2-seat, 3 point hitch. Excellent condition! Used less than 40 acres. \$1000. firm. A.B. Cook, 1-517-589-9590.

START SOD FARM: 5' Brillion seeder, 5' gang Blitzerd mowers, Brouwer sod harvester on a 3600 Ford diesel. Retiring. 1-810-949-3111.

Grinder/Mixer Gehl 135 21" mill, good condition. \$4000. New Holland super 717 chopper, 2 heads, cornheads like new, \$3500. Gehl 910 chopper wagon, tandem, 12 ton gear, good condition, \$2800. 1-616-894-6839 or 1-616-894-5050.

LIQUID MANURE SPREADERS: New and used. Balzer, Better-Bilt parts. UPS daily. Also, grain dryers and handling equipment. Hamilton Distributing Company 1-800-248-8070

ALFALFA HAY: 60-70 pound square bales. High moisture corn barley. 1-517-733-2782.

HAY AND STRAW WANTED: Contact Keegan Hay Company, Emmett, MI 1-810-384-6620.

THUST LIQUID FERTILIZER, \$2.60 a gallon, 8-20-4, ask about Somerset folier feed for alfalfa, potatoes, small grains, vegetables and lawns. Call Paul, 8am-1pm. 1-517-479-9356.

ANGUS BEEF: Bulls, heifers and cows with calves. Performance tested, semen tested. Free delivery! Call anytime. SHAGBARK FARMS Alto, Michigan 1-616-868-6040

LLAMAS: North American Siting Bull and Essex bloodlines. Pet males and weaning females. Reasonably priced! Call for more information and visit. 1-517-645-2719. Miller's Llamaland Pottersville, MI

HORTON BAY LLAMAS is reducing herd size. Four bred females available. Due this spring and fall. We also have weaning males. Photos sent on request. Jack & Barbara Danly 06300 Boyne City Road Charlevoix, MI 49720 1-616-582-7473 Fax 1-616-582-6540

Piedmontese Cattle: Lean, tender, double muscled, good calving ease. Quality registered breeding stock. Also available, embryos and semen. Redbird Farms Lapeer, Michigan 1-810-667-7389



You Can Still Save Big Bucks on Quality Alfalfa Seed!

You can pay more for an alfalfa seed but you will not get a better alfalfa.

Find out how we can sell superior varieties and premium seed at low, low prices.

GEERSTON SEED FARMS
call 1-800-843-0390

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.
For information or local dealer call: **1-800-937-2676**

01
Farm Machinery

Grinder/Mixer Gehl 135 21" mill, good condition. \$4000. New Holland super 717 chopper, 2 heads, cornheads like new, \$3500. Gehl 910 chopper wagon, tandem, 12 ton gear, good condition, \$2800. 1-616-894-6839 or 1-616-894-5050.

JOHN DEERE 4250, C.H.A. Dyno-140hp, 4100 hours, very good, \$27,750. 1-616-979-2171.

LIQUID MANURE SPREADERS: New and used. Balzer, Better-Bilt parts. UPS daily. Also, grain dryers and handling equipment. Hamilton Distributing Company 1-800-248-8070

NEW HOLLAND 273 with thrower, rebuilt knotters and new pickup teeth, field ready. 1-616-754-6969.

ONE ROW, 3 PT. hitch tree planter, \$300; lime spreader, \$75; four row corn planter, \$200. 1-517-676-2185.

SEEDLING TREE PLANTER: Kasco, 2-seat, 3 point hitch. Excellent condition! Used less than 40 acres. \$1000. firm. A.B. Cook, 1-517-589-9590.

START SOD FARM: 5' Brillion seeder, 5' gang Blitzerd mowers, Brouwer sod harvester on a 3600 Ford diesel. Retiring. 1-810-949-3111.

ALFALFA HAY: 60-70 pound square bales. High moisture corn barley. 1-517-733-2782.

HAY AND STRAW WANTED: Contact Keegan Hay Company, Emmett, MI 1-810-384-6620.

THUST LIQUID FERTILIZER, \$2.60 a gallon, 8-20-4, ask about Somerset folier feed for alfalfa, potatoes, small grains, vegetables and lawns. Call Paul, 8am-1pm. 1-517-479-9356.

ANGUS BEEF: Bulls, heifers and cows with calves. Performance tested, semen tested. Free delivery! Call anytime. SHAGBARK FARMS Alto, Michigan 1-616-868-6040

LLAMAS: North American Siting Bull and Essex bloodlines. Pet males and weaning females. Reasonably priced! Call for more information and visit. 1-517-645-2719. Miller's Llamaland Pottersville, MI

HORTON BAY LLAMAS is reducing herd size. Four bred females available. Due this spring and fall. We also have weaning males. Photos sent on request. Jack & Barbara Danly 06300 Boyne City Road Charlevoix, MI 49720 1-616-582-7473 Fax 1-616-582-6540

Piedmontese Cattle: Lean, tender, double muscled, good calving ease. Quality registered breeding stock. Also available, embryos and semen. Redbird Farms Lapeer, Michigan 1-810-667-7389

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

05
Livestock

MICHIGAN CERTIFIED SEED: Bowers barley, Newdak, Prairie oats, Felix soy beans.

B & M SEED 1-517-463-2846

ANGUS & GELBVIEH: Breeding stock. Free delivery! Border Collie Stock Dogs.

Call today. Bordner Farms Sturgis, MI 1-616-651-8353

ANGUS BEEF: Bulls, heifers and cows with calves. Performance tested, semen tested. Free delivery! Call anytime.

SHAGBARK FARMS Alto, Michigan 1-616-868-6040

LLAMAS: North American Siting Bull and Essex bloodlines. Pet males and weaning females. Reasonably priced! Call for more information and visit. 1-517-645-2719. Miller's Llamaland Pottersville, MI

HORTON BAY LLAMAS is reducing herd size. Four bred females available. Due this spring and fall. We also have weaning males. Photos sent on request. Jack & Barbara Danly 06300 Boyne City Road Charlevoix, MI 49720 1-616-582-7473 Fax 1-616-582-6540

Piedmontese Cattle: Lean, tender, double muscled, good calving ease. Quality registered breeding stock. Also available, embryos and semen. Redbird Farms Lapeer, Michigan 1-810-667-7389

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

MICHIGAN FARM NEWS



Place your advertising with us and see the results! 800-292-2680, ext. 6543

DEER CROP DAMAGE?

Four adults looking for access to private land for hunting. Willing to lease right property. Call 313-981-7318. Leave message, will return call.

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS MYRON EM GROUP III PRO-SEED® Inc.
For information or local dealer call: **1-800-937-2676**

05
Livestock

PUREBRED BOER GOATS. MichFlock. Stud Service available. 612 North Madison, Lapeer, MI 48446. 1-810-667-0169 any time.

REGISTERED POLLED Hereford Herd Dispersion Sale: Includes some Rocky Banner and Optimum breeding. Total 34 animals. Rye Hereford Farm Rogers City 1-517-734-3005

REGISTERED SCOTTISH HIGHLAND CATTLE, breeding stock and semen for sale. Visitors welcome! Call evenings or weekends. 1-517-543-7979. Charlotte, Michigan

REGISTERED TEXAS LONGHORNS: Top quality and selection! Breeding age bulls, guaranteed 100% calving ease. Cows, heifers and calves available. Also, lean beef and skulls. 1-616-945-2153.

LLAMAS ARE GREAT, and now they're affordable! These docile, intelligent animals make wonderful pets for hiking, packing, picnicking, pulling carts, or to just plain enjoy. Their wool is valuable and they also make outstanding guard animals. Call for a visit today! 1-616-677-3309. Ron & Nancy Laferriere. Laferriere LLamas Marne, Michigan (Just northwest of Grand Rapids)

FREE HOME DELIVERY! Simply the best! Complete Horse Feed. ELITE +, 10% or 12%. Dealer inquiries welcome! For information or delivery, Mathie Energy Supply Co., Inc. 1-800-467-7340

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

Oats For Sale:

Oats Cleaned & Bagged \$3.50 per bu. Raymond Oates 517-286-6871

Seeking hunting land for lease:

Three serious archers with 75+ yrs. cumulative hunting experience seeking highest quality hunting habitat for lease. Please call Tony Horvath at 313-847-7039.

11
Agricultural Services

FARM DRAINAGE AND EARTH WORK: Laser Construction. Surface drainage, farm lagoons, water retention basins, building pads, access roads, drive-ways. Todd Haynes Carson City 517-584-3265

12
Business & Legal Services

EXPERIENCED Michigan agribusiness attorneys with farm backgrounds. Knowledge and experience in all farm areas; restructure, stray voltage, bankruptcy, estate planning. EAST SIDE: Thomas J. Budzynski, 43777 Grosebeck Highway, Mt. Clemens, Michigan. 48036. 1-810-463-5253. WEST SIDE: Robert A. Staniha, 40 West Sheridan, Fremont, Michigan, 49412. 1-616-924-3760.

METAL ROOF COATINGS: Heavy fibred or white roof coatings. H.J. Butzin. Call anytime, early or late. 1-517-777-9815.

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

14
Real Estate

GORGEOUS REMODELED FARM HOUSE with acreage. Just outside Bid Rapids. Fireplace, outbuildings, much more. \$189,900. Call Mark Wentland. BIG RAPIDS REALTY 1-616-796-7856

S.W. MICH: 80 acre irrigated wholesale nursery. Growers of trees, shrubs, and perennials. Complete set up with house, three barns, all machinery equipment, and marketing systems. Great location for thirty years. 1.35 million dollars, terms available to qualified buyers. Heartland Management Services. 1-616-637-2625

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

15
Real Estate Wanted

BUYING FARM LAND and recreational property throughout northwest Michigan. Call Ron McGregor at 1-616-943-7709 for details.

FARMS AND LAND throughout Michigan, agricultural and recreational. Large parcels preferred. We have buyers! Call Dan VanValkenburg, Rural Property Specialist. Faust Real Estate Adrian 1-517-263-8666

WANTED: 80-120 acre farm, Ionia area. Young couple relocating due to off farm employment and urban sprawl pressure at present location. Contact Steve. 1-517-675-5472.

PROBLEM WHITE-MOLD ANSWER: ProSoy® PS 241 EM GROUP II PRO-SEED® Inc.

For information or local dealer call: **1-800-937-2676**

14
Real Estate

120 ACRE FARM: Newaygo County. 4-bedroom home with pool. Excellent soil, 95% tillable. Buildings in A-1 condition! \$169,900. Call Mark Wentland, BIG RAPIDS REALTY 1-616-796-7856

OAK HAVEN Conveniently located to all attractions: Pigeon Forge & Gatlinburg • Kitchens • Fireplaces • Hot Tubs • Large Pool Open Year Round Call Toll Free 1-888-200-0625 for a FREE color brochure

LOG CABINS IN THE SMOKIES

EARLY SOYBEANS

ProSoy® PS 161, PS 181, PS 185 that YIELD PRO-SEED® Inc.
For information or local dealer call: **1-800-937-2676**

PROSEED CUTTER \$98.50/unit
A Competitively Priced, Quality Alfalfa
For information or local dealer call: **1-800-937-2676**

Seed For Sale

Alfalfa, Grasses and Clover Seeds.
Voyeager II Alfalfa \$3.00 / lb.
Idaho Gold \$2.85 / lb.
Vernal \$1.80 / lb.
Call for prices on our other seeds
Raymond Oates
517-286-6871

09
Help Wanted

INDIVIDUALS for custom harvesting operation. Texas through Montana, 1997 season. Must be clean, honest, hard working with farm background. 1-401-364-2468.

Michigan Farm News Classified

Position Announcement

Michigan Crop Improvement Association and Michigan Foundation Seed Association are looking to fill the position of Foundation Seed Operations Manager. This person will be responsible for the day to day operation of the Foundation Seed program. All interested candidates should contact Randy Judd, MCIA Manager, for a complete position announcement, application, and job description. Applicants have until April 15, 1997 to apply.

Contact: Randy Judd, MCIA Manager, Michigan Crop Improvement Assoc. P.O. Box 21008 Lansing, MI 48909 or call 517-355-7438.

ROOF, REROOF, PATCH
It's easy to do it yourself with proven

Peel & Seal
SELF-STICK ALUMINUM ROLL ROOFING

Roof or reroof most low slope roofs, patch roll roofing, asphalt or metal roofs, gutters. Just peel off release paper and stick down. Reflective surface cuts under roof temperature.

CALL OR WRITE FOR FREE SAMPLE, ORDER INFO.

MFM Building Products Corp.
P.O. Box 340 • Coshocton, OH 43812 • 800-882-ROOF

FARM AUCTION

Having sold our farm, we will sell the following at public auction on the farm located 2 mi. S. of Winn, MI on Winn Rd., then 1 1/2 mi. W. to 4633 W. Fremont Rd. (Isabella Co.)

Saturday, March 29, 1997
10:00 a.m.

Tractors: JD 4430 Dsl. Tractor, cab, air, quad range; 1994 Ford 5030 MFWD Dsl. Loader Tractor, 60 hp, Ford 7410 hyd. loader w/material bucket, set of hay forks, shuttle shift, joy stick hyd. control, only 800 hrs., 1 owner, original cost over \$35,000.95 **Combine:** 1981 JD 4420 Dsl. Combine, Dial-O-Matic, Syncro, 2979 hrs.; JD 215 flex grain platform; JD 443 4-row N. high tin com head; JD 13' rigid grain platform; 9' Sund pick-up.

Machinery: New Idea 5212 12' haybine w/extra cutter bar, only 2 seasons old; Vicon RS 510 T hay tedder 22'; Hesston 7150 forage chopper w/6' hay pick-up head, 2-row n. com head; JD 8300 23-hoe grain drill w/seeder, single disc openers; IH 645 vibra chisel 11 tooth chisel plow, trailer type; Ford 20' hyd. fold wheel disc; IH 58 8-row planter w/end transport; Oliver 5x16" hyd. reset plows, hyd. reset; JD 350 6x16" hyd. reset plows, semi mtd.; Brillion 20' field cultivator; Brillion 14' cultipacker w/2, 4' pups; Case 11-hoe grain drill Underferth 300 bu. gravity box on Pequea 12 ton gear, only 2 seasons old; (5) flat rack hay wagons, 4-8 ton running gears; (3) Papec self-unloading forage wagons on 8-10 ton gears; New Idea 5-bar hay rake; JD 494A 4-row planter, 4 parts; Hutchinson 6x52' transport auger; 6x16' transport auger; IH 35' transport elevator

Miscellaneous items from around the farm
Terms: Cash or good check.

Claude and Lorna Hagen, Props.
4633 W. Fremont Rd., Winn, MI
For information, call 517-866-2641

SYKORA AUCTION SERVICE, INC.
Jim & Scott Sykora, Auctioneers, Clare, Michigan
517/386-2252 or 9694 - Fax 517/386-2246

FARM AUCTION

Having retired from farming and selling our farm, the following items will be sold at Public Auction on the farm 5 miles W of Standish, MI to 561 M-61. (Bay Co.)

Saturday, April 5, 1997
10:00 a.m.

Tractors: 1976 JD 4430 Front Assist Dsl. Tractor; 1975 JD 4230 Dsl. Tractor; 1967 JD 4020 Dsl. Tractor; AC WD 45 Tractor **Machinery:** JD 230 20' Hyd. Fold Wheel Disc; Brady 28' Hyd. Fold Field Cultivator; JD 14' Danish Tine Field Cultivator, trailer type; JD 5x14' Semi Mtd. Plows; IH 400 Cycle 8-row Planter; Lilliston 8-row S-Tine Cultivator, hyd. fold; AC 18-hole Grain Drill; 3 TP, V-Ditcher; (2) 200-gal. Saddle Tanks mtd. on wagon gear; Stone Dump Trailer; Kilbros 350 Gravity Box on 8-ton gear; (2) Gravity Boxes on gears; JD 640 Transport Drag; 6'x36' Transport Auger; St. Steel Hyd. Fertilizer Unloading Auger; Set of 18.4x34 Snap-on Duals; 3 TP 300-gal. Field Sprayer w/booms **Hay & Forage Equipment:** Vermeer 604 F Round Hay Baler, makes up to 1500# bales; New Holland 469 Haybine; Hesston 30 Hay Stack; JD 640 Tricycle Rake; New Idea Avco 354 Tandem Axle Manure Spreader with slush gate; New Holland 352 Grinder/Mixer; New Idea 325 2-row N Corn Picker, 8-roll Husking Bed; Round Bale Tandem Wagon, holds 14 round bales; (2) Round Bale Hay Wagons; Round Bale Wagon for feeding; (3) Wagon Gears w/1000 gal. steel whey tanks

Consigned by Mike Pavelka: AC 180 Dsl. Tractor, 3 pt., PS; New Holland Manure Spreader, good cond.; 225 amp Elec. Welder; Elec. Salamander; Metal Livestock Gates; Round Bale Feeder; Call Feeders; (2) Ritchie Waterers; Quantity of shop and hand tools; New Holland 880 Forage Chopper w/2-row N Corn Head; (2) Kools Silo Blowers

For Private Sale: This 150-acre former dairy farm with 3-bedroom brick ranch home and buildings priced to sell. Contact Bay City Realty at 517-892-5501.

Terms: Cash or good check day of sale.

Bill & Florence Suszko, Owners
561 M-61, Standish, MI 48658
For info, call 517-846-4733

SYKORA AUCTION SERVICE, INC.
Jim & Scott Sykora, Auctioneers, Clare, Michigan
517/386-2252 or 9694 - Fax 517/386-2246

JOHNSON SYSTEM INC.
"Designing For Growth"

Complete Grain System

- Grain Bins
- Bucket Elevators
- Millwright Service
- Airstream Auto Dryers
- Leg Towers/Catwalk
- Hopper Bins
- Dryer Service
- Crane Service
- GSI Top Dry
- Specialists

Johnson System, Inc.
Marshall, MI 49068
1-800-962-1495

19 General

STOCK-UP:
Sheepskin mittens, hats, gloves, slippers, woolen garments, yarn. Catalog available!
Bellair's Hillside Farms and The Sheep Shed
8351 Big Lake Road, Clarkston.
1-810-625-2665.
Visa/Master Card

20 Wanted To Buy

CASH, NOT OPINION for quality tractors, combines, heads and round balers. 1-517-439-2440 evenings.

INCUBATOR and related equipment for hatching and raising EMU's. 616-331-6041.

STANDING TIMBER AND VENEER:
Black River Hardwoods, Inc.
1-810-657-9151, days.
Call 1-517-845-3345 evenings.

WANTED STANDING TIMBER:
Buyers of timber of all types. Cash in advance!
1-517-875-4565, ask for Tim.
Maple Rapids Lumber Mill, Inc.
St. Johns, MI

TRAILERS:
Complete line of Avenger enclosed cargo units available at low prices. Preseason specials on snowmobile and ATV models.

TAG-A-LONG TRAILERS
1-800-515-6846
517-659-3478
Munger, Michigan

STRAW CHOPPERS:
We rebuild and balance. Some exchanges. We stock chopper parts.

ENGINE REBUILDING our specialty. Auto-Truck-Tractor-Antique-Continental-Kohler-Onan-Wisconsin engine dealer.

70 years of service!
HART'S AUTO PARTS
Cecil, OHIO
1-419-399-4777

WANTED TO BUY:
Standing timber.
1-313-429-4322.

WANTED: Old gas station items. Gas pump, globes, old signs, oil bottles and cans, old air pumps. Call 1-616-984-5183.

WANTED: Old motorcycles, snowmobile and off road vehicles. 1965 and older. Call JD at 1-517-676-0583.

FARMERS
Livestock & commodity prices too low?
• Cash flow too slow?
• Mortgage payments and bills overwhelming?
• Want someone who understands lenders?
• Want someone to talk to your lender?
• Do you understand your options with P.A. 116?
• Do you need to restructure your farming business?
• Do you need to consider changing your vacation?
We can, we have and we do all of the above.
Let us help turn your life around.

Call 1-800-455-9137

HERITAGE BUILDING SYSTEMS
800-643-5555

BUILD IT YOURSELF AND SAVE

30 x 40 x 10	\$4,189	50 x 75 x 12	\$9,979
40 x 60 x 12	\$7,487	60 x 90 x 12	\$13,198
60 x 60 x 12	\$9,380	120 x 200 x 14-m2	\$47,913

Commercial steel buildings featuring easy bolt up assembly from America's largest distributor. We have over 10,000 standard sizes of shop, farm, industrial, commercial and mini-warehouse buildings. All are complete with engineer stamped permit drawings, 20 year roof and wall rust warranty. Call us for a free information package and a quote on our component parts.

Mini Warehouse Sale \$9,999
20' x 120' with 24 units complete with partitions
http://metalbldg.cei.net

20 Wanted To Buy

Hay Wanted

Call:
Raymond Oates
517-286-6871

Reaching over 47,000 farmers

When contacting advertisers, tell them you saw their ad in *Michigan Farm News!*

FACTORY CLEARANCE
INVENTORY MUST BE SOLD!

STEEL BUILDINGS
SUPER HEAVY STEEL

25 X 30 (2 LEFT) 40 X 50 (1 LEFT) 50 X 100 (1 LEFT)
30 X 40 (3 LEFT) 42 X 64 (2 LEFT)

UP TO 40% OFF!!!

20 Year Warranty
United Steel Span, Inc.
800-951-5669
Ask for Regional Manager

17 Auctions

19 General

SYKORA AUCTION SERVICE

Jim & Scott Sykora Auctioneers
6028 E. Colonville
Clare, Michigan 48617
517/386-2252 or 386-9694
Fax 517/386-2246

ARTHRITIS:
Call 1-888-556-2017 toll free. Ask for a free copy of the "Arthritis Formula". Learn how to treat the condition, not just the pain.

HYDRAULIC CYLINDER and hydraulic pump repair. Seal kits and chrome work, all makes. Strawchoppers balanced and rebuilt.

Venture Tool & Metalizing
Sebawaing, MI
1-517-883-9121

19 General

FISH FOR STOCKING:
Giant Hybrid Bluegills, Walleye, Rainbow Trout, Largemouth, Smallmouth Bass, Catfish, Fathead Minnows., Perch.

Laggis' Fish Farm
09888 35th Street
Gobles, MI 49055
Days, 1-616-628-2056
Evenings, 1-616-624-6215.

Mineral Owners Gas/Oil: Investor interested in purchasing, producing royalty income for immediate cash. Prefer Antrim gas. Other formations considered.
Call Jay, 1-800-968-7645.

SAVE 75% ON WORK CLOTHES!
Good, clean, recycled in very best quality. Money back guarantee. Free brochure

Suntex Recycling
Toll Free
1-800-909-9025
24 hours-7 days.

Call For Classifieds
1-800-968-3129

HUNTING LEASE WANTED: Courteous, mature hunters with experience in leasing Southern Michigan farm land seek property for 1997-1998 hunting season. Will pay you to help control nuisance deer. References available.
1-517-676-0486.

FARMER BANKRUPTCY IMMIGRATION LAW

Throughout Michigan and Ohio

Lawrence G. Reinhold, Attorney at Law
810-350-2250

FARM AUCTION

Having retired from farming, we will sell the following at public auction on the farm located 4 mi. W. of St. Johns, MI, on M-21 then 1 mi. N. to 1947 Lowell Rd. (Clinton Co.)

Wednesday, March 26, 1997
10:00 a.m.

Tractors and Combine: White 2-105 Dsl. Tractor, cab, 18.4x38 tires and duals, 2 outlets, 1570 hrs., SN 27778777-406; Oliver 1750 Dsl. Tractor, 2 outlets, 18.4x34 tires; White 7300 Dsl. Combine, straw chopper, white 13' floating grain platform, White 704 4-row wide com head. **Trucks:** 1975 Ford Live Tandem Truck w/20' metal box and hoist, V-8 gas; 1967 IH 1800 Single Axle Truck w/16' wood box, V-8 gas.

Machinery: Tye 15 hoe no-till grain drill, good cond.; Hardi 500 gal. tandem axle field sprayer w/40' self-leveling boom, PTO pump; Oliver 5x14" AEMI mtd. plows; Oliver 16' field cultivator, 3 pt.; IH 16' spring fold wheel disc; 9-tooth chisel plow w/gauge wheels, 3 pt.; Brillion 12' cultipacker; M&W 200 bu. gravity box on 10 ton gear; Kilbros 300 box on 8 ton gear; Kilbros 160 bu. box on 6 ton gear; 8'x16' wood box grain wagon; 16' transport drag; 30' hay or grain elevator; 3 pt. 7' sickle mower; hay conditioner; pull type rotary hoe; Arrow 16' field drag.

Lots of items from around the farm
Terms: Cash or good check day of sale.

Frank and Patricia Prochazka, Owners
For information, call 517-224-2005

SYKORA AUCTION SERVICE, INC.
Jim & Scott Sykora, Auctioneers, Clare, Michigan
517/386-2252 or 9694 - Fax 517/386-2246

DICK ALWOOD
Wick Buildings Dealer

202 Pearl
Charlotte
MI 48813

Office (517) 543-0996
Home (616) 623-8780
Fax (517) 543-9475

Wick Columns Are Guaranteed For 50 Years.

Wick pressure-treated columns are backed for 50 years against decay and insect damage. That gives you an idea of how Wick buildings are made.

They're constructed with roof and wall steel screw-fastened for added strength and structural integrity. And these colored panels are tough, full-hard base steel. That's why we sell Wick buildings.

To learn more about strong Wick buildings, contact us today.

Wick Buildings

Michigan Farm News Classified

20
Wanted To Buy

We Buy Damaged Grain

Buyer and seller of:
 ■ Cash grains
 ■ Feed ingredients
 ■ Milling quality grains

Licensed and bonded with over 20 years of experience

800-878-8900

Michigan Agricultural Commodities, Inc.

445 North Canal
Lansing, MI 48917
Open 7 a.m. - 5:30 p.m.
Mon.-Fri.



For Display Advertising Information

Call:
Josh Merchant
800-292-2680
Ext: 6543

20
Wanted To Buy

WANTED: Patz gutter cleaner. Complete or for parts. Call 1-517-471-2614

23
Financing

Loans For Homeowners

Regardless of credit history, call for same-day approval.

CASH FAST!

CommonPoint Mortgage

1-800-968-2221

PROBLEMS WITH YOUR LAND CONTRACT?
 Late payments? Back taxes? Property damage? 9 of 10 qualify for purchase. We can help.
 1st NATIONAL
 1-800-879-2324.

Michigan Farm Bureau presents

1997 Young People's Citizenship Seminar

June 16-20

Calvin College
Grand Rapids, Michigan

Don't miss out on this great opportunity!

Reservation Deadline is May 23, 1997

High school juniors and seniors are invited to attend this five-day seminar designed to teach you about our American political system. The seminar emphasizes the need to be informed and involved in the decisions that affect Americans in their communities, state and nation. The program will include:

- ★ Keynote Speakers
- ★ Workshops
- ★ Political rallies, campaigns, caucuses and elections with students as "political party" delegates, "candidates" and "registered" voters
- ★ Rural and urban students from all over Michigan

Students should be proud to represent their school and the Farm Bureau organization, and be willing to discuss their experiences with groups following the seminar.

Place your ad for 6 months, get phone number or name in **red**. Place your ad for 1 year, get phone number or name in **red** and also save \$1.00 per ad.

Call 1-800-968-3129 for details

Deadline for next issue is Noon, March 21, 1997

Call **1-800-968-3129** to Place Your Classified Ad Today!

or use the coupon below and mail or fax your classified ad to Michigan Farm News

Buy Line/Daily News P.O. Box 6, Stanton, MI 48888 FAX: 1-517-831-5063

Classified Ad Codes

1. Farm Machinery	10. Work Wanted	20. Wanted To Buy
2. Livestock Equipment	11. Agricultural Services	21. Special Events
3. Farm Commodities	12. Business Services	22. Recreation
4. Seeds	13. Business Opportunities	23. Financing
5. Livestock	14. Real Estate	24. Investors Wanted
6. Poultry	15. Real Estate Wanted	25. Building
7. Dogs and Puppies	16. Estate Sales	26. Lawn And Garden
8. Ponies/Horses	17. Auctions	27. Announcements
9. Help Wanted	18. Antiques	28. To Give Away
	19. General	29. Vehicles

Name _____ Phone() _____

Address _____

City _____ State _____ Zip _____

Classified Ad Code Requested _____ Number of Issues _____

Desired Insertion Date(s): _____

Method of Payment

Check \$ _____ (payable to Michigan Farm News Classified)

Visa Card Number _____ Exp. Date _____

Master Card Number _____ Exp. Date _____

Classified Rates - \$8 for up to 24 words - 30 cents each additional word
 Write your ad here, including phone number and area code.

1	2	3	4
5	6	7	8
9	10	11	12
13	14	15	16
17	18	19	20
21	22	23	24
25	26	27	28
29	30	31	32
33	34	35	36

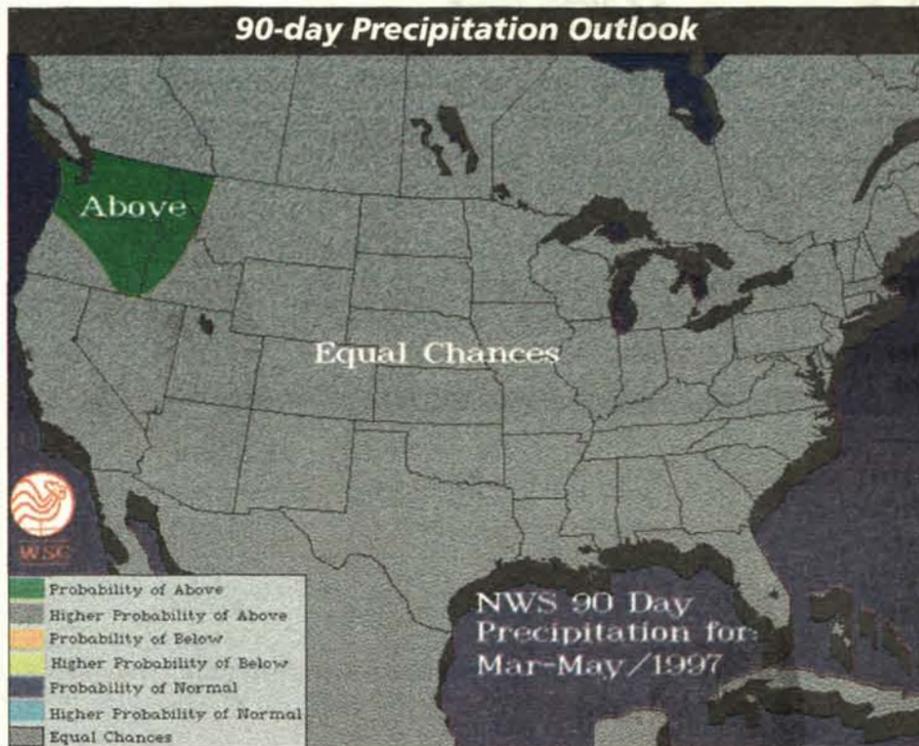
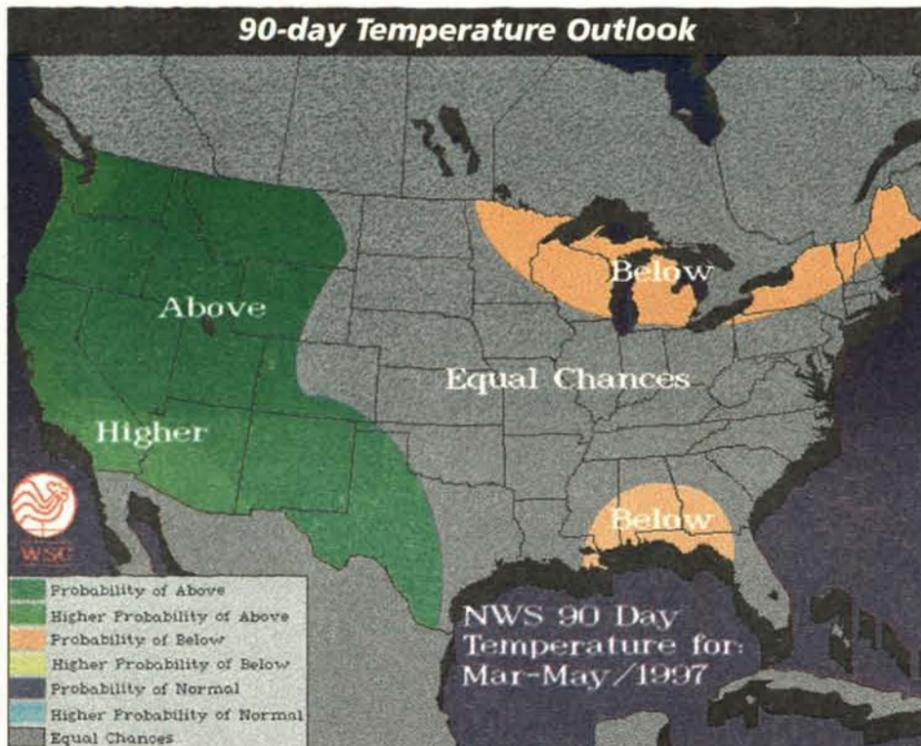
Circulation over 47,700 in State of Michigan

MICHIGAN FARM NEWS

Michigan Farm News has joined **USAnet**, your one-stop Internet address showcasing ag classifieds!

Your classified line ads in *Michigan Farm News* can now appear on the Internet!

Ask our classified personnel for more information or visit our site at <http://www.usagnet.com>



Weather Outlook

by Dr. Jeff Andresen, Agricultural Meteorologist, Dept. of Geography, Michigan State University



An active storm track through the Lower Peninsula led to much-above-normal precipitation amounts and above-normal temperatures during February.

Monthly precipitation totals at some southern and central lower Michigan locations were more than 300 percent of normal, approaching or exceeding record levels. The combination of heavy rain and melting snow late in the month led to standing water and flooding across some southern growing areas.

With so much precipitation during the climatologically driest time of year, it is very likely that soil profile moisture will be at above-normal levels as the growing season approaches. The NOAA long-lead outlook for March to May indicates an elevated risk of below-normal temperatures and for near-equal probabilities of below-, near-, and above-normal precipitation.

Looking further ahead, NOAA long-lead outlooks call for equal probabilities of all three scenarios for both temperature and precipitation for the early summer, and for cooler and possibly wetter-than-normal conditions over Michigan for the late summer and early fall. The outlooks are influenced by combined oceanic-atmospheric computer models and statistical methods that suggest the development of an El Nino event in the equatorial Pacific region during the next several months.

European restrictions may lead to U.S. subsidies

Agriculture Secretary Dan Glickman repeated earlier statements that he is prepared to restart the U.S. agricultural subsidy program if necessary to fight European sales practices.

"In our '98 budget, I've asked for full funding of our Export Enhancement Program ... That's my big stick, and I'm prepared to use it if that's necessary to protect our producers from unfair competition," Glickman said. He has asked for \$500 million for EEP, up from \$100 million in 1997.

Glickman said the American relationship with the European Union is tenuous. He said that so far the United States has held its fire in responding to the resumption in EU subsidies, but that may change.

Glickman also said things were looking good for U.S. ag. He said farm exports will total about \$56.5 billion this fiscal year, the second highest ever. Last year's total of just under \$60 billion set the record.

The secretary also noted that cash receipts for farmers are at an all-time high and that farmland values have gone up 6 to 7 percent. Consumers will share in the good news, USDA said, as food prices will increase by a third less than last year's 3.3 percent, which was the sharpest increase in six years.



Michigan Weather Summary

2/1-2/28/97	Temperature		Precipitation	
	Obs.	Dev. from mean normal	Actual (inch)	Normal (inch)
Houghton	17.0	2.5	0.54	1.40
Marquette	17.6	5.1	1.07	1.40

Escanaba	18.8	0.7	0.45	1.47	Bad Axe	24.3	1.6	4.58	1.32
Sault Ste. Marie	16.7	2.0	0.93	1.47	Saginaw	26.2	3.9	6.11	1.32
Lake City	22.3	3.5	3.44	1.36	Grand Rapids	27.3	4.7	4.95	1.62
Pellston	19.0	3.3	2.41	1.36	South Bend	30.6	4.4	3.50	1.62
Traverse City	24.4	3.8	3.70	1.36	Coldwater	29.3	4.1	4.33	1.47
Alpena	19.3	0.3	2.66	1.38	Lansing	26.9	3.5	3.85	1.47
Houghton Lake	20.1	1.0	1.94	1.38	Detroit	30.2	5.2	3.99	1.51
Muskegon	27.0	2.6	3.37	1.69	Flint	27.2	3.7	2.89	1.51
Vestaburg	25.6	3.2	3.15	1.34	Toledo	32.3	6.9	4.38	1.51



For sensational, reliable activity, look no further than Eptam.



You don't have to go to Yellowstone to witness sensational, reliable activity. Just make EPTAM the foundation of your weed control program.

EPTAM[®] herbicide consistently protects dry beans and potatoes from over 44 broadleaf weeds and grasses, including nightshade, wild oats and quackgrass. Used at full-rate, EPTAM prevents weeds from getting a toehold in your fields, so dry beans and potatoes are free to thrive.

Yet EPTAM treats your young dry bean and potato seedlings gently, just as carefully as it treats your herbicide budget. EPTAM is cost-effective, tankmix compatible and can be applied in a variety of ways. What more could you want from your herbicide?

Eptam
Selective Herbicide
Great control. Every time.