

MICHIGAN FARM NEWS



January 15, 1993

Vol. 70, No. 1

Farm Bureau Group Assesses Mexican Sugar Industry

VERACRUZ, Mexico – La Concepcion sugar mill is tucked away in the hills of Mexico's Veracruz province, an ancient national treasure revealed to only a few hand-picked outsiders. Because the Mexican government opened its sugar industry to private investment four years ago, La Concepcion breathes with renewed vigor this sugarcane harvest season -- a feat, considering some of its surrounding stonework was laid by 16th century Spanish explorers.

U.S. sugar producers and industry officials, led by the American Farm Bureau Federation, recently explored Mexico's main sugar-producing region. MFB President Jack Laurie, who led the study tour, MFB Director Dick Leach of Saginaw County, Clay Maxwell of Gladwin County, and William Lauer of Gratiot County participated in the trade mission. The visitors studied the Mexican sugar industry to gauge that nation's ability to impact U.S. sugar producers under the proposed North American Free Trade Agreement.

"The sugar production in that valley is about as primitive as you can get," said Laurie. "The average size of a sugarcane field in that area is about two acres. The ground is interspersed with coffee and bananas. It's very remote. The humidity is high and sugar can't be stored. But, since privatization of the mill four years ago, they have made it a very efficient small processor of sugar. I think, given that, La Concepcion mill will be around for quite a while."

The U.S. delegation visited officials at the U.S. Embassy in Mexico City, as well as Mexican government and sugar industry officials. They also toured a modern Coca-Cola bottling facility and stopped at six sugar mills in Veracruz, including La Concepcion.

One concern of the American producers revolves around NAFTA provisions that would allow Mexico to export its entire surplus of sugar to the United States if it achieves surplus status for two consecutive years.

An issue related to Mexico's sugar self-sufficiency is the possibility of its soft drink industry converting to high fructose corn



During the trade mission, participants witnessed Mexican sugarcane harvest, both mechanically, as above, and by hand, and toured several sugarcane processing facilities.

sweetener (HFCS), displacing sugar currently used for that purpose and pushing Mexico closer to self-sufficiency. In the 1992-93 marketing year, Mexico is expected to produce close to 3.6 million metric tons, while it will consume more than 4.5 million metric tons.

Sugar and soft drinks currently are synonymous in Mexican society. Between 1.3 million and 1.5 million metric tons of Mexican sugar are consumed in the form of soft drinks. Due to the lack of purified water, soft drinks are Mexico's thirst-quencher of choice. Soft drinks also provide a high percentage of daily caloric intake to Mexicans living under the shortfalls of their nation's developing economy.

"I think U.S. investors will determine whether the transition is made (from sugar to HFCS)," Laurie said. "Mexican consumers like the sweeter taste offered by sugar

and I believe the bottlers are concerned about consumer reaction, and are consequently a bit reluctant to put that in their plans."

Also weighing into Mexico's sugar self-sufficiency question is its rapidly expanding population. Mexico already has the highest sugar consumption in the world at 102 pounds per person, and 50 percent of its 85 million people are under age 18.

"The potential is certainly there for an extreme population explosion," Laurie said. "We heard projections that the population would double within the next 15 years."

U.S. producers have NAFTA-related concerns about marketing control aspects of the U.S. sugar program, which could impede their ability to compete against Mexico or other competitors given full access to the U.S. domestic market.

U.S. sugar producers are concerned that political pressure on behalf of those other sugar-exporting countries could further limit U.S. farmers' access to their own domestic market.

Laurie feels that marketing controls should be addressed by the U.S. sugar industry.

"Mexico may actually offer the American sugar industry a great opportunity," Laurie said. "We need to be in position, whether it's now through the NAFTA-implementing legislation or the next farm bill, to be able to satisfy an increased demand if it comes along. I'm not sure we are in that position right now. We don't want to find ourselves with a market waiting for our sugar and we can't supply it because we have marketing controls in place."

Given its limited acreage, milling capacity and deficient infrastructure, Laurie said he's not convinced Mexico will ever import enough sugar into the United States to harm U.S. producers. However, he said, NAFTA provisions that allow Mexico full access to the U.S. market for its entire exportable surplus do have the potential to negatively affect our domestic production.

"Having total access to the American sugar market could transform Mexico from a sugar-trading partner into a sugar trading competitor within the U.S. domestic market," he said.

Changes in NAFTA's sugar provisions, however, should only be sought if they can be made without affecting other commodities, Laurie believes.

"The overall agreement already has been initialed," he said. "By no means should we enter a situation where we are pitting one commodity against another, but that does not mean that changes cannot be explored within the confines of the sugar provisions," he said.

Michigan's New Dairy Super Pool Official

Michigan dairy industry representatives met in Lansing recently at the Michigan Farm Bureau Center to formally sign the new Super Pool agreement. At right (l-r) Wayne Haverdink of Independent Cooperative Milk Producers Association, Elwood Kirkpatrick of Michigan Milk Producers Association, and Gary Schmeising of the National Farmers Organization, sign the agreement.

Michigan Farm Bureau worked diligently over the last 10 months, holding in excess of 20 meetings with the entire dairy industry to get the super pool re-established. With the signing, all of Michigan's dairy farmers will receive a share of the over-order premium on all milk produced and marketed in Michigan. This unique arrangement of farmers, processors and cooperatives working together will enhance the dairy farmer's income. For more super pool details, turn to page 10.



A Publication of Michigan Farm Bureau
P.O. Box 30960, 7373 W. Saginaw Hwy., Lansing, MI 48909

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In Brief...

MFB Asks USDA's Help on Disaster Assistance

Michigan Farm Bureau has asked the USDA to allow grade standards to be included in the eligibility requirements used to qualify state corn producers for disaster assistance. MFB President Jack Laurie explained to USDA Secretary Edward Madigan in a letter that under the current disaster program, eligibility criteria do not include grade or quality factors, but instead rely solely on the quantity of bushels harvested.

"Due to the 'average' yields being harvested this year, most producers do not qualify for the current disaster program on a yield basis, even though they have a product with minimal or no market value," Laurie said.

Laurie noted that the extremely cool and wet growing season during the summer of 1992 did not provide adequate degree days to allow the corn crop to fully develop. "Given this scenario, producers are looking for help in coping with the economic impact of the situation," he said.

"If grade standards are used to determine eligibility, producers who are suffering devastating economic losses due to the extremely poor quality of their corn could qualify for assistance. The assistance available under the program would provide at least some relief as producers attempt to complete last year's harvest," Laurie concluded.

Mumby Re-Elected USB Treasurer

Barry Mumby of Fulton, Michigan, was re-elected treasurer of the United Soybean Board (USB) during a recent meeting in St. Louis, Mo. Mumby was also reappointed as chairman of the Budget and Finance Committee.

The USB is comprised of 63 soybean farmers nominated by their state and then appointed by the USDA Secretary to manage the investment of checkoff funds through programs that create, expand, and protect markets for soybeans, both domestic and international.

Nugent Named New Saginaw Valley Regional Representative

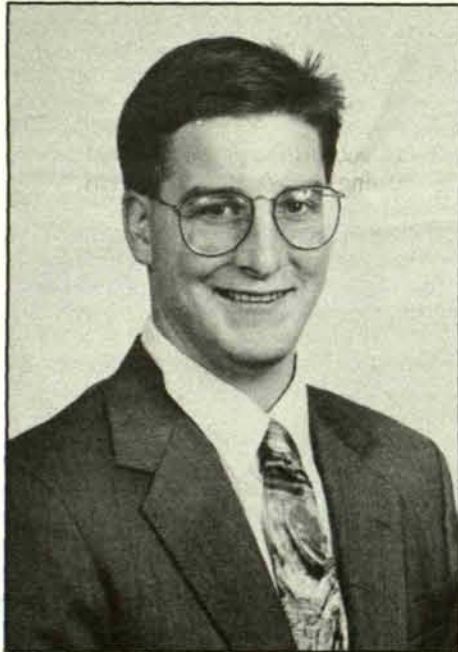
Tom Nugent has been appointed as the new Saginaw Valley regional representative. Nugent, an MSU graduate with a dual major in agricultural communications and agricultural economics, was previously employed as a territory sales manager for CIBA-Geigy Seed Division in Northeastern Illinois, working on market development, distribution services and agronomic support for customers.

No stranger to Farm Bureau, Nugent, who grew up on a family dairy farm near Lowell, Michigan, also served as an intern for the Michigan Farm Bureau, working on the *Michigan Farm News* for six months.

He also interned in the Field Services Division, for the Holstein Association of America, conducting herd farm visits to promote programs and services, performing linear evaluations and sale selections.

Nugent also earned numerous awards while attending MSU, including being listed as one of MSU's 1992 Top 25 Outstanding Seniors, and the MSU College of Agriculture and Natural Resources Outstanding Leadership Award. He was also involved in a number of activities including the MSU Dairy Judging Team, Student Senate, vice president of the Mid-West Regional Dairy Sciences Association, and vice president of the Michigan Association of FFA.

As a regional representative, Nugent will assist with county Farm Bureau leadership development and training programs as well as supervising county administrative staff and coordinating member service programs. The Saginaw Valley includes the counties of Bay, Clare, Gratiot, Isabella, Midland, and Saginaw.



Farm Bureau: Espy Good Choice for Ag Secretary

Rep. Mike Espy of Mississippi, President-Elect Bill Clinton's choice for the next U.S. Secretary of Agriculture, is good, according to MFB President Jack Laurie. Espy has a record of being responsive to the farmers in his home district and Laurie believes he will be a good advocate for agriculture across the country.

"During his six years in Congress, he has stood up for agriculture against excessive environmental restriction," Laurie said. "He has attended GATT negotiations in Geneva, discussed the NAFTA agreement in Mexico and traveled to various foreign countries to learn and provide support for American agriculture."

While serving on the Agriculture Committee for the past six years, Espy has introduced several pieces of legislation, including measures to cut red tape in the USDA national appeals process and outreach programs for limited resource farmers. He also has been active on a variety of fronts including crop insurance, disaster assistance, support of alternative crops, trade, and wetlands.

"During the 102nd Congress, Espy voted with Farm Bureau on such important issues as extending fast-track authority, wetlands, and the balanced budget amendment," said Laurie. "We believe he will continue to communicate the importance of agriculture in the consideration of any pertinent issue."

Michigan Corn Marketing Referendum Passes

Michigan corn growers have approved a referendum to establish the Corn Marketing Program of Michigan. The program is designed to enhance the economic position of Michigan corn growers, by stimulating growth and expansion of the corn industry in Michigan through market development, promotion and research.

The program calls for an assessment rate of one (1) cent per bushel for each bushel of corn sold during the marketing year, except sweet corn, seed corn, popcorn, and corn grown for silage.

The assessment will be collected from affected Michigan producers at the first point-of-sale, beginning March 1, 1993 and ending Feb. 28, 1998. Thereafter, pursuant to 1965 P.A. 232, Sec. 21, the marketing program shall be resubmitted to a referendum of producers during each fifth year of operation.

Of 774 ballots cast by corn producers, 67 were disqualified for the following reasons: 29 were duplicates, 25 had a late postmark, seven had incomplete information, four were unsigned, and two had signatures that were determined invalid following verification. Of the remaining 707 ballots, 403 producers voted yes (57 percent) representing 11,595,714.2 bushels of corn (55 percent) and 304 producers voted no (43 percent) representing 9,462,629 bushels of corn (45 percent).

For the program to be adopted, more than 50 percent of the votes cast, representing more than 50 percent of the total corn production voted, had to approve the proposal. The Corn Marketing Program of Michigan will be administered by a committee of nine corn growers appointed by Governor John Engler.

U.S. Farmland Values to Rise Slowly with Inflation

U.S. farmland values are expected to rise slowly the next several years, roughly paralleling with the rate of inflation, said a senior economist with the Federal Reserve Bank. Alan Barkema of the Federal Reserve Bank in Kansas City says he expects a flat rate of return on farmland the next few years, according to *Knight Ridder News*.

Speaking to American Bankers Association members at the 1992 National Agricultural Bankers Conference, Barkema said farmland values are expected to continue to key on real interest rates - interest rates adjusted for inflation.

Barkema would not indicate whether the Federal Reserve Bank intended to lower rates further. Interest rates were lowered the past several months to try to jump-start the U.S. economy. But in his speech, Barkema hinted he did not expect real interest rates to fall anytime soon.

Barkema said it was hard to see any substantial change from present farmland values across the Midwest. But in the event of a surge in U.S. commodity prices from some unforeseen world demand, farmland values probably would rise, he said.

Another potential cause of rising farmland values would be measures by the administration of President-Elect Bill Clinton to make real interest rates drop while income growth would rise, prompting higher farmland values.

Barkema said there's also a downside probability to farmland values. If ongoing international trade talks fail and the U.S. government continues to underwrite large subsidies with U.S. tax dollars, there probably would be a significant drop in demand for farm commodities, which could bring higher interest rates, lower incomes and declining farm values.

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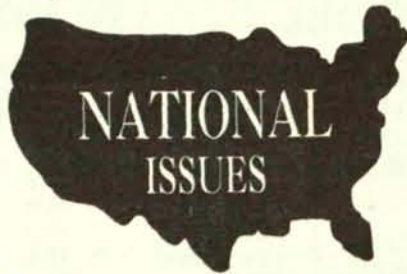
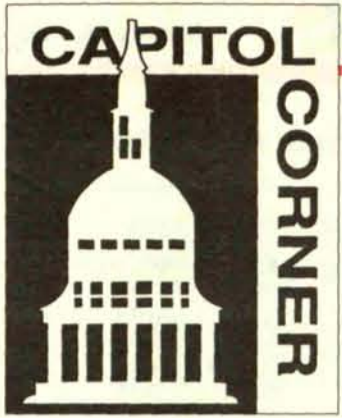
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The MICHIGAN FARM NEWS (ISSN:0743-9962) is published semi-monthly except in the months of November, December, June, and July when only one issue is printed, as a service to regular members, by Michigan Farm Bureau, 7373 West Saginaw Highway, Lansing, MI 48917. Member subscription price of \$1.50 included in annual dues of Michigan Farm Bureau regular members. Additional subscription fees required for mailing Michigan Farm News to non-members and outside the continental U.S.A. Second-Class Postage paid at Lansing, MI and additional mailing offices. Letters to the editor and statewide news articles should be sent to: Editor, Michigan Farm News, P.O. Box 30960, Lansing, MI 48909-8460. POSTMASTER: Send address changes to: Michigan Farm News, P.O. Box 30960, Lansing, MI 48909-8460.

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1992 Michigan Farm Bureau Legislative Accomplishments

Sometimes it seems that national and state issues are so large in scope that you feel powerless to influence any outcome. As a member of Farm Bureau, you have a voice in how issues are addressed through your involvement with your county Farm Bureau policy development process.

The grassroots approach to policy development is the reason why Farm Bureau is one of the most influential and respected organizations in the world and no matter how overwhelming an issue may seem, you have the ability to influence the outcome because you are a Farm Bureau member.

Each day decisions are made in Lansing and Washington, D.C., that affect your livelihood and the wellbeing of your family. During the 1991-92 legislative session, 3,459 bills were introduced by members of the Michigan Legislature.

During the past year, Farm Bureau has been steadfast in its dedication to defend the rights and economic interests of its members in both the federal and state legislative and regulatory arenas. Using Farm Bureau policy as a directive on how issues should be addressed, several accomplishments occurred in the past year.

National Legislative

Accomplishments Include:

- Enactment of the Animal Enterprise Protection Act imposing federal penalties for criminal acts involving damage to facilities housing animals, such as agricultural research facilities or farms.
- Inclusion of fireblight losses in disaster assistance legislation.
- Rejection of a petition from Hungary seeking duty-free status for up to 100,000 tons of Goya cheese.
- Reversal of an EPA decision which restricted the use of ethanol in the reformulated gasoline program.

- Enactment of legislation authorizing FmHA operating loans and down payment loans to beginning farmers.
- Enactment of legislation in response to the U.S. Supreme Court decision in the Adams Fruit Co. case. The legislation provides that Worker's Compensation benefits shall be the exclusive remedy for bodily injury or death of a worker.
- Successfully stopping the passage of federal legislation that would have authorized the Legal Services Corporation to exceed their present charter and become involved in such activities as using tax dollars to lobby legislators on various issues, including issues associated with legal aid for migrant labor.

State Legislative

Accomplishments Include:

- Passage of legislation that improves the ground meat standards.
- A seasonal commercial driver's license waiver for agribusiness.
- Passage of legislation that adopts the Federal Pseudorabies Control Program to eradicate pseudorabies in Michigan.
- Continuation of the block permit program to help reduce crop damage from deer.
- Exemption for farmers from bulk storage regulations of pesticides and fertilizers for on-farm use.

- Funding for Michigan State University's Extension Service, Agricultural Experimental Stations and the College of Veterinary Medicine.
- Revision to the Michigan Inheritance Tax to provide partial exemption for farmers and qualifying businesses and increase personal exemptions for close relatives from \$10,000 to \$50,000 over a two year period.
- Farm Bureau successfully offered amendments to biodiversity legislation. These amendments ensured that the legislation created a study committee only and was non-regulatory. Farm Bureau also called for economic and agricultural impacts to be included in the study. The Joint House and Senate Study Committee will include a member of the Agriculture Committee.

- Development and implementation of Right-To-Farm practices to strengthen the Right-To-Farm Act.
- Prevented the implementation of burdensome heat stress rules for agricultural workers.
- Successfully stopped legislation that would have increased health care costs by expanding the chiropractic and optometric scope of practice.

If you have any questions about these 1992 accomplishments, please feel free to contact your MFB Legislative Councils, phone: (517) 323-7000.

National Issues

Al Almy, Director, Public Affairs Div.
All National Issues, Extension 2040

State Issues

Howard Kelly, Legislative Counsel
Labor, Health and Safety Issues
Extension 2044

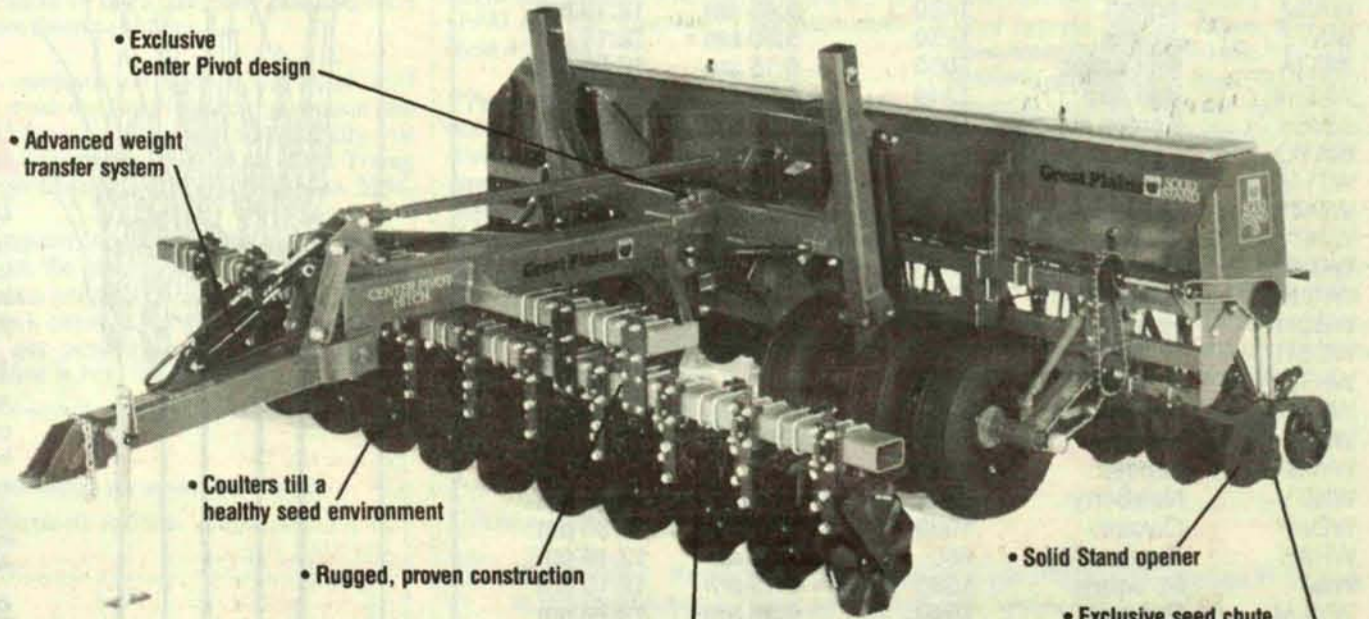
Ron Nelson, Legislative Counsel
Production Ag., Taxation, Appropriations
Extension 2043

Vicki Pontz, Legislative Counsel
Natural Resources and Education
Extension 2046

Darcy Cypher, Legislative Counsel
Transportation and Insurance
Extension 2048

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Weather

30-Day Outlook - Expect Below Normal Temps & Normal Precipitation

A Southwesterly jetstream pattern continued over Michigan for much of December, leading to above normal temperatures statewide (2-5 degrees above the 30-year normals). In contrast to November, precipitation was generally normal to below normal except for southern and western portions of the Lower Peninsula and northern Upper Peninsula where above normal totals were recorded.

The National Weather Service outlook for January calls for somewhat of a change with below normal temperatures and near normal precipitation expected.

In the longer term, temperatures are expected to average near normal for the January through March period, with precipitation totals remaining below the long term normals.

Normal highs during January range from the low 20s in the Upper Peninsula to the mid-20s in northern interior lower Michigan to the low 30s in the extreme south. Lows are much more dependent on proximity to the lakes and range from near 0 in the interior western Upper Peninsula to the single digits in the interior Lower Peninsula to the middle teens in the south and along lakeshore areas.

Precipitation normally varies from more than 2.5 inches in northern upper and western lower Michigan due to lake effect snowfall, while eastern Michigan should expect 1.5 inches.

Michigan Weather Summary

12/1/92 to 12/31/92	Temperature		Precipitation	
	Observed Mean	Dev. From Normal	Actual (inch.)	Normal (inch.)
Alpena	28.6	+ 4.4	1.25	2.06
Bad Axe	29.6	+ 2.7	1.12	1.93
Detroit	33.3	+ 5.2	2.09	2.31
Escanaba	25.8	+ 2.8	1.86	2.11
Flint	31.8	+ 4.4	2.04	2.31
Grand Rapids	30.5	+ 3.2	3.27	2.71
Houghton	22.2	+ 1.9	3.30	2.11
Houghton Lake	27.3	+ 3.5	1.91	2.06
Jackson	30.2	+ 2.3	N.A.	2.11
Lansing	30.8	+ 3.7	2.16	2.11
Marquette	21.7	+ 4.0	2.45	2.11
Muskegon	31.0	+ 2.4	2.48	2.49
Pellston	28.0	+ 5.2	1.93	2.15
Saginaw	30.7	+ 4.0	1.43	1.93
Sault Ste. Marie	24.3	+ 4.2	2.94	2.11
South Bend	32.1	+ 3.1	3.69	2.71
Traverse City	28.5	+ 1.8	2.17	2.15
Vestaburg	29.6	+ 2.8	1.75	2.11

Jeff Andresen, Ag Meteorologist, MSU

Michigan and Major Commodity Area Extended Weather Outlook

T - Temp.	1/15..... 1/31	1/15.....3/31
Michigan	B.....N	N.....B
W. Corn Belt	B.....B	N.....B/N
E. Corn Belt	B.....B/N	N.....B
Wint. Wheat Belt	N.....N	N.....N
Spr. Wheat Belt	N.....N	A.....N
Pac. NW Wheat	N.....N/B	A.....N/B
Delta	B.....B	B.....N/B
Southeast	B.....B	B.....N
San Joaquin	A.....N	A.....N

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

Lowest Dry Bean Yield Since 1986

Michigan dry bean growers experienced adverse conditions during the 1992 growing season. This resulted in the lowest yield since 1986, when 800 pounds per acre were harvested.

The cool, wet summer hampered the development of this year's crop, thus lowering yields. The first two weeks of October were considered ideal for harvesting dry beans, according to the Federal/State Michigan Agricultural Statistics Service. The crop is estimated to total 3,875,000 hundred weight (cwt.), down 43 percent from the 1991 bumper crop of 6,753,000 cwt.

Yields for all dry beans averaged 1,250 pounds per acre, down 600 pounds from the 1991 record yield of 1,850 pounds per acre.

Planted acreage of all dry beans was estimated at 335,000 acres, down nine percent from last year. Navy bean plantings accounted for 235,000 acres, while all other classes totaled 100,000 acres.

Harvested acreage of all dry beans was estimated at 310,000 acres, down 15 percent from 1991. Navy beans and all other bean harvested acreages were 215,000 and 95,000 acres respectively. Navy bean production totaled nearly 2.7 million cwt.,

down 46 percent from last year. Production of all other dry beans totaled over 1.2 million cwt., down 33 percent from 1991.

Nationally, dry bean production is estimated at 22.1 million cwt., down 35 percent from last year and 32 percent below two years ago. Area for harvest dropped 22 percent to 1.5 million acres this year, while yields returned to a more usual average of 1,474 pounds per acre after record highs last year.

Record Michigan Potato Yield

Michigan's fall potato production was estimated at 10.8 million hundredweight (cwt.), an increase of 22 percent from last year. Growing conditions were excellent this year because of cool temperatures and adequate rainfall.

Fall potato yields averaged a record 300 cwt. per acre, up 40 cwt. from a year ago and 15 cwt. above the previous record set in 1984. The higher production was harvested from 36,000 acres, according to the Federal/State Michigan Agricultural Statis-

tics Service. Planted acreage increased by 2,000 acres from 1991 and has been estimated at 37,000 acres.

Fall potato stocks on Dec. 1 were placed at 6.5 million cwt., 18 percent above stocks on hand a year ago. Stocks by type: 73 percent whites, 26 percent russets, and 1 percent reds. This year's Dec. 1 stocks on hand represent 60 percent of production compared to 62 percent for the 1991 crop. Stocks include potatoes stored by both processors and growers.



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	12:15 pm
WATZ	Alpena	1450	5:30 am	12:15 pm
WPZA	Ann Arbor	1050	6:15 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor	1060	*	12:30 pm
WKYO	Caro	1360	6:15 am	12:45 pm
WTVB	Coldwater	1590	5:45 am	***
WDOW	Dowagiac	1440	6:15 am	12:15 pm
WACY	Fenton	1160	6:15 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	12:45 pm
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	**	12:15 pm
WJIM	Lansing	1250	5:05 am	12:15 pm
WWGZ	Lapeer	1530	*	12:15 pm
WNBY	Newberry	92.5		12:15 pm
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960	7:10 am	12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:06 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:15 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WKZC	Scottville	95.9	5:45 am	12:30 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	12:40 pm

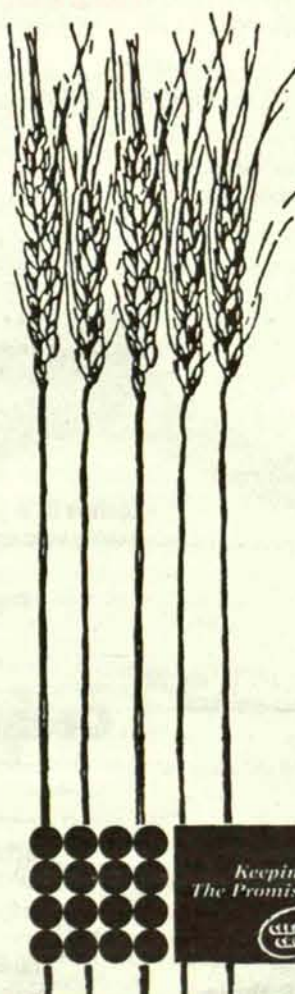
* Station signs on at different times during the year. Morning farm times change with sign-on times.

** Station airs various farm reports between 5:50 and 6:20 pm.

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

Some stations carry additional market reports throughout the market day.

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Spring is the time to treat wheat with ACA to gain your advantage. ACA can be used as a spring dormancy break application with your topdressing fertilizer to boost your yields.

1992 Yields

ACA-treated wheat had an average increase of 10.76 bu/acre with the highest yield increase at 22.22 bu/acre. On farm yield increases in 1992 varied from 5.16 to 22.22 bu/acre. The four-year average yield increase wheat growers have seen using ACA has been 8.53 bu/acre.

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Winter in Michigan Means Meetings in Agriculture

Michigan Grazing Conference Will Explain Why Managed Grazing Pays Off

When granddad put the cows out to pasture, he was anticipating today's buzzwords about maximizing potential returns on resource inputs.

The merits of putting cattle on pasture will be detailed March 17-18 during the 1993 Michigan Grazing Conference at the Holiday Inn in Mt. Pleasant.

The conference fee, excluding lodging and meals, is \$35 if paid before March 1 and \$40 after March 1. The spouse fee is \$20 if paid before March 1 and \$40 after March 1.

Sponsored by the Michigan State University Extension Service, the program begins at 1:30 p.m. the first day and concludes at 11:30 a.m. the second day.

The program will focus on the economic, time-saving and environmental benefits of rational grazing, which can increase the amount of forage harvested per acre by

1,000 to 2,000 pounds of dry matter over continuous grazing.

Speakers will include farmers from Wisconsin and Michigan and agronomists and Extension agents from MSU, the University of Kentucky, Ohio State University and the University of Wisconsin.

Recent research conducted on 15 dairy farms in New York show savings of more than \$200 per head per year on four farms, more than \$100 per head per year on five farms, and between \$42 and \$99 per head per year on six farms, for an average savings of \$153 per head per year.

More information can be obtained by calling Richard Leep at (616) 671-2412 or Ben Bartlett at (906) 228-4830. For a conference brochure and registration form, write to Grazing Conference, Kellogg Biological Station, 3700 E. Gull Lake Dr., Hickory Corners, MI 49060.

Thumb Tri-County Corn Program Planned

The Colony House, near Cass City, will be the sight for a corn production meeting scheduled for Thurs., Jan. 21, 1993. The program, co-sponsored by the Huron and Sanilac County Corn Growers Associations and MSU Extension of Huron, Sanilac and Tuscola counties, will begin at 10 a.m. and adjourn at 3 p.m.

Roger Swartzendruber, Extension agricultural agent, and Beth Doran, Extension livestock agent, will review corn utilization problems and concerns as they relate to feeding dairy and livestock.

A variety of fertilization-related topics, including nitrate-ammonium soil testing, mineralization rates, fertilizer application on reduced tillage and soil phosphorus movement, will be reviewed by Maury Vitosh, MSU Crop and Soil Sciences Department.

Doug Landis, MSU entomologist, will discuss herbicide - insecticide relationships and how they might affect corn production. Landis will also review the results from a statewide corn rootworm survey that many Thumb area growers participated in.

The results of 1992 corn rootworm research conducted in Huron County will be presented along with the proper procedures for scouting for rootworms. The program will be completed with presentations by Tim Harrigan, MSU tillage specialist, and Jeff Wherley, Yetter Manufacturing Co. They will review spring tillage options following a wet fall and how to utilize residue man-

agers to prepare a better seedbed in high residue situations.

The cost for this program is \$10 per person. This will include a lunch and several bulletins and publications related to the topics being presented. Plan now to attend this very informative meeting. Registration forms are available at the Sanilac, Huron and Tuscola Extension offices, or call Huron County at (517) 269-9949.

1993 Michigan Winter Potato and Field Seed Conference Scheduled

The 1993 Michigan Winter Potato and Field Seed Conference is scheduled Feb. 3 and 4, 1993 at the Sheraton Hotel in Lansing. This meeting will include the annual membership meetings for the following:

- Michigan Crop Improvement Association - Wednesday, Feb. 3, 1 p.m.
- Michigan Foundation Seed Association - Thursday, Feb. 4, 8:30 a.m.
- Michigan Potato Industry Commission - Thursday, Feb. 4, 8:30 a.m.

In addition to an exhibit area, the conference also includes presentations by: Dr. James Kelly, MSU - Dry Beans; Dr. Brain Diers, MSU - Soybeans; Dr. Larry Copeland, MSU - Canola Update; and Dr. Richard Ward, MSU - Wheat. For more conference details, contact the Michigan Crop Improvement Association office at (517) 355-7438.

MSU Offering Dairy Short Course

Kellogg Biological Station's dairy facility will be the location of a six-day Michigan State University Dairy Short Course. This will be a great opportunity for participants to learn more about nutrition, reproduction, herd health, milking systems, and producing quality milk.

The specific dates and class topics are:
 Jan. 20-21 - Dairy Management and Selection
 Feb. 10-11 - Milking Systems and Milk Quality
 March 9-10 - Dairy Nutrition and Feeding Management
 The short course costs \$600 and includes all meals, lodging, and instructional material. For more information, contact the Institute of Ag Tech, MSU, at (517) 355-0190.

Family Farm Succession Planning Seminars March 9 and 10

Are you ready to turn the reins of your farming operation over to a younger partner, a son or daughter perhaps? If so, you're sure to have a number of questions, concerns, and thoughts on how best to approach this inevitable task, with the least disruption to the family and the farm operations.

Michigan Farm Bureau's Promotion and Education Department and the Young Farmer Department are co-sponsoring one day workshops, March 9 in Grand Rapids and March 10 in Flint, called "Family Farm Succession," to help that transition from one generation to the next, according to MFB Young Farmer Department Manager Ernie Birchmeier.

"Making a successful business and emotional transition between generations is what the Family Farm Succession program is all about," said Birchmeier. "Participants will learn how to establish and smoothly dissolve a partnership or corporation, and how to plan for an orderly transition on the farm without creating hard feelings within the family."

In addition, says Birchmeier, participants will learn how to avoid probate and mini-

mize estate taxes with the use of an estate plan. Other program items include:
 - Determining where your farm is going
 - Considering business options such as partnerships and corporations
 - Planning for retirement
 - Learning how to use wills and trusts to your advantage
 - How P.A. 116 can affect your estate
 - Dealing with Inheritance Tax

Among the speakers is respected farm attorney Glen V. Borre, president of the law firm Borre, Peterson, Fowler and Reens, P.C., in Grand Rapids. Borre has over 30 years experience working with farm families in Michigan on taxes and estate planning for a secure financial future.

The seminars run from 9:30 a.m. to 3:30 p.m. each day, and require registration and a \$25 fee to cover lunch and materials. For more information, contact the MFB Young Farmer Dept. at 1-800-292-2680, ext. 3234.

To register for either of the two seminars, fill out the coupon below. Indicate which location you will be attending and enclose a check payable to MFB in the amount of \$25 per person attending. Registration deadline is Feb. 25, 1993.

Agricultural Labor Workshops March 23-24

Michigan farmers can attend one of four national agricultural labor workshops, being sponsored by the American Farm Bureau and the National Council of Agricultural Employers, March 23 and 24 in Grand Rapids at the Amway Grand Plaza Hotel, according to MFB Labor Specialist Howard Kelly.

According to Kelly, the seminar is arranged so that farmers can elect to attend either one or two workshops. The first workshop, "Employment Documentation and Anti-Discrimination Provisions of the Immigration Reform and Control Act," will cover the I-9 Form and the correct procedures for employing and documenting workers under the newly revised Immigration Reform and Control Act (IRCA) enacted in 1990 and the Employer Handbook published in 1991.

"Penalties for immigration-related employment discrimination have been substantially increased and INS employment documentation compliance actions targeted at agricultural employers have become more frequent," explained Kelly. "All agricultural employers need to become more familiar with the changes to IRCA and how to correctly determine workers' identity and employment authorization while avoiding discrimination."

The workshop scheduled on the second day, "Basic Agricultural Labor Law for Employers," will present an indepth review of the farm employers' compliance responsibilities under the following laws:

- The Fair Labor Standards Act (FLSA)
- The Migrant and Seasonal Agricultural Worker Protection Act (MSPA)
- OSHA and EPA Farmworker Protection Standards
- The Americans With Disabilities Act

"This workshop is designed for agricultural employers and will focus on the practical issues of how to comply with regulations in the agricultural employment-setting," said Kelly. "The workshop will be presented by two nationally recognized agricultural labor experts, attorney Monte B. Lake and consultant Dr. James S. Holt. The two presenters combine more than 30 years of experience dealing with the practical problems of labor law compliance by agricultural employers."

According to Kelly, the first workshop, including lunch and materials, is free of charge but advance registration is required. A \$30 registration fee is required for the second workshop and will cover the cost of lunch and materials, and must be included with the registration form below.

Family Farm Succession Seminars

I will attend the Family Farm Succession on: (please check the appropriate box)
 March 9 in Grand Rapids or March 10 in Flint

Names of people who will attend: _____

Address: _____

City: _____, MI Zip: _____

Enclose \$25 per person attending, and make check payable to Michigan Farm Bureau. Clip and mail this coupon and check to:

Michigan Farm Bureau
 c/o Young Farmer Dept.
 P.O. Box 30960 - Lansing, MI 48900-8460

Agricultural Labor Workshop Registration Grand Rapids, March 23 and 24

Please check the appropriate box.

- Workshop 1 - Employment Documentation and Anti-Discrimination Provisions of the Immigration Reform and Control Act, March 23.
- Workshop 2 - Basic Agricultural Labor Law, March 24 (\$30 fee required)

Name: _____

Address: _____

City: _____, MI Zip: _____

Telephone Number: _____ Single, Double, Smoking, Non Smoking
 please indicate rooming preference if needed

Please send registration (and payment of \$30 per person if attending workshop 2) to:
 McGuiness & Williams
 1015 Fifteenth Street, NW, Suite 1200 - Washington, DC 10005 - (202) 789-8600

Market Outlook

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

CORN

If there's one strong point in the corn sector this season, it's the strong disappearance figures up to this point. The December USDA Supply/Demand Balance Sheet Report (Table 1) increased expected exports 50 million bushels, 4 percent, for the 1992-93 year.

On Jan. 12, the USDA will release the "final" 1992 corn production number, Dec. 1 corn stocks, and updated supply/demand estimates. These estimates will take into account both the new production numbers and the December Stocks Report, which will give us the first idea of feed use for the 1992-93 marketing year. These will be discussed in the next issue.

Year-to-date U.S. corn exports are running 100 million bushels ahead of last year at the same time. The USDA is only estimating exports will increase 66 million this year as seen in the table below. Exports will only need to average 22.5 million bushels per week through Aug. 31 to meet the 1,650 million estimate. Recently, exports have been running between 25 and 50 million bushels per week.

We should have no trouble meeting the estimate. Whether or not we exceed it depends on many factors, with one important

Seasonal Commodity Price Trends

Wheat	?
Corn	BT?
Soybeans	BT?
Hogs	↔ ↓
Cattle	↔ ↓

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

one being the strong competition from excess feed wheat in Australia and Canada.

The feed estimate for corn is also subject to change due to the generally lower test weights. The feed value is lower and, therefore, more of it will need to be fed to get the same weight gain.

There is some question of getting the animals to eat enough extra feed to keep up average daily gains. There are reports of poor conversion.

SOYBEANS

Soybean exports are also running very well. Exports year-to-date are running 50 million bushels ahead of last year. As can be seen below in Table 3, the USDA is expecting exports to be 55 million bushels higher this year than last year. They can reach the estimate of 740 million bushels, up 10 million from the previous estimate for 1992-93, by averaging a little less than 10 million a week from now through August, about the same rate as last year. They have been running 10-32 million per week over the last couple of months.

The South American crop conditions look relatively good. This, along with a projected increase in Brazilian acreage, could mean a

CATTLE

The USDA Dec. 1, 7-State Monthly Cattle-on-Feed Report released Dec. 18 was near expectations. Cattle on feed was up 5 percent compared to last year. This is an indication that slaughter numbers should pick up in the first quarter, compared to the fourth quarter of 1992. Beef production was down 1-2 percent last fall and the expectations are that cattle slaughter could be 4-7 percent higher in the first quarter of 1993 than the first quarter of 1992.

This could put pressure on cattle prices. At the same time, due to poor conversion rates, higher break-evens are needed. This may also slow up the flow of ready cattle.

HOGS

The long awaited USDA Quarterly Hogs and Pigs Report, released Dec. 30, was not much different than expectations. Dec. 1 inventory of all hogs and pigs was reported as 4 percent above last year. Kept for breeding was listed as 2 percent above last December, which means the hog subsector is still in the expansion phase despite lower prices. Low corn prices are surely an important factor in the continued expansion.

Hogs and pigs kept for market were 104 percent of last year. Hogs over 180 pounds were up 4 percent, but most of those would be gone by now. Those weighing between

FARM BUSINESS OUTLOOK

lot of pressure on U.S. soybean exports after April. Consider selling soys on rallies unless you have already sold over half of your 1992 crop. To sell more than half really depends on your risk position. At this point, it appears that there would have to be a weather scare to get significant increases in soybean prices.

On the demand side, things continue to look strong. Exports are doing well up to this point and are expected to get better; Japan increasing their exports is a strong possibility if their economy doesn't get in the way. Domestic demand also continues getting stronger than previously expected. However, it's doubtful that increases in demand can completely offset the expected increases in supply.

Consider some forward pricing for the first quarter if you can't afford the possibility of a crash. Option prices are not looking too bad.

WHEAT

The USDA also increased the 1992-93 U.S. wheat export estimate 25 million bushels due to the stronger than expected exports up to this point, over half way through the June 1, 1992- May 31, 1993 wheat marketing year.

Exports will have to average 25 million per week from here on out to reach the 1,300 million bushel estimate; this would be about the same rate as last year. This puts projected ending stocks under 500 million

bushels, 20 percent of use, which is historically tight.

At this point, conditions in the primary wheat growing areas of the U.S. look reasonably good. It would appear, given zero set-aside, that it would take a subpar wheat crop next year to lower ending stocks any more in the next marketing year. Winter wheat seedings will be announced by the USDA on Jan. 12.

Table 1
Supply/Demand Balance Sheet For CORN

	USDA		
	1990-91	Proj. 91-92	Proj. 92-93
Corn Acreage (Million Acres)			
Acres Set-Aside and Diverted	6.3	4.7	3.5
Acres Planted	74.2	76.0	79.3
Acres Harvested	67.0	68.8	72.2
Bu./A. Harvested	118.5	108.6	129.3
Stocks (Million Bushels)			
Beg. Stocks	1345	1521	1100
Production	7934	7474	9329
Imports	3	20	3
Total Supply	9282	9016	10,432
Use:			
Feed	4669	4897	5200
Food/Seed	1367	1434	1485
Total Domestic	6036	6331	6685
Exports	1725	1584	1650
Total Use	7761	7915	8335
Ending Stocks	1521	1100	2097
Ending Stocks Percent of Use	19.6%	13.9%	25.2%
Regular Loan Rate	\$1.57	\$1.62	\$1.72
U.S. Season Average Farm Price, \$/Bu. \$1.85-			
	\$2.28	\$2.37	\$2.25

Source: USDA & Hilker

Table 2
Supply/Demand Balance Sheet For WHEAT

	USDA		
	1990-91	Proj. 91-92	Proj. 92-93
Wheat Acreage (Million Acres)			
Acres Set-Aside and Diverted	3.2	10.0	3.5
Acres Planted	77.3	69.9	72.3
Acres Harvested	69.4	58.1	63.1
Bu./A. Harvested	39.5	34.1	39.0
Stocks (Million Bushels)			
Beg. Stocks	536	866	472
Production	2736	1981	2459
Imports	37	38	50
Total Supply	3309	2885	2981
Use:			
Food	796	785	835
Seed	90	94	98
Feed	489	259	250
Total Domestic	1375	1137	1183
Exports	1068	1275	1300
Total Use	2444	2413	2483
Ending Stocks	866	472	498
Ending Stocks Percent of Use	35.4%	19.6%	20.1%
Regular Loan Rate	\$1.95	\$2.04	\$2.21
U.S. Season Average Farm Price, \$/Bu. \$3.05-			
	\$2.61	\$3.00	\$3.45

Source: USDA & Hilker

Table 3
Supply/Demand Balance Sheet For SOYBEANS

	USDA		
	1990-91	Proj. 91-92	Proj. 92-93
Soybean Acreage (Million Acres)			
Acres Planted	57.8	59.1	59.1
Acres Harvested	56.5	58.0	58.1
Bu./Harvested Acre	34.1	34.3	37.3
Stocks (Million Bushels)			
Beg. Stocks	239	329	278
Production	1926	1987	2167
Imports	2	3	2
Total Supply	2167	2319	2447
Use:			
Crushings	1187	1254	1265
Exports	557	685	740
Seed, Feed and Residuals	94	102	102
Total Use	1838	2040	2107
Ending Stocks	329	278	340
Ending Stocks, Percent of Use	17.9%	13.6%	16.1%
Regular Loan Rate	\$4.50	\$5.02	\$5.02
U.S. Season Average Farm Price, \$/Bu. \$5.20-			
	\$5.74	\$5.60	\$5.60

Source: USDA & Hilker

7 Understanding Taxes and Farm Labor Requirements

Myron P. Kelsey and Allen Shapley
Department of Agricultural Economics
Michigan State University

Federal Social Security Law

Who Must Comply?

- Any farmer employing labor, including the spouse, but excluding children under 18 of the employer.

What the Employer Must Do

- For 1993, you must withhold 7.65 percent on the first \$57,600 of each employee's cash wages and 1.45 percent on all additional wages up to \$135,000. You must pay an equal amount from the farm income.
- If your total annual payroll exceeds \$2,500, you must withhold on all employees, except your own children under 18.
- If your total annual payroll is \$2,500 or less, you need not withhold on employees who earn less than \$150.
- Starting Jan. 1, 1993, IRS is instituting a new system for payroll deposits where deposits must be made either "monthly" or "semi-weekly". An employer's status will be determined by IRS and depositors will be notified after the first of the year on when they should make deposits.

The criteria is if you had \$50,000 or less in payroll tax liability in the prior year (July 1, 1992-June 30, 1993), you must make deposits monthly. If payroll exceeded \$50,000, deposits will be semi-monthly.

- Use Federal Tax Deposit Form 511. You must prepare a W-2 form showing wages paid and tax withheld for each employee by Jan. 31. By Jan. 31, you must file Form 943 with IRS, Cincinnati, OH, and by Feb. 29, file copy A of all W-2's issued plus Form W-3 with the Social Security Administration, Wilkes-Barre Data Operations Center, Wilkes-Barre, PA, 18769.

What the Worker Must Do

- To qualify for regular employment, every U.S. citizen needs a Social Security number/card.
- To obtain a Social Security card or to collect retirement, disability or death benefits, you must contact a local Social Security office.

State Workers' Disability Compensation Law

Who Must Comply

- All employers who regularly employ three or more employees for 35 hours or more per week for 13 weeks or longer, during the preceding 52 weeks.

A Workers' Compensation Insurance policy, by endorsement, may exclude coverage for any one or more named partners, or the spouse, a child or a parent in the employer's family.

A member of a corporation (which has not more than 10 stockholders) who is also an officer and stockholder who owns at least 10 percent of the stock may, with the consent of the corporation, elect to be excluded from the law.

What the Employer Must Do

- You must provide workers' disability compensation insurance for all employees who come under the law.

What the Worker Must Do

- You must report any work-related injury or illness to the employer or your supervisor at the time it happens, if possible.

If the employer does not have workers' disability compensation insurance coverage, you may report the injury or illness to the Michigan Workers' Disability Compensation Bureau to determine eligibility.

An eligible worker who suffers a work-related injury or illness will have all medical costs covered and receive a wage while disabled.

- If your employer must comply with MSPA law, you may have the right to sue for damages above and beyond those paid under this law.

For Additional Information:
Bureau of Workers' Disability and Compensation
Michigan Department of Labor
7150 Harris Drive
P.O. Box 30016
Lansing, MI 48909

Phone: (517) 322-1195 (the farmer)
(517) 373-3490 (the worker)
Or a local insurance agent (the farmer).

State Unemployment Insurance Law

Who Must Comply

- Any farmer employing ten or more workers in each of 20 weeks during the current or preceding calendar year, or having a cash payroll of \$20,000 or more in any calendar quarter of the current or preceding calendar year.

What the Employer Must Do

- You must provide unemployment insurance coverage for your employees. The state of Michigan (MESC) is the insurance carrier. It is your responsibility to report eligibility.
- You must submit to the state quarterly a Quarterly Contribution Report (MESC-1020) and a List of Employees Report (MESC-1017).

What the Worker Must Do

- To obtain unemployment benefits after being laid off, you must apply at a local MESC office. To qualify, you must have worked at least 20 weeks for covered employers during the past 52 weeks and made at least \$100.50 in each of those weeks. You must provide the names and addresses of covered employers for which you worked for the past 52 weeks, plus the periods worked and wages earned.

For Additional Information:
Contact the nearest Michigan Employment Security Commission (MESC) office: Employer Audit Section for employers, Benefit Section for workers.

Payment of Wages in Kind

The popular farm press has pushed hard the idea of paying employees with farm products rather than cash wages to avoid Social Security for both the employer and employee.

The fair market value (FMV) of the product transferred is recorded as farm sales for the employer and wages in box 10 of the employee's W-2. The FMV is not included in box 12 which is wages subject to Social Security.

The FMV declared on the W-2 is reported in the income of the employee and becomes his basis in the product when sold at a gain or loss on Schedule D. The employee at some point must have control and ownership of the product.

Federal Income Tax Withholding

- You must withhold federal income tax on any worker's wages subject to Social Security tax (FICA).

Background Publications

- IRS Publication 51, "Agricultural Employer's Tax Guide" (Circular A) and possibly IRS Publication 15, "Employer's Tax Guide" (Circular E) if Circular A does not have withholding tables.
- SS-4, "Application for Employer ID."
- SS-5, "Application for Social Security Card."
- W-4, "Employee's Withholding Allowance Certificate."
- Guide to Social Security for Farmers, Growers and Crew Leaders (Social Security Administration, SSA Publication No. 05-10025).

For Additional Information

The farmer:
U.S. Department of Treasury
Bureau of Internal Revenue
Southwind Office Park I

921 W. Homes
Lansing, MI 48933
Phone: 1-800-829-1040
or a local Internal Revenue Service office.

State Income Tax Withholding

- Not required until the Legislature updates the Michigan tax law to conform to the 1989 Federal Amendment. However, Treasury has made it difficult for those who do not comply.

For Michigan Income Tax Withholding Guide and Application for Registration (Form C-3400) contact:
Michigan Department of Treasury
Treasury Building
Lansing, MI 48922
Phone: (517) 373-0888

Table Egg Market Situation

Allan Rahn and Henry Larzelere
MSU Dept. Ag Econ

Table egg prices in December displayed their typical seasonal weakness as the end of the year approached and finished the year in a 71-74 cents per dozen trading range (New York, Grade A, large white, in cartons, to volume retailers). The price spread from year ago levels, however, widened over the month from 3 to 5 cents under. Feed costs per dozen eggs during December were 1-2 cents lower than a year ago as the lower corn more than offset the slightly higher soybean meal prices.

Table egg production continues to exceed year ago levels. The Agricultural Statistics Service estimated that production in November was up 2 percent. The number of table egg layers on Dec. 1 totaled 237.7 million (1 percent more than a year ago) with the number of eggs being produced per layer also 1 percent greater than 1991.

The 13 percent reduction in the egg-type chick hatch in November and 3 percent fewer eggs in incubators on Dec. 1 indicate that actions to reduce the flock size are still

underway. The cumulative egg-type chick hatch through November of 1992 was down 7 percent from the previous year and has been lower in every month but May.

Wholesale table egg prices during the first quarter of the year are expected to average in the low 70's, with the lows for the quar-

ter occurring in February. Monthly prices during the second quarter--Easter Sunday is on April 11 in 1993--are likely to weaken into the mid 60 cent range early in the period, but then seasonally recover and average close to 70 cents per dozen over the entire quarter.

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Holland, MI 49423
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Fax: 616-396-3619

8 Recognize Any of These 11 Common Safety Violations on Your Farm?

A safety consultant reports that these are the 11 most common hazards he observes when visiting farms in Michigan:

1. Poor housekeeping.

Neat, clean, well-maintained farm property looks better and makes for more pleasant and efficient working conditions. Even more important, good housekeeping reduces the risk of falls, fire, and electrical shocks. Help protect yourself by keeping your property clean and in good repair.

2. Unguarded, unprotected grinders.

To prevent injury from flying particles, a grinder needs shielding for the wheel—and a tool rest. The operator needs safety glasses, goggles, or a face shield. If the grinding operation will produce a lot of dust, the operator should wear a dust mask or filter respirator.

3. Unshielded PTOs.

PTO shields protect against sudden and often fatal entanglements—but only if left in place. Whenever and wherever you perform repairs on farm equipment, remember

this: The job's not done until the shield is back on.

4. Unguarded pinch points on machinery.

Pinch points result when two objects move together, with at least one of them moving in a circle—common in belt-and-chain drives, feed roles, and gear drives. Most pinch points are shielded on farm machinery, and the shields must be kept in place.

5. Lack of rollover protective structures (ROPS).

In Michigan, about 40 percent of the agriculture-related deaths each year are the result of tractor upsets. Safety experts estimate that the use of ROPS on all tractors in the state would reduce tractor deaths here by a third.

6. Unguarded table saws.

Table saws need blade guards for safe operation—and operators need proper protective eyewear.

7. Blocked fire extinguishers.

To do their job, fire extinguishers must be unobstructed and in plain sight. Be sure to place them where they are quickly and easily accessible—and keep them in good operating condition.

8. Locked or blocked fire exits.

Fire escape exits in buildings must be kept unlocked and unobstructed for safety.

9. Storage platforms without guardrail and toeboard.

Guardrails and toeboards are needed to prevent falls from elevated storage areas.

10. Welding tanks unsecured by chain or rope.

If left unsecured, welding tanks can topple, damaging the valve and unleashing immense destructive power.

11. Unprotected manure pits.

To guard against a tragic accident, be sure your manure pits or lagoons are fenced and posted with warning signs.



From Farm Bureau Insurance

Agricultural Census Underway

The 1992 Census of Agriculture report form, mailed to more than 2 million agricultural operations nationwide on Dec. 2, 1992, will once again be measuring the activities of the nation's farmers and ranchers.

The agriculture census has been conducted 23 times since 1840. Excluding 1974 and 1978, the census was conducted every 10 years until 1920 and every five years since 1925.

The census is the only source of uniform comprehensive information about agricultural production, inventories, sales and expenditures and other items for each county and state. The data collected will be published in state reports for each of the 3,100 counties with agricultural operations.

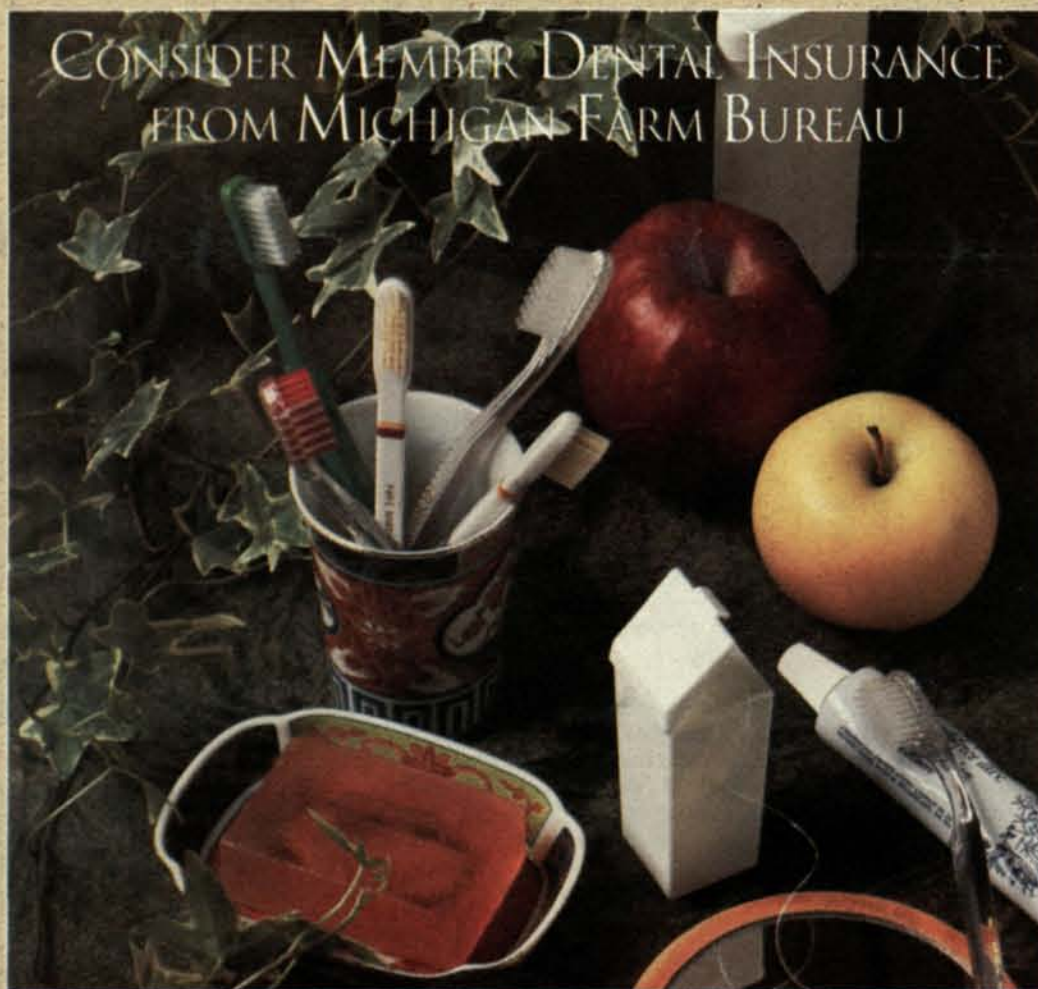
Gaylord Worden, the Census Bureau's Agriculture Division chief, stressed that the law requiring a census of agriculture also forbids revealing information about individuals. "We publish only county, state and national statistical totals, and only sworn Census Bureau employees see the completed forms," Worden explained.

Information reported in the agriculture census is used by farm organizations, legislators, local, state, and federal agencies and universities in a number of ways, including:

- Farm organizations use agricultural census data to help shape future farm programs and policies.
- Congress uses census data to help design farm programs and to evaluate their effectiveness.
- Agribusinesses use the data to identify sales territories and to determine the most effective locations for retail outlets.
- USDA's Animal and Plant Health Inspection Service uses the data to plan operations during emergency outbreaks of disease or infestations.
- USDA's Economic Research Service uses census data to prepare estimates of farm income, cost of production estimates, and to assess patterns or trends in resource use and management.
- State and local governments use the data to analyze and develop policies on land use, water use for irrigation, rural development, and farmland assessments.
- Universities use the data in teaching and research on rural trends, adjustments and policies.

Completed forms should be mailed back by Feb. 1, 1993, in the postage paid envelopes provided. Those not engaged in agricultural activities in 1992 who received a report form should return the form noting that fact.

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Michigan Farm Stress: Facing The Current Cash Crop Situation

9

Dr. Anne Soderman, Associate Professor, MSU Cooperative Extension

Farming in Michigan and across the country is evolving rapidly from a largely physical occupation into one that is requiring more and more mental activity. While it still requires heavy work...and long hours, it increasingly involves critical timing, crucial problem solving and constant worry.

Michigan farmers are becoming executors of huge sums of money, and many are carrying large debt loads. The economic uncertainties of today's marketplace make farming a pretty risky business. Putting that together with the weather that farmers have experienced this past summer and fall...soggy fields...wet corn that's difficult to market...it's not only a risky business, it's definitely what we call a high-stress occupation.

Stress is a word we hear often...and a condition we've all experienced. There are occupations, though, that tend to be more highly stressful than others, and farming is one of them. In fact, it's considered the third most stressful occupation. We certainly have proof of that lately with the Michigan crop situation.

What's happened is an acute event that is affecting some farmers in very negative ways: some are experiencing denial - they don't even want to look at the fields...and definitely don't want to talk about it.

Some are feeling alone, unable to deal with the situation or experiencing right-out despair, frustration, and anger. Others are worrying about what it means in terms of future livestock and dairy feed, and the economic pressure is severe.

Those who manage stress will do a more effective job of dealing with the problem. The opposite is also true...

We've learned enough about the ways people react to stress to say that it's critical for farmers to understand what it can do to them physically and mentally...and that they need to look for positive ways of managing it in the face of these recent events.

The severity of this situation will be determined by individual farmers. Those who manage stress will do a more effective job of dealing with the problem. The opposite is also true. Those who do a less effective job of managing stress increase the likelihood of magnifying the problem, finding

less workable solutions, and developing physical or emotional problems.

So, what to do: One of the first things is to take a look at how we react. It's mostly physical, with intestinal problems, headaches, or respiratory problems? Do we tend toward emotional reactions - develop anxiety or depression...becoming immobilized or denying there is a problem until it becomes even more unmanageable? Do we involve other people - by withdrawing

from them or unfairly dumping our anger and frustration on them?

Riding the storm out successfully, no matter what the outcome, will call for recognizing these feelings and evaluating whether or not we're making the best use of our resources. These can include anything that can help us better deal with what we're experiencing - information sources, financial strategies, friends, spiritual values, and maybe even our own creativity.

Sometimes, we're the source of some of our own stress and much of it can be removed

by simply looking at our attitudes and behavior when we're under the gun.

By accepting things that are beyond our control and not striking out to blame ourselves or others, we may actually rid ourselves of much of the unnecessary anger and frustration we feel.

The next step is to do some problem solving. First of all, we need to define the problem and to look objectively and realistically, broadly, and then specifically at what it means.

Step two is to gather facts, information, and opinions. This may take some additional time and making the effort to contact others.

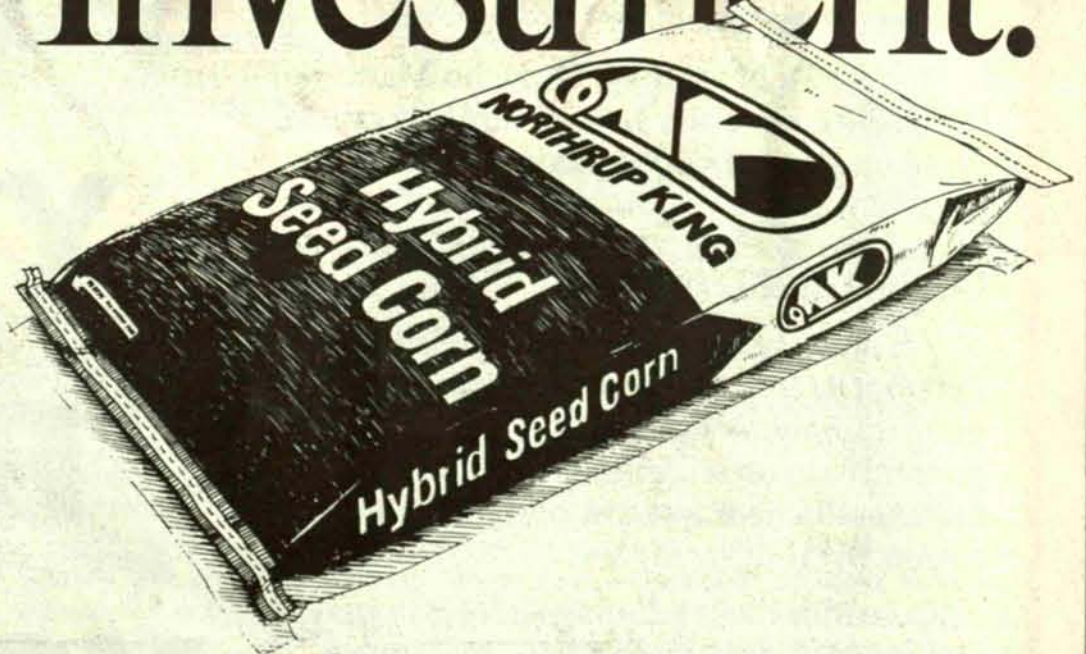
Step three requires you to search out all possible ways of solving the problem and brainstorm for solutions. More often than not, it helps to involve other people in this process. You know the old story - two heads are better than one.

Continued on page 12, see "Coping With Stress"

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10 Michigan's New Dairy Super Pool Structure and Operation

Many questions surround the new super pool's structure and operation. MMPA General Manager Walt Wosje offers this explanation, in a reprint of an article appearing in the January Michigan Milk Messenger.

With a recent formal signing at the Michigan Farm Bureau Center, Michigan's new Super Pool was put into action. This capped an 8-month effort by the state's dairy industry to reach an agreement that would satisfy all involved, and share the premiums on milk sold for Class I sales (liquid use) with all producers in Michigan.

There was not much dispute in arriving at the amount of the premium on Class I and Class II milk, according to Michigan Milk Producers Association General Manager Walt Wosje. However, the method of dividing the pool funds to each participant was a major area of discussion and negotiation.

The final solution to distributing super pool funds involved the creation of two major pools and a small sub pool. The diagram gives visual description of the structure and

operation of each pool. The parties participating in the first pool are listed to the left of the circle entitled "Pool A."

The Class I premium is projected to be \$1/cwt. and the premium on Class II is expected to be \$.40/cwt. Each party will be obligated to pay into the pool at these rates on all their Class I and Class II sales.

Twenty cents of the Class I premium will be credited directly to each non co-op member on their Class I sales, and will not be pooled with the cooperatives.

Ten cents of the Class I premium dollar will be directed to a sub-pool called a "Market Balancing Fund." The funds in this account will be distributed each month to the Independent Cooperative Milk Producers Association (ICMPA) and the Michigan Milk Producers Association (MMPA).

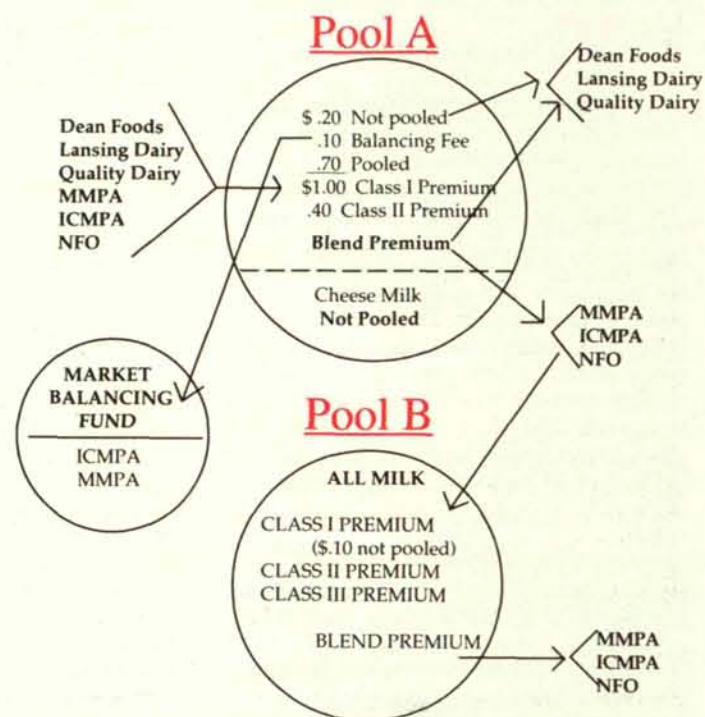
The purpose of this fund is to partially offset the extra cost of balancing the fluid market and handling milk that is in excess of what the fluid market needs. ICMPA and MMPA owned plants are the only balanc-

ing plants which can assure that the fluid and manufacturing market needs are met.

The balance of the Class I premium and the entire Class II premium will be totaled and divided by all milk production, with the exception of milk that's used in hard cheese production.

The blend premium from Pool A will be credited to each non co-op plant based on their producer milk receipts. The balance of the funds in Pool A will be directed to Pool B, in which only the cooperatives participate.

An additional contribution of \$.05/cwt. will be



made into Pool B, on milk used to produce hard cheese in a co-op owned plant. Another \$.15/cwt. will be contributed on Class III sales to other processing plants not owned by cooperatives.

Each cooperative will be credited with \$.10/cwt. on the volume of milk sold for Class I use. The balance of Class I, Class II, and Class III premiums will be totaled and divided by total milk, including milk used for cheese, and a blend premium computed and paid to each cooperative on all milk handled.

The reactivation of the Super Pool will help to offset the declining M-W price. The total blend price received by dairy producers will decline over the next few months, but the drop won't be as severe, with the super pool premiums. It's expected that the new super pool will generate in excess of \$20 million on an annual basis to be spread over all the milk marketed under the Federal Order 40 Market.

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Michigan Beef Producers Sought for MSU's M-IRM Program

A low-cost management system developed at Michigan State University should mean more profit for Michigan's beef producers. The Michigan Integrated Resource Management (M-IRM) program will enable beef producers to analyze the strengths and weaknesses of their beef operations.

M-IRM, patterned after similar programs in other states, was developed in the MSU departments of Animal Science and Agricultural Economics. Ben Bartlett, MSU Extension livestock agent in the Upper Peninsula, and Harlan Ritchie, Extension beef specialist at MSU will be serving as coordinators for the program.

"This is an uncomplicated, user-friendly program that will enable producers to track the production and profitability of their business from year to year," Bartlett explained. "It will also enable a producer to compare how they're doing with other producers across the state and, more than likely, obtain ideas for herd management."

The program, designed to help producers take some of the guesswork out of herd performance, will cost \$25 per year to cover the cost of worksheets, data analysis and support services from MSU Extension, and is open for enrollment only during January. The information provided by producers in the program will be held in strict confidence.

Continued on page 11
See "MSU M-IRM Program"

11 USDA Develops Proposed Office Closure List

USDA is considering closing or merging as many as 1,200 field offices, according to a list of proposed closures released to Congress, Jan. 8, by USDA Secretary Madigan. According to Michigan ASCS State Director, David Conklin, the proposed closures are an attempt to improve service and, at the same time, reduce operating costs.

The list, compiled jointly by USDA and the White House's Office of Management and Budget, will receive further review and study by the state ASCS director and committees.

"What they've done in Washington, D.C. is say 'we've got to consolidate our offices to cut expenses without sacrificing services to the farmer clientele'," explained Conklin. "During this whole process, Secretary Madigan has always maintained that the producer is the number one concern. We feel we can provide better service out of one office than we can out of two."

All USDA offices were scored on the basis of overhead costs, number of farmers served, and the size of the region served. Agencies with offices at stake include the Soil Conservation Service, Farmers Home Administration, and the Agricultural Stabilization Conservation Service.

The 1,200 offices at stake were chosen from an estimated 11,000 total field offices. The General Accounting Office estimates that consolidation could save an estimated \$90 million of the USDA's \$62 billion budget.

According to the USDA, 23 of the 1,200 field offices are located in Michigan. Another 34 federal farm offices in Michigan are considered "high risk."

The department listed 22 of Michigan's 65 ASCS offices as vulnerable and recommended that 14 of them be closed. Those 14 counties proposed for closure include:

- | | |
|-----------|-----------|
| Alger | Antrim |
| Clare | Dickinson |
| Emmet | Kalkaska |
| Leelanau | Mackinac |
| Manistee | Muskegon |
| Oakland | Oceana |
| Roscommon | Wexford |

Another 12 of Michigan's 67 SCS offices are considered vulnerable with nine slated for closure. Those 9 counties proposed for closing include:

- | | |
|-----------|-------------|
| Antrim | Cheboygan |
| Dickinson | Houghton |
| Iron | Leelanau |
| Ogemaw | Schoolcraft |
| Wexford | |

Plans are still very preliminary, and proposed closings could take as long as five years to actually occur, since most will be scheduled as building leases expire and/or retirements take place.

Conklin did say that efforts are already underway to close the Kalkaska ASCS office and combine with the Grand Traverse office as part of personnel retirement and an office consolidation plan. Offices for Emmet and Charlevoix Counties will be consolidated with offices headquartered out of Charlevoix. An SCS sub-office in Roscommon is also slated for closure in a consolidation move to the Lake City office.

New County Farm Bureau Presidents Attend Conference



Sixteen newly elected county Farm Bureau presidents were at the Michigan Farm Bureau Center for a two-day conference recently, honing their leadership skills as they assume the presidency of their respective counties. Program topics included: Running Effective Meetings; Organizational Structure and Operation; Board Member Responsibilities; County Farm Bureau Finance; Membership Benefits, and a tour of the MFB Center. New county Farm Bureau Presidents pictured include: Front Row (left - right) Chuck Burkett, MFB Administrative Director; Jack Jeppesen, Montcalm; Dan Wenger, Barry; Sherri Geib, Hillsdale; Gary Wilcox, Ingham; Don Terwilligar, Midland; John VanderMolen, MFB Field Operations Division Director. Second Row (left - right), Marvin Rubingh, Antrim; Mark Vollmar, Tuscola; Scott Bontekoe, Livingston; Neil Strong, Isabella; David Armbruster, Huron. Back Row (left to right) Tony Raney, Oakland; Larry Gingrich, Osceola; Dennis Heffron, Kent; Ralph Brock, Menominee. Missing from photo, Duane Dysinger, Shiawassee County.

Panama Canal Cruise

February 6-16, 1993

Nothing can compare with the majesty of the Panama Canal. Join us on our 10-day cruise on the Royal Princess and watch this 45,000 ton ship as it is raised and lowered 85 feet using no other power than the force of gravity. Imagine cruising to one sun-drenched port after another. Acapulco for the cliff divers. Cartagena for South America. St. Maarten for the beaches. Costa Rica for the scenery. San Juan for the history.

Our cruise package includes a 20% discount on all cabins, all meals and entertainment, air transportation, group cocktail party, bottle of champagne, and prepaid shipboard gratuities. Cabins begin as low as \$2,322.

Australia/New Zealand

March 2-22, 1993

Farm Bureau members are welcome to join our tour to the "Land Down Under," where it will be late summer, instead of winter, when we get there. Our 21-day package to Australia and both the North-South islands of New Zealand is highlighted by visits to the Great Barrier Reef & Cairns, Sydney and the Sydney Opera House, Melbourne, Christchurch, Mt. Cook National Park, Queenstown, Milford Sound Rotorura, and Auckland. Our flight to Australia will include an overnight stop in Honolulu and we will stop in Fiji for 3 days upon our return to the United States.

Our tour package includes roundtrip air transportation, deluxe motorcoach transportation, all transfers, deluxe and first class hotel accommodations, full sightseeing, 28 meals and a professional guide throughout the tour. Experience the "Land Down Under" plus Hawaii and Fiji all for \$4,999 per person.

Georgetown Home Tour

April 23-26, 1993

Join us for the weekend as we stroll the historic neighborhoods of Georgetown and visit several homes and experience the beauty and grandeur of these stately mansions. Spectacular decorating and colorful gardens await us on each walking tour, to be followed by tea and cookies. Our package includes roundtrip airfare, transfers, accommodations at the beautiful and European styled Georgetown Inn, 7 meals, a city tour of Washington, D.C., and a visit to the National Gallery. Members: \$674. Non-members: \$694.

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"MSU M-IRM Program" continued from page 10

"In the past, producers may have adopted a new management practice, but never really knew if a change in their operation's profitability was the result of an improved market, or the result of the changed practice," Bartlett said. "Now producers have a system available capable of tracking what is actually occurring on their farm."

The M-IRM program is comparable to the National Cattlemen's Association Standardized Performance Analysis (SPA) program, but it's easier to fill out and emphasizes feed production.

"Preliminary results from four test M-IRM herds showed that calf weaning weights were similar, but feed costs varied by 100 percent," Bartlett said. "Because we have long winter feeding periods, taking a good look at feed production and consumption is a major portion of this program."

Bartlett says that he'd like to see all of Michigan's beef cattle herds enrolled in the program, regardless of size. "M-IRM is as much for the person who has a few hobby cows as it is for the producer who has 100 to 300 cows," he said. "We think M-IRM can help almost any herd toward improved profitability."

More information about the M-IRM program enrollment and subsequent regional training session can be obtained by calling Bartlett at (906) 228-4830 or Ritchie at (517) 355-8409.

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12
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Michigan Corn Information Exchange

CORN SELLERS

Larry Wineland, Dewitt, Clinton County. Estm. 76 acres. Trucking available. Call in p.m. 517-482-6556. Vaughn Vondrasek, Bath, Clinton County. Estm. 300 acres. Trucking available. Call in a.m. 517-641-4584. Marion May, Quincy, Hillsdale County. Estm. 200 acres. Trucking available. Call in a.m. 517-869-2322 a.m. Dean Shrontz, Olivet, Calhoun County. Estm. 400 acres. Trucking available. Call in a.m. 616-781-2180. Edward Feuerstein, Belding, Ionia County. Estm. 100 acres. Trucking available. Call in a.m. 616-642-9798. Jeff Bristle, Manchester, Washtenaw County. Estm. 20,000 bu. Call 313-428-7113. Paul Thelen, Fowler, Clinton County. Estm. 3,000 bu. Call 517-587-6874. Dewitt Grain Corp., DeWitt, Clinton County. Estm. Unlimited. Will deliver and also do grinding. Call 517-669-5950. John Hamilton, Manchester, Washtenaw County. Estm. 9,000 bu. Call 517-592-8444. Dave Kent, Alto, Kent County. Estm. 3,500 bu. Call 616-765-3073 or 616-765-3094. Allen Ackerman, Bad Axe, Huron County. Estm. 25 acres. Call 517-428-4862 (evenings) and 517-269-9585 (days). Harold Mennernix, Alto, Kent County. Estm. 195 acres. Call 616-868-6639. Maxwell Seed Farm, Hope, Midland County. Estm. 1,200 acres. Trucking available - large volume (semi's only). Call in a.m. Farm # 517-689-3653; Dirk at 517-689-3667; Scott at 517-689-4060; or Clay at 517-435-9249. Don Borgic, Wayland, Allegan County. Estm. 8,000 bu. Call 616-792-2627 after 4:30 p.m. Bob Humpert, Fairgrove, Tuscola County. Estm. 100 acres. Call 517-693-6415 in a.m. Trucking available. Gerald Resner, Pinconning, Bay County. Estm. 120 acres. Call 517-879-4760 early a.m. or late p.m. Trucking available. Neil French, Munger, Bay County. Estm. 10,000 bu. Call 517-755-0977 (work) or 517-659-2265 (home). Trucking available. John Welke, Mayville, Tuscola County. Estm. 4,000 bu. Call 517-843-5320 in p.m. Trucking available. Bill Buckenmeyer, Swanton, OH Estm. 600 bu. Call 419-829-4717 anytime. Trucking available. Jeff Reed, Owosso, Shiawassee County. Estm. up to 100 acres. Call 517-723-5205 in the a.m. Trucking available. Gerald Hubbard, Freeport, Kent County. Estm. 3,000 bu dry & wet ear corn. Call 616-765-5301. Doug Shepard, Birch Run, Saginaw County. Estm. 100 acres. Call 517-642-5677. Steve Hord, Breckenridge, Midland County. Estm.

50,000-60,000 bu. Call 517-842-3830. Robert Hoffmaster, Hopkins, Allegan County. Estm. 5,000 bu. Call 616-793-7116. Jeff Beebo, Alma, Gratiot County. Estm. 45,000 bu. Call 517-463-4656. Don Day, Ceresco, Calhoun County. Estm. 7,000 bu. (popcorn) Call 616-781-5097. Dean Linderman, Dexter, Washtenaw County. Estm. 5,000 bu. Call 313-426-4042. Peter Kern, St. Johns, Clinton County. Estm. 10,000 bu. Call 517-224-3422. Lynn Griffin, Charlotte, Eaton County. Estm. 400 acres Call 517-543-1856. P. John Parrent, Sandusky, Sanilac County. Estm. 50,000 bu. Call 313-648-3009 or 648-2151 - Ask for John or Randy. Robert Friederich, Petersburg, Monroe County. Estm. 50 acres Call 313-279-2539. Dale Seyfred, Galien, Berrien County. Estm. 45,000 bu. Call 616-545-8358 (anytime) Trucking available. Scott Baker, Jonesville, Hillsdale County. Estm. 10,000 bu. Call 517-894-2864 (anytime) Trucking available. Charles Brown, Beaverton, Gladwin County. Estm. 22 acres Call 517-435-4834 (early a.m. or evenings). Auburn Bean & Grain, Auburn, Bay County. Estm. 450,000 bu. Call 517-662-4423 either a.m. or p.m. Trucking available. Tom Bailey, Shepard, Isabella County. Estm. 50 acres. Call 517-828-5114 after 6:00 p.m. Trucking could be arranged. Jerry Jacobs, Birch Run, Saginaw County. Estm. 30,000 bu. Call 517-624-9496 in a.m. Trucking available. Larry Horton, Lansing, corn located in Gratiot County. Estm. 10 acres. Call 517-337-5085 Trucking available. Nile Clevenger, Stanton, Montcalm County. Estm. 57 acres. Call 517-831-4274 anytime. David Wezensky, Mt. Pleasant, Isabella County. Estm. 4,000 bu. Call 517-773-7104 anytime. Trucking available. Hitchcock Brothers (Scotty), Williamston, Ingham County. Estm. 30,000 bu. Call 517-655-3198 anytime. Trucking available. Ruggles Beef Farm, Kingston, Tuscola County. Estm. 15,000 bu. Call 517-683-2459. Trucking available. Albert Ruggles, Kingston, Tuscola County. Estm. 50,000 bu. Call 517-683-2849. Lonnie Kester, Millington, Tuscola County. Estm. 25,000 bu. Call 517-871-4949 Willing to custom store in a Harvestore until needed at a later date. Schmandt Farms, Vassar, Tuscola County. Estm. 100,000 bu. Call 517-823-8639. Trucking available. Marlin Herford, Pigeon, Huron County. Estm. 370 acres. Call 517-375-2357 anytime. Trucking available. Bremer Brothers (Dale), Munger, Bay County. Estm. 10,000 bu. (dried; hi-quality corn) Call 517-659-2497 in the p.m. Trucking available. Pete Rufenacht, Waldron Grain/Fuel, Waldron, Hillsdale County. Estm. 700,000 bu. selling wet or dry. Call 517-286-6201 during working hours. Trucking available. Roger Root, Cass City, Tuscola County. Estm. 10,000 bu. Call 517-872-3718 p.m. only. Trucking available. David Houghtaling, Reese, Tuscola County. Estm. 350 acres. Call 517-868-4219 or 659-2478 early morning or late evening. Trucking available. Jim Kozunplik, Lennon, Shiawassee County. Estm. 80 acres. Call 517-621-3662 evenings. Zeeb Farms, Bath, Clinton County. Estm. 35,000 bu. Call 517-641-6419 or 641-4277 in the a.m. Trucking available. Larry Meyer, St. Louis, Isabella County. Estm. 10,000 - 15,000 bu. Call 517-681-2672 a.m or late p.m. Trucking available. Nyle VanSickle, Bellevue, Eaton County. Estm. 85 acres. Call 616-763-3110 anytime. Elmer Gross, Montrose, Saginaw County. Estm. 9,000 bu. Call 313-639-2612 after 7 p.m. Trucking available. John Richey, Ottawa Lake, Lenawee County. Estm. 45,000 bu. Call 517-486-4147 anytime. Trucking could be arranged. Hogle Truck Lines, Middleton, Gratiot County. Estm. 4,000 bu. Call 517-236-7225 between 8 a.m and 5 p.m. Trucking available. Roger Bloss, Swartz Creek, Genesee County. Estm. 10,000 - 15,000 bu. Call 313-635-3788 after 8 p.m. Trucking available. Brad Goslin, Gagetown, Tuscola County. Estm. 40,000+ bu. Call 517-665-2549 p.m. Trucking available (30 mile radius). Gary Harper, Onsted, Lenawee County. Estm. 25,000 bu. Call 517-467-4758 after 6 p.m. Trucking available. Richard Kessler, Jr., Montague, Oceana County. Estm. 6,000+ bu. Call 616-894-8876 after 8 p.m. No trucking available. Gail Bennett, Caro, Tuscola County. Estm. 40,000 bu. Call 517-673-6934 anytime. Trucking available. Chuck or John Adams, Jackson, Jackson County. Estm. 25,000+ bu. Call 517-536-4625 or 536-4454 p.m. Trucking available. John B. Hersch, Chesaning, Shiawassee County. Estm. 3,000+ bu. Call 517-845-6238 after 3 p.m. No trucking available. Elwyn Schnick, Owosso, Shiawassee County. Estm. 6,000+ bu. Call 517-845-6570 after 3 p.m. Trucking possible after 1/1/93. John Seif, Caledonia, Kent County. Estm. 50,000 bu. Call 616-877-0046.

Michigan Corn Information Exchange Free Listing Coupon
Name:
County:
City:
Phone:
Quantity (in bushels):
Fill out this coupon and mail it directly to: MSU Outreach Communications c/o MCIE, Room 312 Ag Hall East Lansing, MI 48824-1039

You can also phone your listing in by calling: Michigan Farm News, 1-800-968-3129 or Michigan State Univ., (517) 336-1555
Be prepared to provide the same information as requested above when calling. No additional information will be taken or used in the listing.

Jack Gerber, Scottsville, Mason County. Estm. 4,000 - 6,000 bu. Call 616-843-2773. Harry Kline, Wacousta, Clinton County. Estm. 7,000 - 8,000 bu. Call 517-626-6477. Gary Brownell, Ionia, Ionia County. Estm. 50 acres. Call 517-855-2030. Doug Shannon, Fairgrove, Isabella County. Estm. 40,000 bu. Call 517-693-6369. Dennis Hefferon, Belding, Kent County. Estm. 100,000 bu. Call 616-794-2527. Warfins Bros., Hemlock, Saginaw County. Estm. 12,000 bu. Call 517-642-5849 or 642-8590. Jim Cosenblik, Lennon, Genesee County. Estm. 10,000 bu. Call 313-621-3662. Gary Krug, Bad Axe, Huron County. Estm. 50,000 bu. Call 517-269-9697. Clifford Besaw, New Lothrop, Shiawassee County. Estm. 18,000 bu. (dried) Call 313-638-7528 (home) 695-4660 (office). Jenuware Bros., Armada, Macomb County. Estm. 10,000 bu. Call 313-784-5956. Ron Balder, Auburn, Bay County. Estm. 2 million bu. Call 517-662-4423. Gene Meijer, Shepard, Isabella County. Estm. 150 acres. Call 517-828-6476. Carrol R. Parr, Charlotte, Eaton County. Estm. 50 - 60 acres. Call 517-543-4709. Willard Jurgess, Bad Axe, Huron County. Estm. 50,000 bu. (Dry, shelled.) Call 517-269-2305. Will deliver. Irvin Wisinski, Parma, Bay County. Estm. ? Call 517-662-6746. John Schaffner, Manchester, Washtenaw County. Estm. 700 bu. Call 313-475-8802. Bill McClintic, Merrill, Saginaw County. Estm. 10,000 + bu. Call 517-643-7162 after 5 p.m. Trucking available. Randy Walden, Birch Run, Saginaw County. Estm. 2,000 bu. Call 517-624-5279.

TRUCKING
Vick Parker, Charlotte, Eaton County. Trucking Services (hopper trailers and grain trains) and access to large HMC volume. Call anytime at 517-543-3761 (office) or 616-967-1554 (mobile). Scott Baker, Plainsite Farms, Jonesville, Hillsdale County. Call 517-894-2864 anytime. Truck capacity: 900 - 1,200 bu. Terry Wright, Lake City, Missaukee County. Call 616-839-4957 either early a.m. or late p.m. Truck capacity: 22 ton. Rocky Wright, Gaylord, Otsego County. Call 517-732-1021 either early a.m. or late p.m. Truck capacity: 22 ton. Larry Cline, St. Louis, Gratiot County. Call 517-681-5305 after 8 p.m. Norm Mihills, Jones, Cass County. Call 616-244-5056 or 646-5105. Citizens Elevator, Vermontville, Eaton County. Call 517-726-0514. Truck capacity: 35 ton. K & R Trucking (Roger Pitts), Camden, Hillsdale County. Call 517-254-4119 anytime. Bottom unloaders.

Joanne Steff – November Farm Bureau Volunteer of the Month



Hiawathaland County Farm Bureau member Joanne Steff, who farms with her husband, Lowell, on a dairy and potato farm near Cornell, was awarded the Farm Bureau Volunteer of the Month Award for her active involvement in MFB's State Promotion and Education Committee, the Upper Peninsula State Fair, and her service as the county Farm Bureau's Membership Committee Chairperson. Joanne was primarily responsible for coordinating the efforts of all U.P. county Farm Bureaus in preparing a 20 foot long booth, with a "Urban-Rural Connection," theme.

Robert Nelson – December Farm Bureau Volunteer of the Month



Robert Nelson of Lapeer County has been selected as Michigan Farm Bureau's December Volunteer of the Month for his active involvement and support of Lapeer County's 4-H youth programs. Nelson, who operates a 700 acre cash crop farm raising wheat, corn, soybeans and drybeans, and operates a metal fabricating business on his farm, has been very involved in promoting youth and 4-H leadership programs. Bob's support has included testifying at a local zoning hearing to allow continued 4-H livestock projects for a 4-H family restricted by local zoning ordinances.

1992 County Excellence Award Winners

Since 1990, the Michigan Farm Bureau has announced a County Excellence Award winner in each membership category for the county that accumulates the highest total points for achievement in the 12 MFB program areas, as determined in the County Program Achievement competition.

County Excellence Award winners demonstrate overall excellence in programs, effectiveness, innovation and leadership. The award is designed to honor the contributions made by every county Farm Bureau committee to the total success of Farm Bureau at the county, state and national level.



Above Denis Netzley of Gratiot County accepts Gratiot's award from MFB President Jack Laurie at the 1992 MFB annual meeting.

In category one, those county Farm Bureaus with less than 500 members, Presque Isle County received the award. Presque Isle had gold stars in the following program areas: Local Affairs, Community Action Groups, Promotion and Education, Direct Marketing, Information, Outstanding County Project, Policy Execution, and Policy Development. Silver stars were also awarded in Membership, Young Farmers, and Commodity and Marketing programs.

In category two, those county Farm Bureaus with 500 to 1,200 members, Otsego County received the award. Otsego had gold stars in the following program areas: Promotion and Education, Community Action Groups, Outstanding County Project, Information, and Membership. Silver stars were also awarded for Direct Marketing, Young Farmers, Policy Development, Local Affairs, and Group Purchasing.

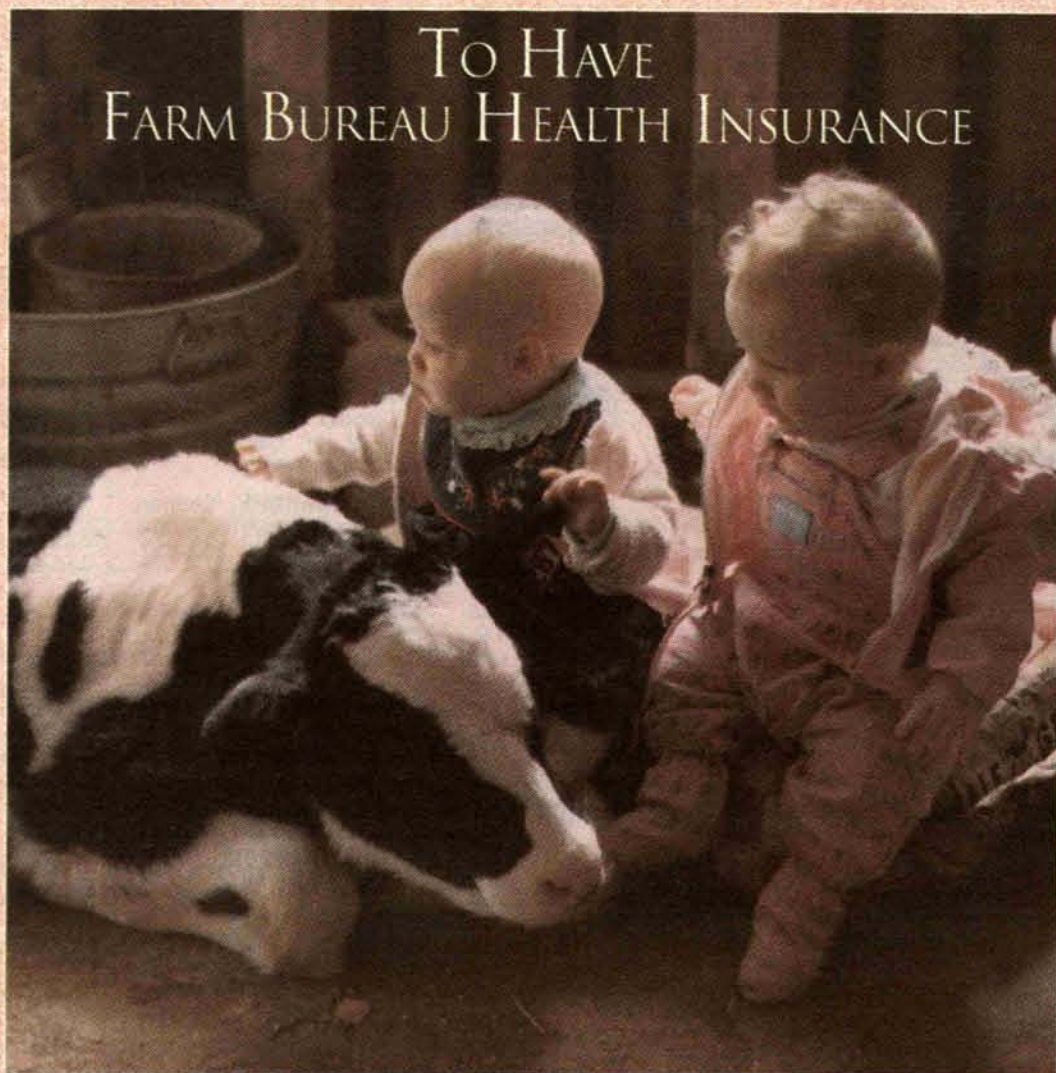
In category three, those county Farm Bureau with 1,201 to 1,900 members, Midland County received the award. Midland had gold stars in the following program areas: Information, Outstanding County Project, Young Farmers, Policy Execution, Policy Development, Local Affairs, Commodity and Marketing, and Promotion and Education. Silver stars were also awarded for Membership, Community Action Groups, and Group Purchasing.

In category four, those county Farm Bureaus with 1,901 to 2,500 members, Gratiot County received the award. Gratiot had gold stars in the following program areas: Young Farmers, Information, Outstanding County Projects, Policy Execution, Policy Development, Local Affairs, Community Action Groups, Promotion and Education, and Commodity and Marketing. A silver star was also awarded for Direct Marketing.

In category five, those counties with over 2,500 members, Bay County received the award. Bay received gold stars in the following program areas: Membership, Information, Outstanding County Project, Policy Execution, Community Action Groups, Commodity and Marketing, Promotion and Education, and Group Purchasing. Silver stars were also awarded for Young Farmers, Policy Development, Local Affairs, and Direct Marketing.

A FEW SMALL REASONS

TO HAVE FARM BUREAU HEALTH INSURANCE



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

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Blue Cross Blue Shield quality and Farm Bureau's personalized service provide an unbeatable combination that you can't afford to be without when protecting the "small" things in life that are of big importance to you.

For information, call 1-800-292-2680 or contact your local Farm Bureau agent.

