

MICHIGAN FARM NEWS



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One Man's Waste is Another Man's Treasure

Want to reduce your liming costs by a third and fill your nitrogen and phosphorus requirements at no cost? Every year in Michigan, cities and municipalities have a dilemma - what to do with sewage sludge and the leftovers from water treatment plants?

Thanks to Great Lakes Enviroland, based in Lansing, over 100 Michigan cities are delivering resources that farmers can use, according to Bill Goetsch of Enviroland. The company does nothing but recycle non-hazardous byproducts.

For the past eight years, the company has been marketing the residual limes from water treatment facilities, covering nearly 20,000 acres on an annual basis. "One of the things they're taking out of the water is calcium, and what they end up making through that process is calcium carbonate," explained Goetsch. "It's an excellent liming material for farmers that are in close proximity to the treatment facility, and the product costs 30 to 50 percent less than conventional sources."

The lime product has other advantages over other sources, since the product can be applied as either a liquid or a semi-solid cake



Enviroland workers load a spreader with liquid lime from one of their transports.

product. The company transports the lime material directly to the farm where it's loaded onto a high flotation spreader and applied immediately by the company.

The company also applies municipal waste from sewage treatment facilities, known as

Continued page 16

Buyer Beware - MDA List Being Misrepresented

Newaygo County dairyman, John Vander Meulen was working around the farm yard when he was paid a visit by a man, who flashed a list of names, including Vander Meulen's, on some official-looking Michigan Department of Agriculture letterhead, wanting to "talk to farmers about cancer." Before he knew what was happening, Vander Meulen was being told that his cancer insurance policy premium could be deducted directly from his milk check.

"He held this paper with a list of names on it, where it was plainly obvious that it was from MDA," explained Vander Meulen. "This guy said 'I'm setting up appointments with farmers to talk about cancer,' and this guy just started rattling stuff off."

Vander Meulen thought that he was being interviewed by an MDA official of some sort, until the premium and his milk check question came up.

"That's when I asked the guy if he was with MDA and he said no," Vander Meulen said. "Then I asked him if he was with Michigan Milk Producers Association and again he said no. Well then you're an insurance salesman and the guy said, well yeah."

After Vander Meulen pinned the insurance salesman down, the salesman attempted to reschedule another appointment to talk more about cancer insurance. Vander Meulen declined his request and asked him to leave. Then he placed a call to MDA and MMPA to find out if there was any infor-

mation on the insurance program or the salesman.

"The whole thing was very misleading, until you pinned the guy down to get the correct information," Vander Meulen said. "I had the distinct impression by the way the guy acted, and the list of names that he kept in front of me, that he was with MDA."

According to MDA's Director of Dairy Products Division, Bill McCarthy, the department has already taken steps to eliminate future incidence of misuse and misunderstanding, by removing the MDA's letterhead from the top of producer lists.

*Continued page 5
"MDA List Misrepresented"*

Denis Netzley, former Gratiot County Farm Bureau president, puts the finishing touches to his 1993 dry bean harvest of 480 acres. These cranberry beans averaged 15 bags per acre. According to Netzley, his bean harvest was excellent this year with above average yields.

Statewide, the Michigan Bean Commission reports that yields have averaged 16 bags per acre on the 40 percent harvested as of presstime. They do expect yields to drop off as harvest has been delayed with some untimely rains. Cranberries in particular are taking a beating from the adverse weather, according to the commission.

Elsewhere, Ontario is basically in the same position as Michigan in regard to harvest and navy bean production estimates. North Dakota's production, meanwhile, has suffered due to heavy summer losses, and late plantings.



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MFB State Annual - A Chance for Agriculture to Shine in Detroit

This year, our Michigan Farm Bureau annual meeting will be held for the first time ever in Detroit. In 74 years of holding state annual meetings, we've never been to the state's largest metropolis.

But Farm Bureau members are certainly not strangers to the Motor City. County Farm Bureau presidents have participated in two Presidents Conferences at the Detroit Westin, the site of our annual. There is also a significant amount of agriculture in southeast Michigan, especially horticultural crops.

Ask any of our Farm Bureau leaders who have been to Detroit, and he or she will tell you that meeting in our biggest city is a terrific opportunity to dispel some misconceptions about modern agriculture. By our words and actions, we can show city people that farmers today are modern, professional business people.

One of the major ways we'll be interacting with consumers at the annual meeting is through the state Promotion and Education Committee's "Showcase of Agriculture." This series of displays, food booths and animal exhibits will be a wonderful occasion for Renaissance Center employees and visitors to get the facts about today's farmers.

As part of their preparation for the Showcase, the state Promotion and Education Committee recently met and "brainstormed" a series of responses to questions or statements we as farmers are likely to get from people in Detroit. Here are a few examples:

Consumer: "All that equipment I see in the fields looks very expensive. Farmers must be millionaires to afford that!" **Farm Bureau member:** "Equipment and land are expensive, but these are the tools that we use to make a living. Farmers are like any other group of self-employed business people and have a wide range of incomes."

Consumer: "I've heard a lot about animal welfare. Do farmers care about their animals?" **Farm Bureau member:** "We care for the health and well-being of our animals because they represent our livelihood. But farm animals aren't pets or people."

Consumer: "Why don't I see more minorities in agriculture?" **Farm Bureau member:** "We welcome minority involvement in agriculture and natural resources. As a matter of fact, we invited Detroit middle school students to tour the Showcase of Agriculture this week to let them know more about the career opportunities in our diverse industry."

I encourage all of you planning to attend the annual to take seriously your responsibilities as good-will ambassadors. Think about how you might respond to questions about agriculture. Remember, this is our opportunity to enhance a positive image about farmers and the agricultural industry. And don't forget that we'll be in Detroit not just to talk, but to listen as well. Seek out opportunities to find out more about the consumers we serve. Visit with people and draw out their opinions, ideas and concerns.

I look forward to seeing many of you at our annual meeting, Nov. 28 - Dec. 1, 1993, at the Detroit Westin.

Jack Laurie
Jack Laurie, President
Michigan Farm Bureau

U.S. Subsidized Wheat Sales Rose in 1993

Subsidized sales of U.S. wheat in fiscal 1993, which ended Sept. 30, totaled 21.6 million metric tons, up more than 1.8 million from the previous year. It was the second highest figure in the nine-year history of the export enhancement program, USDA said.

The record for subsidized sales of wheat was 26.6 million tons in 1988, which occurred because of poor world production. The very next year sales dropped to 16 million tons, illustrating the variability of exports from year-to-year, according to the USDA report.

The USDA spent a total of \$967.3 million on export subsidies in fiscal 1993, about the same as the previous year, but lower than the record of \$1.012 billion spent in 1988.

Corn Crop Estimate Down Sharply

The USDA's October crop forecast pegged the 1993 corn crop at under 7 billion bushels, its lowest level since the 1988 drought. The 6.93 billion bushel forecast was down 4 percent from the September estimate and 27 percent lower than the 9.47 billion bushel record harvest in 1992.

The big reduction in the corn harvest estimate takes into account approximately 800,000 acres of corn that was in such bad shape, farmers plowed it under to take advantage of an extended enrollment in the 0/92 program, according to a *Wall Street Journal* report. The sign-up period was extended because so much land was either unplanted or lost to disaster. USDA officials, however, could not give total enrollment figures.

The soybean crop dropped much less sharply, to 1.89 billion bushels, compared to the September forecast of 1.91 billion.

Last year, farmers brought in 2.2 billion bushels of soybeans.

Analysts predicted the new figures would be positive for corn and soybean prices, but experts say prices will probably pick up gradually as demand begins to reflect the shorter crop expectations.

The October estimate reflects the floods in the Midwest and the drought in the Southeast, but it does not take into account damage from early frost and other weather-related quality problems yet to be discovered.

The new government crop figures suggest an end-of-year carryout for the 1993-94 crop year of just over a billion bushels of corn and around 200 million of soybeans. These tight supplies will cause upward movement in prices if export demand holds up, analysts said.

In Brief...

USDA Eases New Meat Labeling Requirements

The USDA has partially extended, until April 15, the requirement for new safe-handling labels on uncooked meat products that originally had to be in place by Oct. 15.

Wholesale grocers and food distributors had complained the Oct. 15 deadline did not allow enough time to install the new labels, which now will be needed only on chopped and ground meat products. The six-month delay drew immediate protest from Jeremy Rifkin's Beyond Beef Campaign, which threatened court action to seek tougher labeling rules.

NAFTA Approval Could be for Thanksgiving

Congressional leaders say they want to have a vote on the North American Free Trade Agreement before adjourning for Thanksgiving, which they now plan for sometime on Nov. 22. House Speaker Thomas Foley and Senate Majority Leader George Mitchell say that is their target date for adjournment, and the NAFTA vote will be done before they leave, according to a *Knight-Ridder News* report.

"I don't see that it serves much purpose" to let the fate of NAFTA linger into December, Foley said. The agreement must have approval of legislators in all three countries, if it is to become law by Jan. 1, 1994, as proposed.

Meanwhile, three former occupants of the White House are heading a group of prominent citizens, business leaders and academic leaders to support the North American Free Trade Agreement. "We believe that NAFTA represents a significant and positive step forward for the United States, for our relations with our neighbors and for the world," former presidents George Bush, Jimmy Carter and Gerald Ford said in a recently released statement.

They added that NAFTA will defend environmental standards and, with an adjustment assistance and educational training package being developed by President Clinton, it will help those who might be hurt by increased competition.

Apple Law Suit Dismissal to be Appealed

In a press release issued Oct 15, the Alar Class Action Committee announced its decision to appeal the Sept. 13 court order dismissing the apple growers' lawsuit against CBS for its report on "60 Minutes."

A U.S. District Judge dismissed the lawsuit last month saying the apple growers had failed to prove that CBS's February 1989 report was false. The suit had been brought by 20 growers charging that the broadcast released false information.

J. Jarrette Sandlin, a Yakima, Wash., attorney who represents the growers, says they have reason to believe the court made serious errors in arriving at the decision to dismiss the suit and will, therefore, appeal the ruling. The growers' committee says it has already spent over \$700,000 on the case and will need more funds to continue.

Job Killing Minimum Wage Hike Proposed

A radical increase in the minimum wage from the current \$4.25 an hour to \$6.50 has been proposed by Rep. Martin Sabo (D-Minn.), who said the paltry 50 cents per hour raise proposed by the Clinton administration is not nearly enough. Labor Secretary Robert Reich says the 50 cent increase could be accomplished without costing jobs.

"If someone is working full time, they shouldn't have to depend on public support for basic food and housing," Sabo said. Apparently, he didn't consider how many more workers would have to be on unemployment compensation if his job-killing proposal were enacted.

Farmers are Like Everyone on Health Care Views

A survey of farm owners and operators found them to be about like other segments of the population in their views on health care services and costs, according to the daily *Sparks Companies Report*. Among results of the survey, 30 percent of the respondents would pay more taxes to help finance health care for all Americans, but two-thirds don't think the government should require employers to pay for health care for all employees.

About 2 percent think the government can do the best job on health care, while one out of three think the private sector alone can do it better. A top priority with respondents was an IRA-type health care account from which individuals can set money aside for medical costs. Most also would trade lower premiums for higher out-of-pocket costs.

USDA Takes Close Look at Chemical Use

The USDA is preparing to survey some 8,000 of the nation's fruit growers to learn how they use fertilizers and pesticides. USDA Statistician, Sam Rives, says the survey is the second of its kind and is crucial to the department's pesticide data program. An earlier survey concluded that more and better data is needed before reasonable programs to reduce pesticide use can be soundly developed.

Rives said the improved data base will help the department in such areas as food safety, environmental quality and pesticide regulation.

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Editorial: Dennis Rudat, Editor and Business Manager. Staff Contributors: Mike Rogers; Connie Lawson; Donna Wilber; Henry Huisjen.

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National Biological Survey

MFB POSITION

Farm Bureau opposes H.R. 1845 because it could be used as a tool to restrict private property rights and accomplish federal land use planning.

MFB CONTACT

Al Almy, Ext. 2040

H.R. 1845 would authorize a national biological survey proposed by President Clinton on Earth Day, earlier this year. It is also strongly supported by Secretary of the Interior Department Bruce Babbitt.

The legislation would result in all private and public land within the United States being surveyed by the Interior Department to identify all "biological resources." Farm Bureau is concerned that data collected from the survey will be used by government agencies to restrict the use of private property in order to save or preserve the biological resources found on the property.

During consideration of H.R. 1845 by the U.S. House of Representatives, two important amendments supported by Farm Bureau were offered. The first amendment required persons conducting the survey to obtain written permission before entering private property and that all data collected be available to the landowner at no cost. The amendment was adopted on a vote of 309 to 115.

The second amendment would prohibit the use of volunteers to conduct the survey. The amendment was adopted on a vote of 217 to 212. H.R. 1845 is now pending on the House floor for a final vote.

Personal Property Tax Exemption

MFB POSITION

Farm Bureau's position is that the handling equipment has been exempt all along and should not be taxed as personal property.

MFB CONTACT

Ron Nelson, Ext. 2043

H.B. 4833, sponsored by Rep. Dan Gustafson (R - Williamston), was introduced to clarify and continue agriculture's personal property tax exemption, specifically targeted to agricultural handling equipment for fruits and vegetables. The commodity being handled would have to be grown in Michigan, primarily by the owner/operator of the equipment.

Additional concerns have been raised by the Senate dealing with the impact on cooperatives and the clarity of the language. As a result of that discussion and several meetings, new language has been drafted. The bill has been reported out of the House and is currently in the Senate Finance Committee.

Amendment to the Animal Industry Act

MFB POSITION

Farm Bureau supports this bill.

MFB CONTACT

Ron Nelson, Ext. 2043

H.B. 5049, sponsored by Rep. Carl Gnodtke (R - Sawyer), would relax the requirements for brucellosis. The incidents of brucellosis in the state of Michigan have been effectively reduced to zero during the past several years. Rather than devoting time and money for monitoring and control, the Michigan Department of Agriculture would simply continue to monitor at slaughter and relax the requirements on the vaccination and testing of livestock within the state.

If cattle are imported from a state that does not have a disease-free status, testing and/or vaccination will be required. In addition, the regulations regarding blue tongue have been eliminated as there have been no clinical symptoms of blue tongue in the state. This bill is on the floor of the House.

No-Fault Automobile Insurance Reform

MFB POSITION

MFB supports this new law which would reduce auto insurance premiums by limiting lawsuits, allowing purchasers coverage choice and controlling medical costs.

MFB CONTACT

Darcy Cypher, Ext. 2048

H.B. 4156, which reforms Michigan's automobile insurance law, has been signed by Gov. Engler for quite some time now. Since the bill was not granted immediate effect, changes won't be made until April 1994, leaving consumers without rate relief until Aug. 1994.

Even though a petition to reverse the no-fault reforms has not yet been filed, the Michigan Trial Lawyers have stated that they will proceed with a referendum to reverse the new law. If this petition drive is successful, the law would be delayed until after this issue is voted on in the Nov. 1994 election.

Privatize Work Comp State Accident Fund

MFB POSITION

MFB supported privatization of the state-run insurer.

MFB CONTACT

Darcy Cypher, Ext. 2048

A package of senate bills, sponsored by Sen. Paul Wartner (R-Portage), to privatize Michigan's Work Comp State Accident Fund are on their way to the governor's desk. The bills would allow the State Accident Fund to be transferred to private ownership and cease state operation. The bills will become effective on April 1, 1994.

Many Democrats opposed the move toward privatization, stating that private market ownership would result in increased insurance costs. Some have asked for an investigation of the governor's actions in this effort.

Power Line Height

MFB POSITION

MFB is currently seeking amendments to address several concerns.

MFB CONTACT

Ron Nelson, Ext. 2043

S.B. 664, sponsored by Sen. George McManus (R - Traverse City), would lower the current power line minimum height of 22 feet to 18 feet. The National Electrical Code only requires an 18 foot height, but current Michigan law requires 22 feet.

With the height of farm equipment ranging up to approximately 18 feet, it was determined that the bill had the potential for creating major conflicts with the movement of farm equipment.

Further complicating the issue is the fact that other lines (i.e., telephone, cable TV) are often attached to electrical utility poles below the existing power supply lines. Amendments are being prepared to address the agricultural concerns which would allow implements of husbandry to operate in the area or below the power lines. This bill is currently in the Senate Committee on Technology & Energy.

Avian Composting

MFB POSITION

Farm Bureau supports H.B. 4755

MFB CONTACT

Ron Nelson, Ext. 2043

H.B. 4755, sponsored by Rep. Robert Bender (R - Middleville), would legalize the composting of dead poultry by utilizing manure and technology. Language was added to the bill clarifying that any one currently composting poultry under the direction of the Michigan Department of Agriculture and Michigan State University could continue with that activity until rules were promulgated.

New facilities could begin composting with the approval of the department, providing that they followed the guidelines from Michigan State University. This bill has passed the House and has been reported out of the Senate Ag Committee, and will be before the full Senate soon.

Governor Engler's Plan to Reform Michigan Schools

The governor's plan embraces three major concepts which are to empower children, empower families, and empower teachers.

A. Empower Kids.

In terms of public policy, this means the following:

1. Achieve National Education Goals;
2. Double funding of early childhood education;
3. World-class core curriculum;
4. Endorsed diplomas to indicate those subjects in which a student has achieved mastery;
5. Michigan Education Warranty.

B. Empower Families

1. Choice. (The local school district will no longer have the right to compel children to attend only those schools in the district. However, no school district will be required to admit students who live outside its boundaries.)

2. Charter Public Schools. (A charter school is a public school which is organized by parents, teachers, a university, a community college, or any non-profit organization and staffed by certificated teachers. The academic goals and operating procedures of a charter school would be spelled out in the "charter." A charter may be granted by any public body such as the State Board of Education, a local board of education, a city council, a county executive, or a department of state government.)

3. Foundation Grant. (Each child will be given a minimum foundation grant of \$4,500 that follows the child to the school they choose to attend.)

4. Student Education Bank Account. (Each fall parents will see the total state education dollars being spent on their children. If a parent chooses a school that costs less than the minimum foundation grant, they can "bank" the difference and apply that money to tutoring or summer schooling. If a high school student finishes

high school requirements by the end of 11th grade, he/she can use the senior year money to offset the cost of tuition at a technical school or university.)

5. Report Card. (A building by building report card that evaluates school performance with information such as test scores, staff-to-pupil ratios, salary levels, etc.)

C. Empower Teachers

Gov. Engler proposes to allow teachers to start their own charter schools and empower them to maintain order and discipline in their classroom. No public school teacher will be compelled to be in the union to teach in the classroom.

The governor's plan for school finance reform would be paid for by:

- A .5 percent increase in the Single Business Tax;
- A 4 percent real estate transfer tax;
- A 16 mill statewide non-homeowner property tax;
- A 2 percent sales tax increase which voters will be asked to approve in a special election early next year;
- An increase in cigarette and other tobacco taxes.

Status: Legislation to implement the governor's plan is expected to be introduced soon. The Senate has appointed a Select Committee on Education Reform and a Select Committee on Education Finance to consider the plan. The House Education and House Taxation committees have scheduled several meetings. They intend to begin voting on the bills by the end of October.

MFB POSITION: MFB supports the concepts of Gov. Engler's plan on education reform. Farm Bureau will review each bill as introduced for its impact on agriculture and Farm Bureau members.

MFB CONTACT: Vicki Pontz, Ext. 2046

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

Weather

A troughing pattern over the Great Lakes region persisted during much of early October, causing temperatures to continue well below normal. Since mid-September, mean temperatures generally averaged from three to as much as eight degrees F below normal across the state.

The cool temperatures continued to keep grain drydown rates at lower than usual values. Fortunately, precipitation for the same time period ranged from near normal in western sections of the state to below normal elsewhere. The temporary break in heavier than normal rainfall allowed fall harvest activity to accelerate in some areas, while wet soils continued to slow fieldwork in other areas.

Widespread freezing minimum temperatures during the first week of the month ended vegetative growth in all but a few sheltered locations in the extreme south. These freezes, the first of the season in most sections, generally occurred near or earlier than the climatological normals.

Few changes in the overall jet stream pattern are expected any time soon. The National Weather Service 30-day (for mid-

9/15/93 to 10/15/93	Temperature		Growing Degree Days		Precipitation	
	Observed Mean	Dev. From Normal	Actual Accum.	Normal Accum.	Actual (inch.)	Normal (inch.)
Alpena	47.2	-5.3	1964	2115	1.24	3.12
Bad Axe	48.8	-7.6	2284	2568	2.41	2.77
Detroit	54.8	-3.0	3059	2808	2.69	2.55
Escanaba	48.2	-4.2	1752	1668	1.55	3.07
Flint	50.8	-5.2	2594	2808	2.41	2.55
Grand Rapids	51.7	-4.1	2604	2868	3.45	3.44
Houghton	45.2	-5.2	1591	1911	1.45	2.94
Houghton Lake	48.5	-4.7	2156	2115	1.12	3.12
Jackson	51.8	-6.1	2604	2788	2.20	2.95
Lansing	51.5	-4.6	2589	2788	2.73	2.95
Marquette	45.3	-3.3	1624	1911	3.63	2.94
Muskegon	51.7	-4.6	2566	2440	2.96	3.21
Pellston	47.8	-3.2	1925	2194	2.16	3.38
Saginaw	51.1	-5.5	2538	2568	1.39	2.77
Sault Ste. Marie	44.8	-5.5	1472	1668	3.57	3.07
South Bend	54.5	-3.8	2961	2868	3.51	3.44
Traverse City	51.1	-4.5	2262	2194	2.02	3.38
Vestaburg	48.0	-8.2	2195	2516	1.35	3.11

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

October through mid-November) and 90-day (for October through December) both call for a continuation of cooler than normal weather across the state.

Precipitation during the 30-day period is expected to remain at normal levels while heavier than normal totals are projected for the 90-day seasonal period.

Heavy Mid-October Rains Brings Harvest to a Halt Across Michigan

Dry weather and hard frosts, complete with sunshine during the first two weeks of October, gave harvest and wheat planting a badly needed shot in the arm.

Heavy rains Oct. 16, however, brought harvest activity to a stop and moved many farmers from the fields to the farm shop, with several locations reporting rainfall totals as high as 4-1/2 inches. Soil moisture levels are currently rated 0 percent short, 90 percent adequate, and 10 percent surplus, according to the Michigan Agricultural Statistics Service.

Corn was reported 70 percent mature as of Oct. 19, compared to the five-year average of 80 percent. With 10 percent of the crop harvested, yields were reported good.

Moisture levels were still surprisingly high. Nearly 75 percent of the corn crop was rated good to excellent. Corn silage harvest was reported 80 percent complete.

Soybeans had advanced to 90 percent mature, slightly ahead of the 85 percent five-year average. Approximately 40 percent of the crop was reported harvested, with crop condition rated at 75 percent good to excellent.

Dry beans were 90 percent harvested, 5 percent ahead of last year and the five-year average. The crop was rated 60 percent good to excellent.

Potato harvest was 80 percent complete, 5 percent behind normal. Thirty percent of the sugar beet crop was harvested, 5 percent ahead of the five-year average. Winter wheat seeding advanced to 75 percent complete.

Late variety apple harvest was continuing. Concord grape harvest in the southwest was expected to be complete by late October.

Good sugar beet harvesting weather often means waiting in lines. Below drivers wait to unload beets at the Carrollton Pioneer Sugar Plant's piling grounds.



October Fruit Forecast Shows Reduced Yields

The Oct. 1 forecast of grape production was 53,000 tons, 13 percent above the 1992 crop, according to the Federal/State Michigan Agricultural Statistics Service. That estimate was down 2,000 tons from Sept. 1. If realized, the yield would be 4.8 tons per acre. The Niagaras were harvested Sept. 15-21. Concord harvesting began Sept. 27, eight days behind schedule. Recent deliveries of Concord grapes have had Brix contents well above the 14.7 percent minimum. The U.S. grape forecast was 5.61 million tons, down 7 percent from 1992. Five million tons were in California. Output in New York and Pennsylvania was forecast at 185,000 tons, down from 258,000 tons a year ago.

Michigan plum-prune production was estimated at 6,000 tons, 75 percent of last year's output. The yield estimate was 2.5 tons per acre. Crop quality was poor. The four-state plum-prune production forecast was 30,000 tons, down from 38,100 tons in 1992.

State apple output was pegged at 1.0 billion pounds, down 7 percent from 1992. If realized, the yield would be 18,500 pounds per acre. Harvest was delayed by wet, cool weather. Empires, Golden Delicious, Jonathans and Red Delicious are still being picked. The quality and size of Michigan apples has been excellent. The national apple estimate of 10.5 billion pounds was down 200 million pounds from a year ago.

Michigan Crop Production Prospects Good

September weather conditions were generally cool and wet across Michigan, however, crop development is near normal and well ahead of last year, according to the Federal/State Michigan Agricultural Statistics Service. Frost covered most of the state on Sept. 29 and 30, but only limited damage to field crops was reported. Yields and quality of crops still look good to excellent.

Statewide, corn yield is forecast at 110 bushels per acre, unchanged from September, but five bushels above last year's frost damaged crop. Total production, at 242 million bushels, is virtually unchanged from the previous year.

Soybean yield remains at 36 bushels per acre, three bushels more than 1992 and just two bushels below the record yields of 1990 and 91. Total production is up 8 percent from a year ago, to 51.5 million bushels.

Dry bean yield is projected at 1,600 pounds per acre, 350 pounds higher than 1992. This puts production of 6.1 million cwt., 57 percent above last year.

Sugar beet yield dropped a half ton from last month, to 18.0 tons per acre, as harvest gets underway. The alfalfa hay yield of 4.2 tons per acre, if realized, would be a new record yield. All yield and production forecasts are based on conditions as of Oct. 1.

Michigan and Major Commodity Area Extended Weather Outlook

T - Temp.	10/30 ... 11/15	10/30 ... 12/31
P - Precip.	T.....P	T.....P
Michigan	B.....A	B.....A
W. Corn Belt	N.....A	N.....A
E. Corn Belt	N.....N	N.....A
Wint. Wheat Belt	N.....A	B.....A
Spr. Wheat Belt	N.....N	B.....N/A
Pac. NW Wheat	N.....N	N.....N
Delta	N.....A	N.....N
Southeast	N.....A	A.....A
San Joaquin	N.....N	A.....N

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

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Employer Manual on New Worker Protection Standard for Agriculture Workers Available

Copies of the 149-page EPA manual, "The Worker Protection Standard For Agricultural Pesticides: How To Comply -- What Employers Need To Know," have been printed and are now available.

The worker protection standard is a regulation issued by EPA in 1992 and covers pesticides that are used in the production of agricultural plants on farms, forests, nurseries and greenhouses. The regulation requires employers to take steps to reduce the risk of pesticide-related illness and injury.

Persons who need to comply with the provisions in the manual include the following:

- A manager or owner of a farm, forest, nursery or greenhouses.
- A labor contractor for farm, forest, nursery, or greenhouses.
- A custom pesticide applicator or independent crop consultant hired by a farm, forest, nursery or greenhouse operator.

After April 15, 1994, all requirements of the worker protection standard are in effect.



To order a copy, contact the Government Printing Office (GPO) at 202-783-3238 and request publication number 055-000-00442-1.

Local Cooperative Extension Service offices, state pesticide regulatory offices and EPA regional offices may also have available copies.

MDA List Misrepresented **5** (continued from page 1)

"We are required, under the Freedom of Information Act, to provide people with lists of licensees, permit holders or whatever else we may have on the computer, provided that they're requested and paid for," McCarthy said. "But hopefully, by removing our letterhead from the lists, people won't attempt to misrepresent themselves to our farmer clients as MDA representatives."

McCarthy said that although the would-be insurance salesman doesn't necessarily say he is with MDA, he does show the list in a way that would lead farmers to believe that he is. "The salesman doesn't correct that impression either, unless he's pressed to do so," McCarthy said.

"We want to dispel anything that might be going on and let people know that there might be folks out there with a list of names that says MDA Dairy Products Division on it," McCarthy cautioned. "But those people certainly do not represent MDA. If need be, farmers should ask for identification - all of our on-farm inspectors are required to carry official identification."

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Bancroft	Gerald Cole	517-634-5212
Belding	Jerry Gallagher	616-761-3243
Birch Run	Con Agra Berger & Co.	517-624-9321
Blissfield	M.A.C.	517-486-2171
Breckenridge	B&W Co-Op	517-842-3104
Carson City	Harvey Milling Company	517-584-3466
Conklin	Arends Farm Service	616-899-2136
Constantine	Ron Weston	616-435-8219
Corunna	Clyde McLosky	517-743-3633
Diamondale	John Oakley	517-646-0629
Dorr	Dorr Farm Products	616-681-9570
Dowagiac	Harold Grabemeyer	616-782-8744
Dowagiac	Joe Van Tuyle	616-782-8275
Freeland	Con Agra Berger & Co.	517-695-2521
Homer	Tri-County Agra Services	517-542-3196
Lake Odessa	Mark Erickson	616-374-8538
Mason	R & S Crop Service	517-628-2036
Merrill	Con Agra Berger & Co.	517-643-7293
Middleton	M.A.C.	517-236-7263
Minden City	Eugene Briolat	517-658-8330
Monroe	Calvin Smith	313-269-2710
New Lothrop	Anderson Fertilizer Services, Inc.	313-638-5868
New Lothrop	Bob Hajek	313-638-5281
Owosso	Anderson Fertilizer Services, Inc.	517-723-5205
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Market Outlook...

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

CORN

It appears the U.S. corn harvested this fall will be less than 7 billion bushels, down over 26 percent from last year's record 9.5 billion bushel crop. On Oct. 12, the USDA released their latest estimate of the 1993 corn crop, 6.962 billion bushels. This is down 267 million bushels from the September estimate.

This will come from 63.1 million harvested acres and a yield of 110.3 bushels per acre, down from the previous estimate of 113.1 bushels per acre. Michigan corn yield was estimated at 110 bushels per acre.

The USDA also released its updated Supply/Demand Balance Sheet for corn (see Table 1). The update not only included the new production information, but also included the information from the latest Stocks Report discussed in the previous issue.

The combined effect of less ending stocks than previously expected and lower production estimates lowered the total expected supply for 1993-94 by 300 million bushels from the September estimate, and is 1.5 billion bushels below 1992-93 supply.

On the demand side, it appears use will be down this marketing year, but not as much as supply. As seen below, the USDA has cut expected feed use this year over 200 million bushels. There are several reasons for this lower figure. One is that hog numbers are expected to be lower.

Another reason is that producers tend to feed less at higher prices. They also tend to feed a little more wheat. Some would also argue that with the low test weights over much of the country last year, it took more corn to get the same weight gains.

Exports are expected to be weak, due to a good crop elsewhere in the world and slow economic growth worldwide. In fact, for the first time in my memory, exports will be lower than food, seed and industrial uses. This not only shows the weakness in ex-

Seasonal Commodity Price Trends

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

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

ports, but shows the strength in industrial growth, primarily HFCS (sugar substitute) and ethanol.

In total, use is expected to be down close to a half billion bushels. But with supply being down 1.5 billion, endings are still decreased over a billion bushels, about 50 percent. Ending stocks as a percent of use are expected to be 13.6 percent.

While this is not real tight, it is positive for prices, especially for next year, where any weather scare should give us some pricing opportunities.

These fundamentals would suggest an annual average price of around \$2.40 per bushel, with harvest prices 10-15 cents lower, not far from where we are at.

Strategy:

Should we consider storing some portion of our corn crop? Using on-farm storage, the answer is yes. Using off-farm storage, the answer is less clear, depending on elevator storage rates.

The reasons to consider storing on-farm are a relatively wide basis being offered and the fact that spreads between futures contracts show the market will pay storage. Another is looking at the return elevators are paying for you to hold just until January. These are not guarantees, but are strong indicators.

WHEAT

The USDA also lowered its estimate for wheat production, with small decreases for most types and a 56 million bushel decrease in hard red spring. It now appears we will produce less total wheat than last year.

However, the report was not all positive. At the same time the supply estimate went down, the use estimates were also adjusted downwards.

The biggest adjustment was the amount of wheat fed in the 1993-94 wheat marketing year which goes from June 1 to May 31. This number was lowered 50 million bushels.

The reason it was lowered at this point is most of the wheat is fed in the summer and

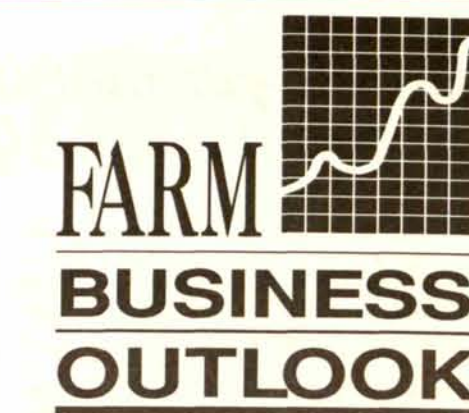
SOYBEANS

The October USDA 1993 soybean estimate was lowered only 18 million bushels from the September estimate. The question is, is this correct or will there be a fairly large correction in the November estimate like there was for corn in the October estimate?

This is not a question of the quality of the USDA survey, but rather a question of whether there will be new information on the size of the crop after the survey was done which will show up in the next report.

Table 3 shows the latest Supply/Demand Report for soybeans. Total supply is down 280 million bushels, 11 percent, from last year. Total use is expected to be down 9 percent. The biggest decrease in use is caused by the expected decrease in exports.

At this point, exports are running way behind year ago levels. And, due to large crops expected to be planted in South America, U.S. exports are not expected to catch back up to last year's levels.



the last stocks report indicated how much had disappeared over the summer months.

Strategy:

As can be seen in Table 2, ending stocks as a percent of use is larger than last year. Fundamentals would indicate the annual average price will be a little under \$3.00/bu., near where they are now.

While there is a chance for a rally along with corn and/or soys, there is also a chance for a decrease. At this point, the basis may be a little on the wide side but the futures are not paying storage.

However, because supply decreased more than use, ending stocks decreased, and with ending stocks as a percent of use being only 10.3 percent, projected stocks are fairly tight.

Strategy:

Fundamentally, this figure would indicate an annual average price of about \$6.25/bu. which would mean a harvest price of about \$6. At this writing we are about \$0.25 lower. While I probably would not bet the whole crop on it, the upside potential is probably greater than the downside risk.

There are a couple of other factors which suggest considering on-farm storage. They include the fairly wide basis being offered and the spreads between futures months being enough to pay for on-farm storage.

Also, one would expect at least one weather scare from South America. However, if any of these factors change, i.e., price rally, tightening of basis and spreads, be ready to price.

Table 1
Supply/Demand
Balance Sheet For
CORN

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
Corn Acreage (Million Acres)			
Acres Set-Aside and Diverted	4.7	3.5	7.0
Acres Planted	76.0	79.3	73.7
Acres Harvested	68.8	72.1	63.1
Bu./A. Harvested	108.6	131.4	110.3
Stocks (Million Bushels)			
Beg. Stocks	1521	1100	2113
Production	7475	9479	6962
Imports	20	6	10
Total Supply	9,016	10,585	9,085
Use:			
Feed	4878	5288	5050
Food/Seed	1454	1510	1550
Total Domestic	6332	6797	6600
Exports	1584	1675	1400
Total Use	7916	8472	8000
Ending Stocks	1100	2113	1085
Ending Stocks Percent of Use	13.9%	24.9%	13.6%
Regular Loan Rate	\$1.62	\$1.72	\$1.72
U.S. Season Average			
Farm Price, \$/Bu.	\$2.37	\$2.07	\$2.40

Source: USDA & Hilker

Table 2
Supply/Demand
Balance Sheet For
WHEAT

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
Wheat Acreage (Million Acres)			
Acres Set-Aside and Diverted	10.0	3.5	0.5
Acres Planted	69.9	72.3	72.1
Acres Harvested	57.7	62.4	63.0
Bu./A. Harvested	34.3	39.4	38.4
Stocks (Million Bushels)			
Beg. Stocks	866	472	529
Production	1981	2459	2422
Imports	41	70	75
Total Supply	2888	3001	3026
Use:			
Food	789	830	835
Seed	94	93	94
Feed	253	195	275
Total Domestic	1136	1118	1204
Exports	1280	1354	1125
Total Use	2416	2472	2329
Ending Stocks	472	529	697
Ending Stocks Percent of Use	19.5%	21.4%	29.9%
Regular Loan Rate	\$2.04	\$2.21	\$2.45
U.S. Season Average			
Farm Price, \$/Bu.	\$3.00	\$3.24	\$2.90

Source: USDA & Hilker

Table 3
Supply/Demand
Balance Sheet For
SOYBEANS

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
Soybean Acreage (Million Acres)			
Acres Planted	59.2	59.3	59.5
Acres Harvested	58.0	58.4	56.0
Bu./Harvested Acre	34.2	37.6	33.7
Stocks (Million Bushels)			
Beg. Stocks	329	278	292
Production	1987	2188	1891
Imports	3	2	5
Total Supply	2319	2468	2188
Use:			
Crushings	1254	1279	1235
Exports	685	775	640
Seed, Feed and Residuals	102	112	108
Total Use	2041	2176	1983
Ending Stocks	278	292	205
Ending Stocks, Percent of Use	13.6%	13.3%	10.3%
Regular Loan Rate	\$5.02	\$5.02	5.02
U.S. Season Average			
Farm Price, \$/Bu.	\$5.58	\$5.50	\$6.25

Source: USDA & Hilker

7 Negotiating Dairy Building Lease Prices

Sherrill B. Nott, Ph.D.
MSU Department of Agricultural Economics

Dairy farmers who sell their herds often keep their barns and milking equipment. Becoming a landlord and cash renting the old buildings to another farmer for a few years is an alternative.

Consider the upper and lower limits within which price negotiations might start. The landlord would like rents that exceed the returns from selling the buildings. But, once the decision has been made not to sell, even a small amount of rent may be better than nothing.

The landlord might even rent the barn for nothing, assuming other conditions are met. For example, if barns exist with desirable open land, the cropland is sometimes rented at the going rate per acre and the barns thrown in free. However, barns capable of housing livestock are worth something.

The tenant would like to pay nothing. At the upper limit, there is always the option of buying an existing barn, or of buying land and constructing a system.

If the rental price approaches the cash flow needed to buy or build, the future tenant would likely choose to become an owner. For both the landlord and the tenant, dairy buildings for sale as well as the cost of building new ones will indirectly set the upper limit on rents.

Factors to Consider in Establishing a Fair Rental Amount

Depreciation

A landlord would like to charge enough rent to cover depreciation. However, if the barns are already there, it is a sunk cost regardless of whether they are rented out. As long as major repairs could be avoided in the future, a landlord might make the barns available without any contribution to depreciation. If the tenant chose to build a new barn instead of renting, depreciation would be a major expense item from the very beginning.

Depreciation can be defined as the income tax deduction, or as the amount by which the market value of buildings erode. Landlords and tenants have a lot of flexibility in how they view depreciation. It may cause them to have quite different estimations of rent amounts.

Interest

If the landlord has pledged the farmstead as collateral for a loan, interest would be a cash cost. If no loans are outstanding, interest is a non-cash cost. If a loan did exist, a landlord would bargain hard to collect enough rent to make the interest and principal payments.

The principal payments might be thought of as the depreciation portion of the rent income. The landlord's records should have the loan payment levels and whether the buildings are collateral. Whether to provide this information to the future tenant may be a bargaining point.

By renting, the future tenant is avoiding the commitment to pay loans for buying buildings. When considering a rental deal, a future tenant should have an idea of what the investment level would be for a comparable set of facilities.

From this, one could calculate both the depreciation and the interest levels needed by such an investment. These levels become one of the tools in judging a landlord's offer.

Repairs

The rental contract should say who pays for which repairs. Perhaps there can be an agreement on what are major structural

Farmers trying to get started in the dairy business often do not have enough capital to purchase the buildings they want. Becoming a tenant can reduce the investment capital they need. A rental arrangement might benefit both parties if they can negotiate a satisfactory price and acceptable contract clauses.



repairs, and what are recurring items. Tenants are often asked to pay for recurring repairs. The landlord may wish to retain the right of approving the quality of repair materials used.

Taxes

This is a cash cost landlords expect to recover. Like depreciation, though, if the barns are not rented out, the taxes will still have to be paid. Rent which will make at least some contribution towards taxes may be better than no rent at all.

Insurance

Due to the added risk exposure when leasing, landlords will likely insist rent be enough to cover insurance costs. Contract clauses may call for the tenant to carry their own insurance on the items they own, such as livestock and feed. The landlord's fire insurance may cover the building structure, but not the contents such as cows owned by the tenant.

Rent Amount

Milk income is received at least monthly. Hence, it is reasonable to expect rents for dairy facilities to be paid monthly. There will probably be a security deposit and at least the first month's rent to be paid when the contract is signed.

Other Contract Clauses to Consider

Electricity

In the spirit of having a tenant pay all variable costs, a separate electric meter should be installed, probably at the landlord's expense. The meter should cover all the facilities being rented.

The milking center and feed handling equipment use most of the electricity on a dairy farm. With a separate meter, there are no questions about the amount. However, someone has to pay for the extra meter to be installed. If the buildings are going to be rented for only a few months, it may not be worth the effort.

The electric rates charged may be greater on separate meters than for a single meter. Landlords and tenants may wish to bargain over handling the electrical situation once the power company's policies are known.

Water: Many dairy facilities rely on a water system driven from a nearby house. The tenant will want to ensure the water continues regardless of whether the house is occupied. In this situation, a separate electrical meter may not be supplying the water system.

Manure Handling

Manure handling is closely regulated in some areas. In these areas, the contract will likely state the tenant should abide by the

regulations. If rules do not exist, there may be a general clause saying the tenant is expected to adhere to generally accepted guidelines. The type of manure handling system and availability of land to the tenant will pretty much set what can be done.

Environmental Regulations

The contract may have a general clause saying the tenant must avoid spills of things such as petroleum products, pesticides and cleansers. Procedures for handling animal drugs will have to be met.

Landlords will not want to become liable for a tenant's carelessness. A future tenant will want to be sure the farmstead includes currently acceptable fuel handling storage tanks.

Tenants will not want to become a party to using a contaminated facility such as a leaky

FARM BUSINESS OUTLOOK

underground gas tank. Negotiations should ensure everyone knows the current rules being imposed by the government.

Help from Attorneys

The future landlord and tenant should negotiate until they can agree on the above topics. Few lawyers have the specialized knowledge of agriculture needed to efficiently aid the process prior to this point.

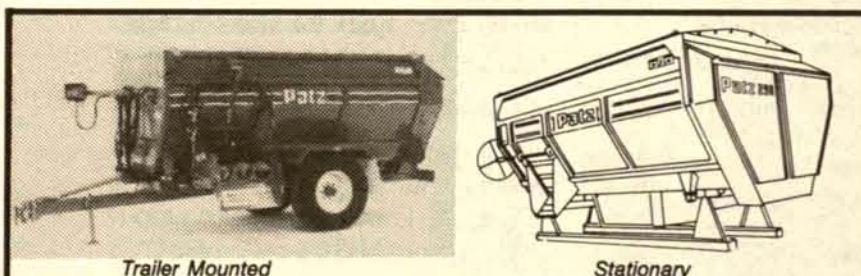
The plans, or a set of detailed notes, covering what is wanted, should then be taken to an attorney, probably one hired by the landlord. The attorney will develop a written lease stating the terms in a way that will be legally binding. Tenants may want their own attorney to review the contract before signing it.

Summary

Few dairy barns and parlors are rented. This prevents publishing any specific guidelines as to rent amount per cow or per farm. Each deal needs to be negotiated considering the situation that exists. These are some things around the topics of fixed costs to be considered as the bargaining takes place.

When the future landlord and future tenant feel they have things agreed between them, it is time for attorneys to finalize the contract.

(The full version of this article can be obtained from Dr. Sherrill Nott as Staff Paper No 93-38. Call (517) 353-4522.



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8 Make Plans for a Safe Harvest

Muddy fields. Cold weather. Long days. Machinery breakdowns. Fatigue. Frayed nerves.

They're all familiar hazards of harvest time each fall in Michigan, and knowing how to handle trouble properly can save you time, reduce the likelihood of injury, and even save a life.

Part of the preparation for harvest should include designating specific responsibilities to harvest workers if equipment becomes stuck.

"You can reduce downtime and consequent irrational activity if you make sure each person knows what aspect of the job he or she is to perform," says Howard Doss, agricultural safety specialist for the Cooperative Extension Service at Michigan State University.

"The number of people involved in getting the equipment unstuck should be kept to a minimum. Extra people often add to the exasperation of people trying to get the harvest going again," he said.



Use a heavy chain matched to the pulling power of the towing equipment. Information about the pulling capacity of a chain should be available where the chain is purchased.

Avoid using fiber ropes, nylon straps, or nylon ropes to pull stuck equipment. They can be hazardous because of their tremen-



From Farm Bureau Insurance

dous recoil and whipping action when they break.

When pulling, make sure the hitch is as low as possible between the two units. Attach the chain to the tractor drawbar only, and to a combine at points specifically intended for towing.

Pulling pressure should be gradual and consistent. Don't yank or jerk -- because doing so can flip a tractor or damage a harvester's undercarriage.

Mud is a hazard at harvest time. The most common disabling farm injuries are slips and falls. Keep platforms, steps, shoes, and the operator's cab free of mud.

If a harvester plugs, turn off all power. Use nothing softer than wood or metal to remove the plug.

"A harvester can take in a corn plant at the rate of 12 feet per second," Doss says. "If the operator is foolish enough to try to remove a plug while the power is on, an arm could be severed before that person even begins to react."

Never trust the equipment's hydraulic system when doing repair or maintenance. If a combine header breaks or plugs, block or lock out the header before doing any work. Falling headers can maim and kill.

Most important at harvest is the human factor. Beyond eight hours of work, a person's alertness and mental capacity begin to drop noticeably. And when working conditions are harsh, those capabilities slow more quickly.

You can reduce risk of fatigue-induced accidents by taking frequent 5- to 10-minute rest breaks that include nutritious, high-energy snacks. Trading jobs can also help reduce the risk of fatigue. And somebody should be designated to watch for signs of worker fatigue.

Remember: No crop is worth the price of a disabling accident that could permanently alter the future of the farm or the family that works there.

Food Prices in Japan are Something Else!

U.S. Ag Secretary Mike Espy bought his first \$5 apple in a Japanese market, but he was even more amazed to find that a melon sells for 21,000 yen (\$198) in a Tokyo supermarket, according to the USDA.

Espy, while on a two-week trade trip to the Orient, stopped in Japan, China and Hong Kong. He told Japanese trade officials that partially opening their rice market to imports will not be enough to meet the requirements of the current world trade talks.

About 3,000 turned out for a rally of Japanese farmers and farm cooperative officials in a Tokyo park to protest opening of the rice market. After a bad rice crop, the government has announced it will buy at least 200,000 tons of rice this year and perhaps more next year, but they have insisted that the condition is a temporary response to an emergency food situation and does not change the overall policy against importing rice.

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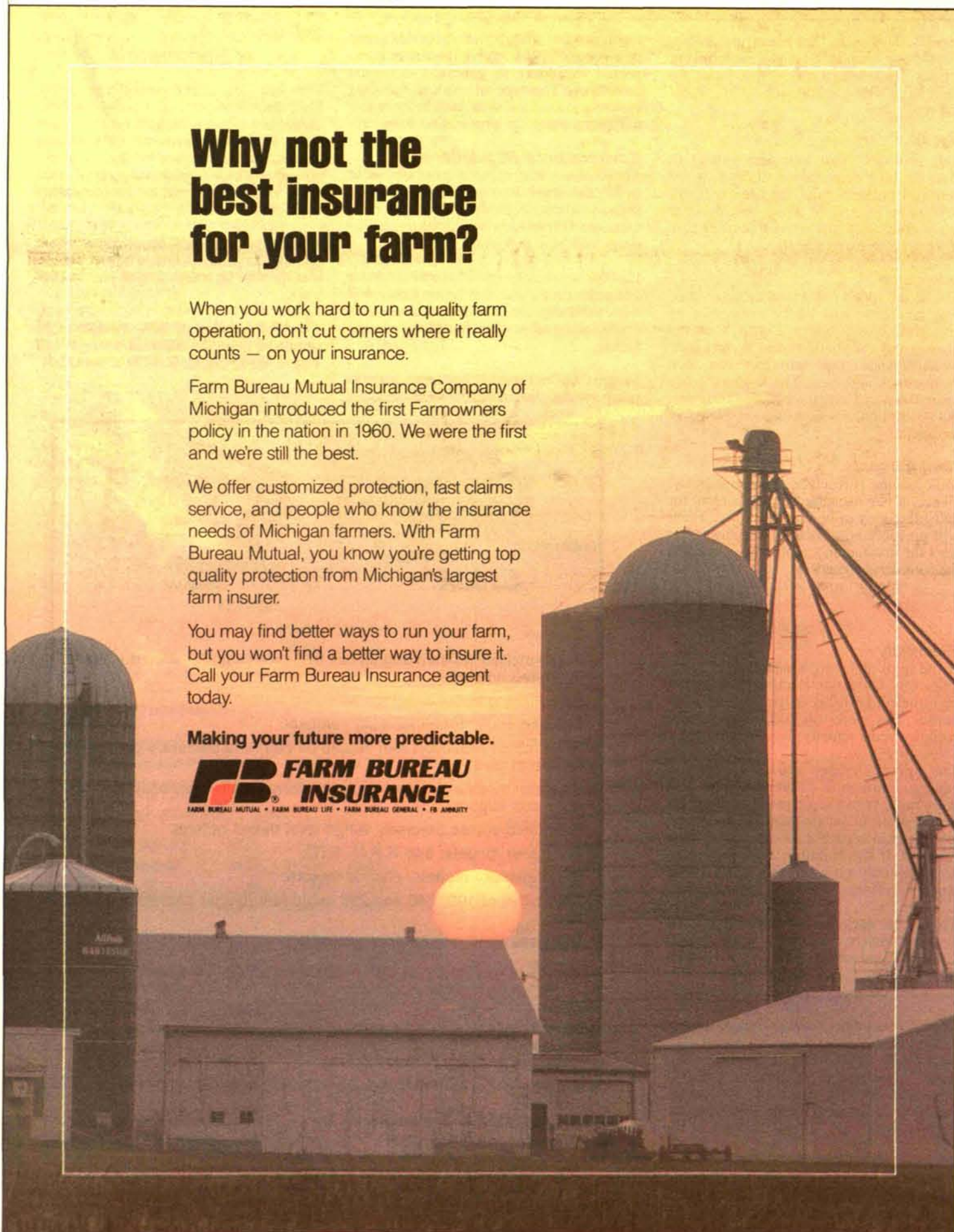
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USDA Seeks Proposals on Establishing a Red Tart Cherry Marketing Order

USDA is seeking additional proposals for a marketing order on red tart cherries.

An initial proposal was submitted by the Cherry Marketing Institute, a major industry organization, on behalf of interested cherry growers and processors. The group said that climatic factors cause the red tart cherry industry to suffer from severe swings in annual supplies. A central section of the CMI's proposal is volume control — a combination of processor owned reserve pools and on-tree or at-plant diversion (discarding) of cherries in years of excess production.

The proposal is designed to be national

evidence on how a proposed order could carry out the program objectives of the Agricultural Marketing Agreement Act, the legislation authorizing marketing orders.

Kenneth C. Clayton, acting administrator of USDA's Agricultural Marketing Service, said if evidence obtained through the hearing process favors issuance of a proposed order, it would be presented to all affected red tart cherry producers and processors in a referendum.

Written additional or alternative proposals should be submitted by Nov. 8 to the Docket Clerk, Marketing Order Administration Branch, Fruit and

Dairy Farmers Approve Continuation of National Dairy Promotion Program

Dairy farmers across the United States have voted to continue the Dairy Promotion and Research Order, according to the USDA. Voting was held in August, after USDA received petitions with over 16,000 signatures requesting a referendum on the future of the program, said Kenneth C. Clayton, acting administrator of USDA's Agricultural Marketing Service.

Under the Dairy and Tobacco Adjustment Act of 1983, USDA may call a referendum if it believes that sufficient question is raised as to whether the program meets its intended purpose. The continuation of the national dairy promotion pro-

gram cast 6,687 votes, or 8.6 percent of the eligible votes cast. Individual producers against continuing the program cast 21,477 votes, or 27.5 percent of the total.

All dairy farmers producing milk for commercial use during April 1993 were eligible to vote in the August referendum. For the program to continue, over half of those voting had to indicate their approval.

The Dairy Promotion and Research Order was established to implement a national program for the promotion of dairy products and nutrition education.

The dairy promotion program is financed by a 15 cent per hundredweight assessment of all milk produced in the 48 contiguous states and marketed commercially by dairy farmers. The program is administered by the Dairy Promotion and Research Board, comprised of 36 dairy producers appointed by the secretary of agriculture.

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Printed as a Supplement to the Oct. 30, 1993 Michigan Farm News

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ALLEGAN	Allegan County FB Office	616-673-8651
ALPENA	Erma Wyers	517-727-2357
ANTRIM	Marian Parsons	616-547-2043
ARENAC	Marvin Schwab	517-846-6100
BARRY	Tom Otto	616-795-3738
BAY	Kathy Fedak	517-879-2324
BENZIE	Bonnie Putney	616-352-4940
BERRIEN	Berrien County FB Office	616-473-4791
BRANCH	Audrey Strong	517-741-7353
CALHOUN	John Denning	616-965-7914
CASS	Cass County FB Office	616-445-3849
CHARLEVOIX	Irene Speltz	616-582-7538
CHEBOYGAN	Rose Roberson	616-627-2110
CHIPPEWA	Jilia Kronemeyer	906-647-7638
CLARE	Clare County FB Office	517-396-4424
CLINTON	Annette Devereaux	517-224-5286
COPPER COUNTRY - N	Cheryl Larson	906-523-4540
COPPER COUNTRY - S	Sandy Perttu	906-627-3827

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EATON	Patti Ellsworth	517-663-3948
EMMET	Linda Judey	616-347-2613
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GRATIOT	Bertha Davidson	517-681-5073
HIAWATHALAND	Barbara Coley	906-446-3508
HILLSDALE	Hillsdale County FB Office	517-437-2458
HURON	Huron County FB Office	517-269-9911
INGHAM	Ingham County FB Office	517-676-5578
IONIA	Ionia County FB Office	616-527-3960
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JACKSON	Phyllis Haven	517-569-2595
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KALKASKA	Alan McCool	616-258-9861
KENT - North	Brenda Heffron	616-794-2527
KENT - South	Gayle Kayser	616-891-1783
LAPEER	Lapeer County FB Office	313-864-4551
LENAWEE	Lynn McMunn	517-443-5717
LIVINGSTON	Livingston County FB Office	517-546-4920
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MACOMB	Macomb County FB Office	313-781-4241
MANISTEE	Rita Merkey	616-889-4851
MASON	Mason County FB Office	616-757-3833
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MENOMINEE	Mary Dobby	906-753-4616
MIDLAND	Lillian Aultman	517-465-1798
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MONROE	Monroe County FB Office	313-269-3275
MONTCALM	Bonnie Puffpuff	517-831-4038
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NEWAYGO	Bud Beeler	616-652-7264
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OAKLAND - North	Vernon Scott	313-628-5841
OAKLAND - South	Richard Foster	313-853-6131
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TUSCOLA	Tuscola County FB Office	517-673-4155
VAN BUREN	Van Buren County FB Office	616-657-5561
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the halls of Congress and in the Michigan Legislature, Farm Bureau is respected as the voice of agriculture. It's a grassroots organization with responsible legislative clout, powered by its members and guided by its farmer-developed policies. With over seven decades of experience in the legislative and regulatory arenas, you can count on Farm Bureau to get results!

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

10 NAFTA Vote Coming Down to the Wire

Comments from Michigan Ag for NAFTA Members

Michigan Milk Producers Association

MMPA supports congressional approval of NAFTA. International trade utilizes up to one-quarter of the total agricultural production in the U.S. We must continue to seek out opportunities to enhance the position of the U.S. farmers in the developing global economy.

We believe that NAFTA will create long-term growth opportunities for agriculture and specifically for U.S. dairy farmers. NAFTA could play a pivotal role in securing additional dairy product markets and producing a positive effect on returns to U.S. dairy farmers. Mexico's dairy industry does not meet that country's domestic demand for milk and dairy products.

Michigan Sheep Breeders Association

If the sheep industry is to continue to be a viable agricultural industry, we must find export markets. The Mexican people are interested in our products. Negotiations are being pursued to introduce fresh American lamb to Mexico's restaurant trade.

With a free trade agreement in place, movement of our purebred sheep to Mexico will be made easier. There is a tremendous demand for our breeding stock from Mexican producers.

If NAFTA is rejected, Mexico will turn to Australia and New Zealand for trade relationships. The sheep industry in Michigan and the U.S., is already a fragile industry. We cannot afford to let this opportunity slip by. For this reason, the Michigan Sheep Breeders Association is strongly encouraging Congress to approve NAFTA.

Michigan Apple Committee

The board of directors of the Michigan Apple Committee, at its October meeting, passed a resolution in support of NAFTA. The board believes the passage of NAFTA will be a positive step for the 1,400 apple growers of Michigan.

The Michigan Apple Committee, through a cooperative effort with its national organization, has received federal Market Promotion Program (MPP) funds for the development of the Mexican market. Use of these MPP funds will be restricted until we obtain entry approval from the Mexican government.

Although Michigan's application is pending, approval of NAFTA would accelerate the approval process. For example, NAFTA contains a Sanitary and Phytosanitary (S&P) agreement to help ensure that S&P standards are scientifically and not politically based.

Even if our state's apples are eventually approved for export by the Mexican government, there will be cumbersome inspection requirements that would be eliminated if NAFTA were approved and in place.

Already this season, several Michigan apple marketing organizations, representing Michigan growers, have had opportunities to ship apples to Mexico, but couldn't because of the complicated entry approval process.

North American Free Trade Agreement (NAFTA)

The North American Free Trade Agreement continues to receive attention by Congress. Hearings on the proposed agreement are being held. The hearings will result in recommendations being forwarded to President Clinton for consideration and possible inclusion in implementing legislation he will submit to Congress. It's expected the agreement will be formally submitted to Congress on Nov. 1. A final vote by Congress to ratify the agreement is expected on or about Nov. 17.

Overwhelming support for NAFTA among Michigan agricultural organizations is being expressed. It's estimated NAFTA will generate a \$20 to \$30 million increase in annual income to Michigan farmers when fully implemented. Except for a widespread crop disaster that doesn't affect Michigan, it is difficult to identify any likely event other than NAFTA in the next few years that would produce additional farm income of this magnitude.

MFB POSITION: Farm Bureau strongly supports NAFTA. It is a win-win-win issue for agriculture.

ACTION NEEDED: Members should contact their U.S. Representative and ask him/her to support ratification of NAFTA.

MFB CONTACT: Al Almy, Ext. 2040

Producer Comments on NAFTA



Bob Mayer of Branch County

On the next several pages you'll find verbatim comments from several Michigan producers on the NAFTA proposal, slated for a vote in mid-November.

Name: Bob Mayer, partner in Lynn Mayer Great Lakes Glads, Inc.

Farm Operation: 1,000 acres of gladiolas in Michigan, 500 acres of gladiolas in Mexico, additional 1,500 acres of corn, soybeans, navy beans, and seed corn. The operation is the largest grower gladiolas both in the United States and in Mexico. With the two combined, the operation is the largest gladiola producer in the world.

We've been growing glads down in Mexico now for three years now. What we've found is the cost of doing business in Mexico is considerably higher than what it is to grow here in Michigan.

Here in the United States, we have about 250 employees during the summer months. In Mexico we've got about 150 to 175 on board, but it's not like they're taking jobs away from our farm here, because we wouldn't be growing here in the winter time. You can't physically grow gladiolus under a greenhouse.

Our number one problem is abundance of land. There's only about 55 million tillable acres of farmland in Mexico. The United States grows more than 55 million acres of wheat alone. As far as your land costs, land costs for rental can run anywhere from \$300 an acre to \$1,000 an acre, depending on the region that you're in. Now, of course, you can find land that is cheaper, but then you have problems with your water source. Water is a very scarce natural resource down there.

Labor is cheaper, but productivity is terrible. A good example of this is last year,

we wanted to get a semi-load of flowers out by 4 o'clock in the afternoon. They get paid so much per day, anywhere from \$12 to \$15 a day, but they work eight hours. At the end of that eight hours, we were only half done loading the truck. We offered to double the pay for the day to \$30, if they'd stay two more hours.

Seventy-five percent of the people went home. They're very family oriented and motivated to spend time with their families. During holiday times, it's hard to get them to come to work.

Another big problem is the water. You're sharing wells a lot of times, unless you can buy a whole tract of land, which is very expensive, because the land is owned by certain factions of the government and certain large families and it is very pricey.

We found that we can grow a stem of glads here in Michigan for somewhere around 11.3 cents a stem and it costs us somewhere around 16.7 cents or higher per stem to grow it in Mexico. That's FOB the farm and then we have to ship it out of Mexico.

And your costs such as your fertilizer are a lot more expensive; herbicide costs are more expensive just because the products aren't down there. Your tractors are more expensive. Gasoline is more expensive. Telephones are really much more expensive, and the terrain is nothing like what we have here, at least in the region that we are in. We're growing on a lot of small tracts of land instead of large fields.

They do have technology. They've got John Deere combines down there and they have Valley Pivots and they've got a lot of the modern technology when it comes to machinery.

But when you're talking a small acreage, 55 million acres, it comes to a point where

Michigan State Grange

The Michigan State Grange supports ratification of the NAFTA treaty. We believe that NAFTA will be good not only for agriculture, but the overall economy as well.

Mexico is the U.S.'s third largest market for farm and food products. It's our largest major export growth market, with agricultural export to Mexico increasing 248 percent in just the last six years. The U.S. accounts for 75 percent of all agricultural products imported by Mexico.

For Michigan's farmers, NAFTA will be an important source of new income. USDA predicts that under NAFTA, the U.S. will substantially increase its exports of dairy, corn, cattle, soybeans, hogs, apples, dry beans, wheat, and potatoes to Mexico. These nine commodities represent 70 percent of Michigan's farm cash receipts.

Michigan Bean Commission

The Michigan Bean Commission has adopted a position of supporting NAFTA and favors its ratification.

While the Commission originally favored a "no position stance" and urged each commissioner to voice their private commitment upon further analysis of dry bean marketing and its future outlook with Mexico, the commission believes that dry bean production will be enhanced and there will be a favorable economic impact on prices and net income resulting from the increased export marketing.

The Commission, after much consideration, approved this position statement on NAFTA at its October meeting.

they must consider what they're going to do with that acreage. I don't see them growing corn and soybeans when they can import it from the United States.

The misconception is that all the American jobs are going to move to Mexico. We're down there right now. We've been down there for two years and nothing is stopping other countries from moving down to Mexico. You can buy Kellogg's Bran Flakes off of the shelves down there, Hershey's chocolate. You can buy a lot of American products, which are made in Mexico right now.

Not passing NAFTA isn't going to stop American companies from going down there. We can move down there right now if we want to. What you're seeing is that there's a lot of people down there that want American products. They perceive the American products as quality. However, other people are setting up shop there right now. If we're not going to be a trading partner with them, they'll do business elsewhere, and the American workers will be the ones to lose.

For agriculture, it's a win-win situation except for a few minor crops. Floriculture will take a hit and, I think, some of the minor vegetable crops and maybe some of the fruit industry may take a hit. I know the sugar people are worried a little bit. But an overall picture of agriculture, it's going to benefit all of agriculture in the long run.

What you'll tend to get, I think, is possibly for the consumer, a fresher product. Minor vegetable crops that are harder to get hold of at times can be grown down there.

When you look at the crops that are grown here, one of the industries I think will flourish the most is the apple industry. They do not grow good apples in Mexico and they love apples. To ship apples down there would just be incredible. It would be a great business.



11 MUSTFA Reforms Almost Final

MFB supports increased accountability in the MUSTFA program and the requirement for bid-letting on underground storage tank cleanups.



Legislation, including P.A. 132, S.B. 644, S.B. 645, and H.B. 4783, sponsored by Rep. Tom Alley (D-West Branch) and Sen. Vern Ehlers (R-Grand Rapids) make needed changes to the Michigan Underground Storage Tank Financial Assurance (MUSTFA) program.

Recently, the state distributed a \$50 million bond and is prepared to issue an additional \$50 million to expedite payments and eliminate the backlog of MUSTFA claims. Other significant changes to the program were also made including the following items.

Owner/Operator Deductible

The new system establishes a "co-pay" in lieu of the former \$10,000 deductible. The co-pay is now:

- (a) first release at a site - 10 percent of each work invoice, up to a maximum of \$15,000 of corrective action or indemnification costs
- (b) second release at the same site - 30 percent of each work invoice, up to a maximum of \$45,000
- (c) third release at the same site - no MUSTFA coverage.

Maximum MUSTFA Coverage for Corrective Action and Indemnification

- (a) For new or upgraded tank systems, the maximum reimbursement is:
For claims submitted by:
12/31/94...MUSTFA Cap...\$1,000,000

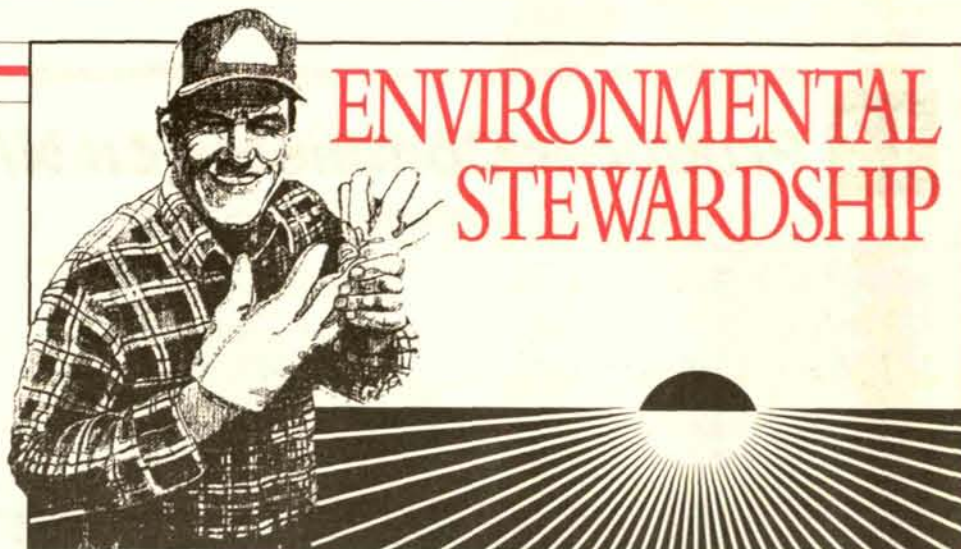
- 12/31/95...MUSTFA Cap...\$ 800,000
- 12/31/96...MUSTFA Cap...\$ 600,000
- 12/31/97...MUSTFA Cap...\$ 400,000
- 12/31/98...MUSTFA Cap...\$ 200,000

- (b) For tanks not upgraded:
Claims submitted by:
12/31/96...MUSTFA Cap...\$1,000,000
- 12/31/97...MUSTFA Cap...\$ 800,000
- 12/31/98...MUSTFA Cap...\$ 600,000

- (c) After 12/31/98: No MUSTFA coverage for any releases

These maximums will go into effect unless a study to be conducted by June 22, 1994, determines that private pollution insurance is not available at a reasonable cost.

If not available, the schedule of implementation may be delayed.



Oversight of the Cleanup Process Also Enacted

Consultants who meet special requirements must be hired by owners/operators, and the consultants must competitively bid key items in order to ensure that all work is "necessary and appropriate" and performed at "reasonable costs."

The state will audit the program with on-site inspectors to ensure that "preferred corrective action alternatives...are necessary and appropriate...and that work is performed in a cost-effective manner."

The state will develop a list of "qualified consultants" and will certify individuals as "UST professionals" under the new program.

Fraud to be Eliminated

Substantial fines and program disqualification will occur under new language intended to eliminate fraud and abuse in the MUSTFA system. False reports, mis-

representation and fraudulent practices will be felony violations.

Fire Marshal Changes to UST Program

The SPFM will require all UST installers to provide \$1 million in pollution liability insurance; will require 45 days notice prior to the installation of USTs in order to complete plan reviews; and will be required to conduct a study of all releases at new installations.

The DNR is required under the new program to develop an audit program and to assist owners and operators in expediting the cleanup paperwork.

P.A. 1 of 1993 extended the MUSTFA sunset and P.A. 132 allowed for the bonding of the MUSTFA fund.

S.B. 644, S.B. 645, and H.B. 4783 have passed the House and Senate and await the governor's signature. For more information, contact MFB Legislative Counsel, Vicki Pontz, Ext. 2046.

Michigan Hay Sellers List Being Compiled

Michigan Farm Bureau, the Michigan Hay and Forage Council, and the MSU Extension Service are jointly sponsoring the development of a Michigan hay sellers list for use within the state as well as flood and drought stricken areas of the country, according to MFB Commodity Activities and Research Division Director Ken Nye.

"Producers wishing to list hay for sale may obtain a listing form from their county Farm Bureau office or their county Extension office, or use the listing coupon on this page and mail it in," Nye said. "The listing is free and provided by the sponsoring agencies as a service to Michigan farmers, as well as out-

state farmers who are short of hay due to natural disaster this past growing season."

Listings should be mailed to the Osceola County Extension office, instead of phone calls to keep the information as accurate as possible and to keep the county phone line open to local clientele.

In years past, this listing was utilized strictly within the state. This year, however, copies of the Michigan Hay Sellers List will be sent to Wisconsin, Minnesota, Iowa, Missouri, Illinois, Tennessee, and South Carolina, all of which are in need of hay.

For more information, contact Nye at 1-800-292-2680, Ext. 2020.

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Michigan Hay Sellers List form

Name _____
 Address _____
 City _____ County _____ Zip _____
 Phone(____) _____ Best Time to Call: _____
 1st Cutting _____ 2nd Cutting _____ 3rd Cutting _____
 *Type of Bale: Small Square _____
 Big Round _____
 Other _____ Specify _____
 *Type of Hay (Alfalfa, Trefoil, Alfalfa/Grass, etc.) _____

*Asking Price Per Ton _____

Has a feed test of the hay been taken? Yes _____ No _____

Is Trucking Available? Yes _____ No _____

*This information must be provided to list hay in Wisconsin or Minnesota.

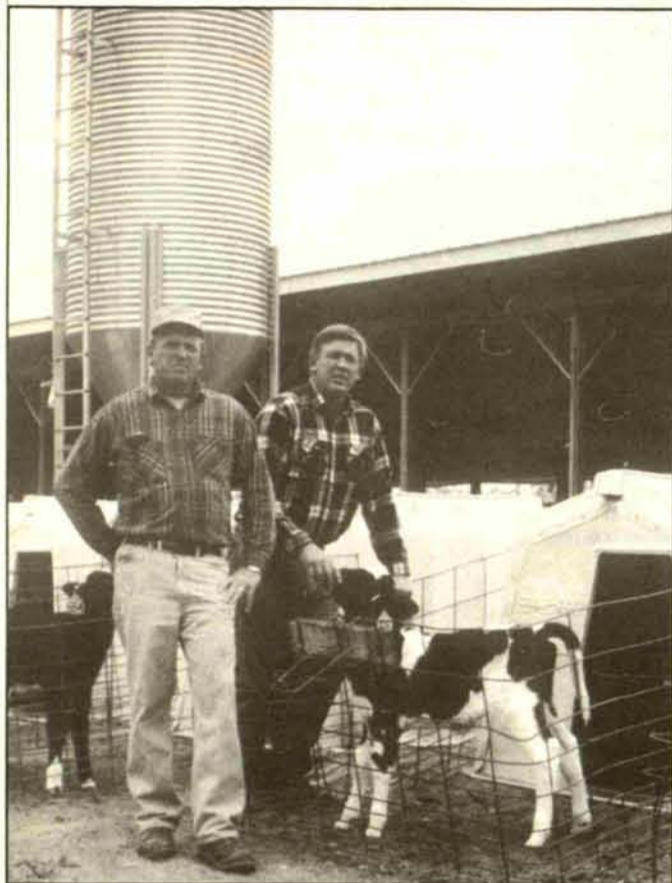
Mail to: Osceola County Extension Office
 P.O. Box 208
 Reed City, MI 49677

Sponsored by the Michigan Hay and Forage Council, Michigan Farm Bureau, and MSU Extension Service.

✂ Clip and Save!

12 Producer Comments on NAFTA

Ken (left) and Larry Nobis, Clinton County



Name: Larry Nobis, in partnership with brother Ken, in Nobis Dairy Farm.

Farm Operation: Operate a 560 cow herd dairy operation in addition to farming 1,400 acres.

I've read a number of studies from the USDA regarding the economic impact of NAFTA. For every major commodity, they're predicting an increase in trade with Mexico in particular, after the transition period with NAFTA. By the time it's in place, we can expect a substantial increase in trade.

It's a market that's there waiting to be filled, but at the present, there's the high tariffs and ungodly licensing requirements on some commodities and it probably isn't the total answer. It's not going to be 100 percent free trade, but it is a step in the right direction.

As an American farmer, I have confidence in myself and I have confidence in the American farmers. We're very competitive. We're very efficient and I don't think we should be afraid to compete with anyone. I think that there's a such a market out there that we want to get all barriers broken down so that we can have the ability to fill that market.

I think there's a lot of false statements being made by some of our elected officials. It's just hard for me to believe that we're going to lose jobs because of the NAFTA agreement. What we're seeing right now is foreign companies coming into the United States and building factories for producing their own cars here when they could have gone into Mexico and built their plants.

Again, I think we have a skilled work force here and if this work force is willing to compete, and if they are as skilled as what they say they are and if they're as efficient as what they say they are, I don't think they should worry about the low wages of Mexico.

Sure some of those real low paying jobs we may lose, but we're also going to increase the demand for some of our products that are going to be exported to Mexico. So I think it's going to be a win-win situation for the United States.

We know that Mexico is a growing economy and we also know that they're milk deficient, dairy deficient and I think USDA has said that there's a \$250 million export market waiting for us to fill down there if the NAFTA agreement is signed, which would be a boost to our dairy industry. It's the same with corn and other commodities. It's not going to make us rich overnight, but we need every little thing we can get.

If we can get rid of some surplus powder to Mexico, that's a lot better than having it sitting in the warehouse to haunt us at a later date. They're also talking six to 10 cent, per bushel increase for corn over the 10-15 year transition period, which might not seem like a lot, but again, every little bit helps.

What will happen if NAFTA isn't approved? I think that's anyone's guess. There's a lot of threats being thrown around. There's some thoughts that some other countries will step right in and form a trading agreement with Mexico, which I think is a real possibility. And if that happens, we may never be able to get our foot in the door down there. So, I think the time is right now and that we should be signing some type of an agreement.

NAME: Wil Lauer

Wil Lauer of Gratiot County

FARM OPERATION: 1,250 acres cash crop, raising sugar beets, corn, dry beans and soybeans

"The comment that I would share is that our experience of travelling down there to Mexico last November demonstrated to me that their population demand alone is tremendous and it's continuing to grow. It's not about to slow down. Based on our experience of their sugar consumption, we

know that they're going to be users of sugar."

"I believe their production potential can increase some through efficiencies, but as far as major expansion of production areas, they're limited. There may be small increases available from what we saw, but not any large amount because they're pretty well at the volume of acres available."



NAME: Stuart Reinbold

FARM OPERATION: 1,200 acres cash crop, raising sugar beets, corn, dry beans, soybeans and wheat.

"I've been a real strong supporter of NAFTA. Speaking for agriculture, I think we've got the grain industry, dry beans, corn and so on, and I don't see how NAFTA can do anything but help the economic situation for American agriculture as far as these commodities are concerned. There might be a problem with sugar possibly, but I don't think it warrants too much concern."

Stuart Reinbold of Saginaw County

I see a real positive growth potential for agriculture, especially where the dry-bean industry is concerned.

"I just don't think the Mexican ag industry is capable of flooding us with sugar, but I think the big potential in Mexico is the population increase. Looking down the road for consumption, I think there's just great possibilities."

"Mexico is currently our third largest importer of agricultural products. It's vital that we maintain that market, because if we don't, the European Community and South America will step in and take over that market. Once we've lost it, it's just going to be real tough to get that market back."



Serving Michigan Farm Families is Our Only Business

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

Station	City	Frequency	Morning Farm	Noon Farm
WABJ	Adrian	1490	5:45 am	11:50 am
WATZ	Alpena	1450	5:30 am	11:30 am
WTKA	Ann Arbor	1050	6:05 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor			12:30 pm
WKYO	Caro	1360	6:15 am	12:15 pm
WTVB	Coldwater	1590	5:45 am	***
WDOW	Dowagiac	1440	6:05 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	11:45 am
WBCH	Hastings	1220	6:15 am	12:30 pm
WCSR	Hillsdale	1340	6:45 am	12:45 pm
WHTC	Holland	1450		12:15 pm
WKZO	Kalamazoo	590	**	11:30 am
WJIM	Lansing	1240	5:05 am	11:50 am
WWGZ	Lapeer	1530	*	12:15 pm
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960		12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:05 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:20 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WCSY	South Haven	940		12:15 pm
WKJC	Tawas City	104.7		12:45 pm
WLKM	Three Rivers	1510/95.9	6:15 am	12:15 pm
WTCM	Traverse City	580	5:55 am	11:20 am

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

** Station airs various farm reports between 5:30 and 6:00 a.m.

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

Some stations carry additional market reports throughout the market day.

Mexican Economists Inspect Michigan's Dry Bean Industry

13

The Michigan dry bean industry recently hosted a two-member team of economists representing CONASUPO, a Mexican governmental agency charged with buying corn, soy oil, soy meal and, most importantly for Michigan, dry edible beans, according to Michigan Bean Commission Executive Director Dale Kuenzli.

Dr. Pablo Reyes, CONASUPO chief economic advisor, and Dr. Claudio Hernandez, an economic advisor with CONASUPO, were in Michigan to study the infrastructure of Michigan's dry bean industry, which could benefit directly from Mexico's growing population and a successful NAFTA agreement, Kuenzli said. CONASUPO has been importing an average of 400,000 tons of dry beans a year into Mexico, to supplement the 1.2 million tons produced domestically.

"Just to give you an idea of the market potential, consider that in the U.S. we have a per capita consumption of edible beans of six pounds," explained Kuenzli. "In Mexico, they have a per capita consumption of 37 pounds. Just a 5 percent loss in their dry bean production can have a profound impact on U.S. producer prices for dry beans."

Mexico has been importing Michigan black beans at a growing rate, because of a quality product and that's good news for Michigan producers. Kuenzli predicts that with the advent of several varieties currently in the development stage, that Michigan will also be able to establish a reputation for high-quality pinto beans as well.

"Black beans are the best variety for a Michigan grower," said Kuenzli. "They're the easiest to grow; the plant structure is hardier; the yields are normally 3 to 10 percent better; and Michigan farmers like to produce them."

According to Kuenzli, the two economists wanted to see several processing plants, tour farm operations, and learn more about how the U.S. industry handles the pricing of dry beans.

According to the two economists, Mexico's farm economy will be undergoing radical changes for reasons other than NAFTA. The country's commodity subsidy program, in existence for more than 30 years and operated by CONASUPO, will be phased out entirely by 1995, and payments will be uncoupled from the commodities produced.

"Under our new farm program, farmers will receive a direct payment based on hectares farmed, not the commodity grown," explained Dr. Reyes. "In the past, Mexican farmers were encouraged to grow corn and beans based on the government's subsidy program. Under the new program, payments will

be based on the farmer's past three year's average acreage, but the commodities grown can be selected by the producer."

According to Reyes, that means Mexican producers will likely shift from growing corn and edible beans because of the high subsidies in the past, and, instead shift production to meet market demands of other commodities, including wheat, sorghum, tropical fruits and vegetables.

"Mexico has protected its farmers with a support system for 30 years," Dr. Hernandez said. "There's no doubt it will take a long time for our producers to adjust. But it also means that we'll be importing more U.S. corn and dry beans."

In regard to NAFTA, Reyes and Hernandez expect little direct impact on the Mexican farmer in light of the farm program changes. However, they did speculate that a lot of the U.S. anti-NAFTA arguments are unfounded. Reyes referred to the argument of some that Mexico could, theoretically, export cheaper commodities produced somewhere other than Mexico into the U.S. as an example.

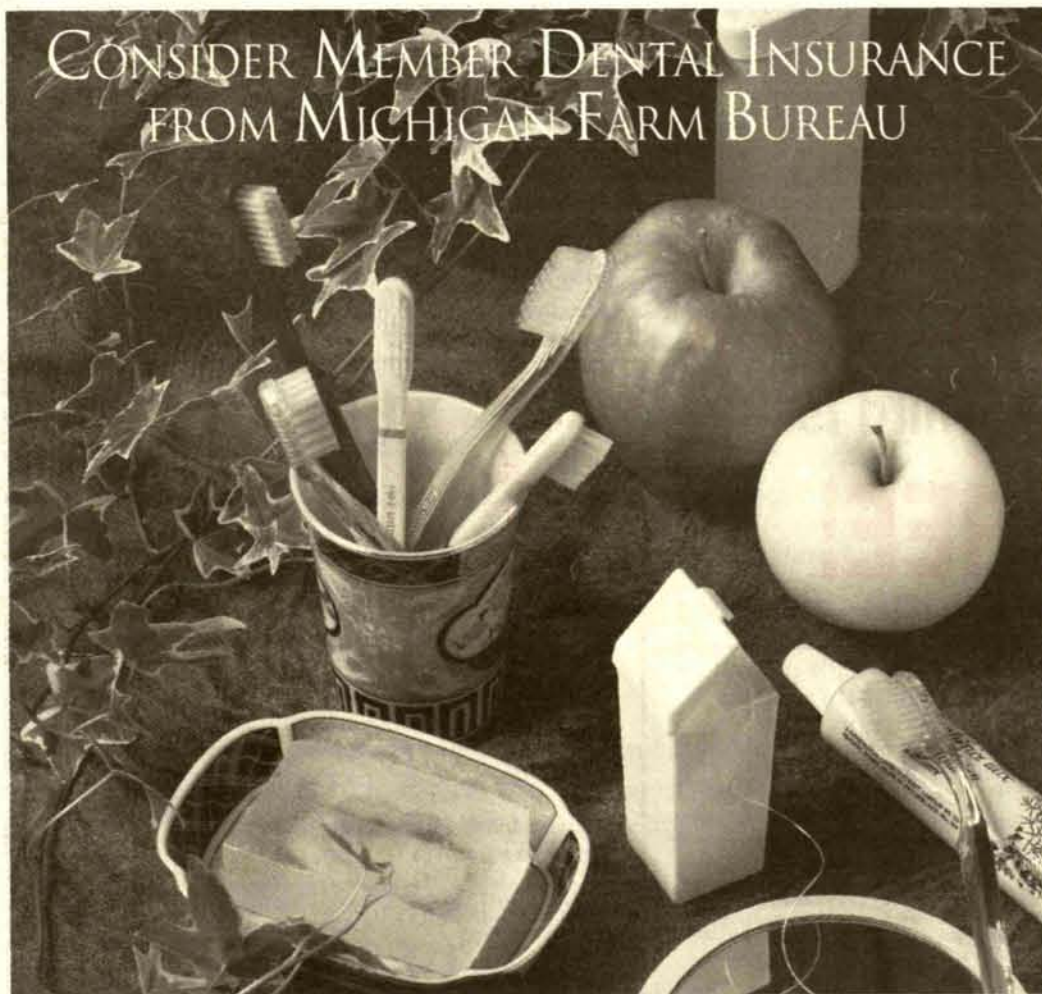
"That kind of opportunity and possibility exists for corn and beans in Mexico today," said Reyes. "But we don't have that problem occurring with those products, so I don't really see why some U.S. producers would expect that to be a problem with other commodities. It's also much easier to audit sugar, for ex-

ample, than it is corn just based on a smaller production base and consumption figures." Anti-NAFTA arguments based on environmental issues doesn't make much sense either, says Reyes. A growing environmental



movement, which got started long before NAFTA negotiations, also means big changes in Mexico's agricultural future. A new political party has also been formed, based solely on an environmental platform, Reyes said.

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Public Water Supply Annual Fees Confusing and Questionable

On Oct. 12, 1993, bills for a Michigan Public Water Supply annual fee were sent to 343 farmers who operate migrant labor camps. According to MFB Labor Specialist Howard Kelly, the fees were part of legislation amending the Michigan Safe Drinking Water Act that was passed by the Michigan Legislature and signed into law by Gov. Engler on Sept. 16, 1993 with immediate effect.

"Part of this legislation was to charge fees to over 15,000 public water suppliers in the state to help pay for additional federally mandated requirements," Kelly said. "There are several categories, but the one that affects agriculture is the non-community public water system. Under this category there are two subcategories: transient and non-transient noncommunity water supplies."

To be classified as a transient non-community water supply, your water system must supply water to 25 or more people for more than 60 days per year and your fee is \$85/year, Kelly said.

To be classified as a non-transient non-community water supply, your water system must supply water to the same 25 or more people for at least six months per year and your fee is \$360/year.

There are penalties for not sending in your payment by the deadline of Nov. 30, 1993. The penalties amount to \$25 for each month or portion of a month that the payment is late.

"It is important to point out that the annual fee does not include the costs for water sample analysis," Kelly said. "Michigan Farm Bureau is in the process of getting an interpretation of

Continued on page 15 see "Water Fees Questionable"

- Michigan Farm News Classifieds -

01
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INTERNATIONAL 5100 Harvester grain drill. Krause 5200 grain drill. Glencoe disk chisel. John Deere 18" disk. Call 1-313-587-3340.

01
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02
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03
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03
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04
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06
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09
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11
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12
General

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12
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13
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14
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15
Special Events

UNIVERSITY OF Minnesota Ext. Service 11th Annual Dairy Tour, February, 4-March 3, 1994. Australia-New Zealand-Fiji Vacation. See dairy farming, marketing, research, scenery, farm stays. Fee, \$4295. Mpls, \$4095 LA, U of M, 405 Coffey Hall, St. Paul, MN 55108. Call 1-800-367-5363.

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Water Fees Questionable

continued from page 13

the current law. We believe farmers may be exempt from the new fees." Current law states that: "An agricultural employer using a well to provide water for employee use is exempt from any well inspection fees that may be or are imposed under this act or rules promulgated under this act." "If you have received one of these bills, follow the directions on the bill and pay before the deadline of Nov. 30, 1993," Kelly advised. "If our interpretation is not correct, you would be penalized for paying your bill late." If you have any questions or feel that you have been improperly classified, call the Michigan Department of Public Health, Division of Water Supply Noncommunity Unit, at (517) 335-9176 (in the Upper Peninsula call (906) 786-6410) or contact Howard Kelly, at MFB, at (517) 323-7000, Ext. 2044.

DeBruyn Wins Migrant Housing Case

The question of whether the relationship between the occupant of employee housing is considered that of a landlord/tenant or an employer/employee moved a giant step closer to resolution with a decision by the Court of Appeals issued Oct. 18. The Michigan Court of Appeals upheld the decision of the Ottawa County Circuit Court in a case deciding if the relationship with the employees in DeBruyn's housing were employees or tenants. One clear statement of the court was: "We agree with the trial court that defendants are not tenants within the meaning of the landlord tenant relationship act." This is apparently the law of Michigan. However, caution should be exercised because all employment conditions would have to mirror the facts of the DeBruyn employment agreement and benefit package, to be applicable. More details in the next issue.

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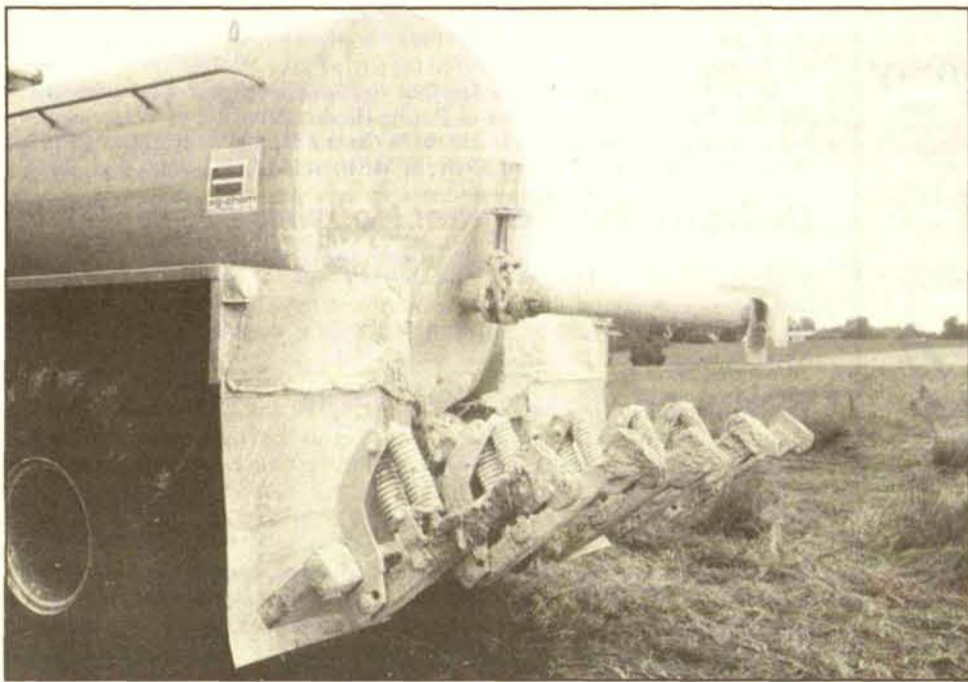
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MFN

16 "One Man's Waste is Another Man's Treasure" (continued from page 1)

Spreaders are equipped to handle both liquid lime and the bio-solids. When used for bio-solids from waste water treatment facilities, injector knives can be attached to the tool bar across the back of the spreader so that the bio-solids can be injected.



bio-solids at no charge to the farmer for over 100 cities. A majority of the bio-solid product is injected by the company on the farm fields, unless the fields have less than a Grade A slope. This service can provide real benefits for all parties involved, according to Goetsch, since the farmer is getting a free source of nitrogen and phosphorus, the municipality picks up the tab for applications, and our state's landfills are being spared of a product that has value.

"This program is seen as a beneficial use program," Goetsch said. "Without the farmer, disposal would go to a landfill. So we have a program with several safety nets to make sure nothing is going out there that has a problem. That way, we can utilize it as a fertilizer, instead of filling up our landfills with something that could be used."

Those safety nets include some rigorous testing of the product, the facility and the farmer's field, to make sure that fertility levels won't exceed beneficial use limits. "They test for organic chemicals, inorganic chemicals and fertility levels of the bi-

solid," said Goetsch. "It's a relentless testing program - and it's expensive, too."

Once a treatment facility is permitted, testing is done every time bio-solids are hauled from the facility. Farm fields are also tested extensively to become permitted, and then a running logsheet is kept on individual fields. Limits are set on nutrients and then calculations made for appropriate application rates of the bio-solids.

"One of the restrictions is that this program has to be a beneficial use program," Goetsch explained. "So we have to show the need for what we're applying. We'll use fertilizer recommendations, and then compare that against the analysis of the bio-solid, looking at ammonia, nitrates, TKN, phosphorus, and then all the metals."

Once application is completed, Goetsch says that precise calculations are made as to what was needed, what was applied, and what the farmer still needs to apply for his next crop. Generally, potash is the one nutrient that will be in short supply, and must be applied by the farmers.

Lifetime limits are established for each field in terms of what and how much can be applied of various elements. Unfortunately, Goetsch says, misinformation and bad press about bio-solid disposal have created confusion and sometimes, bad feelings between neighbors who do and don't accept bio-solids on their farms.

He referred to a field test that called for a 6,000 gallon per acre application rate. Out of the 6,000 gallons, the farmer actually got 53 pounds of nitrogen, 119 pounds of phosphorus, and only .47 pounds of lead, 2.28 pounds of zinc, 2.12 pounds of copper, and .07 pounds of nickel.

"Put that in comparison to starter fertilizer which contains 2 percent zinc - if he applies 150 pounds of starter, he's getting 4.5 pounds of zinc," Goetsch said. "We notify any and all neighbors when we're just permitting a field, and we let them know when the field is actually permitted. We might never actually use the field, but we still let the neighbors know what we're doing."

In most cases, farmers can easily get their field permitted, however there are some factors that would disqualify a field. In a few cases, fields are disqualified for bio-solid application because of low lying fields prone to flooding. But 99 percent of the time a field is disqualified because of high nutrient loading already present.

"Basically, phosphorus buildup is the biggest problem we encounter," Goetsch said. "If he's got 200 pounds of phosphorus in the field already, then there's no beneficial use for spreading the sludge on that field."

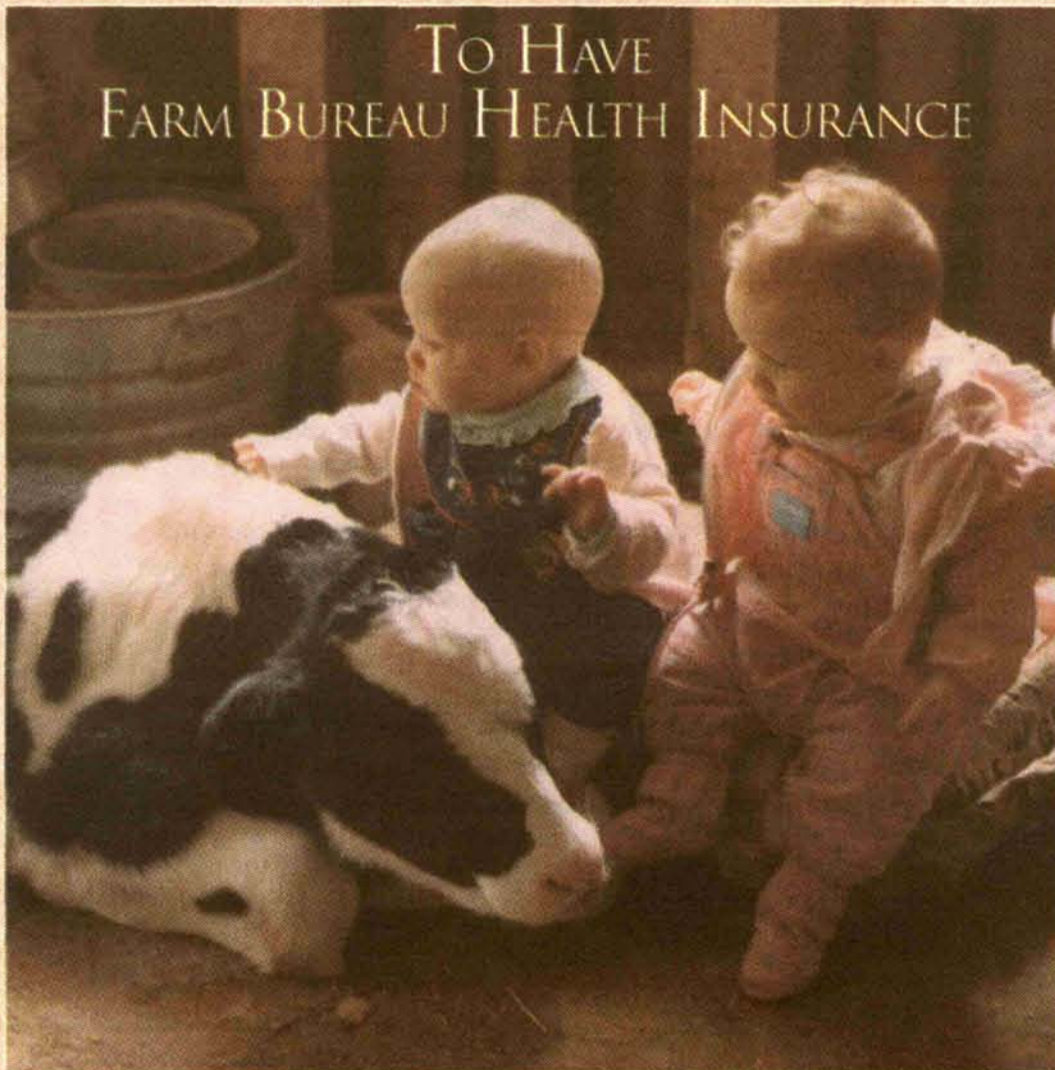
Goetsch expects that recently released stricter Environmental Protection Agency regulations should help establish a consistent national level of procedures to help clean up other image problems and abuses in other states that impact Great Lakes Environment. "Michigan has always enforced and adhered to higher standards than most other states in terms of sludge application," he said.

The only other limiting factors is distance and weather, says Goetsch. For liquid product, the company likes to stay within a 25 mile radius of the treatment facility. For semi-solids, the company will go as far as 40 miles and the company generally looks for fields that are 10 acres or larger. Once temperatures reach freezing levels, liquid product can't be spread. Temperatures below 25 degrees F or lower eliminate semi-solid spreading as well.

For more information, contact:
Central Michigan, Bill Goetsch
Eastern Michigan, Bob Caldwell
Northern Michigan and Upper Peninsula,
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