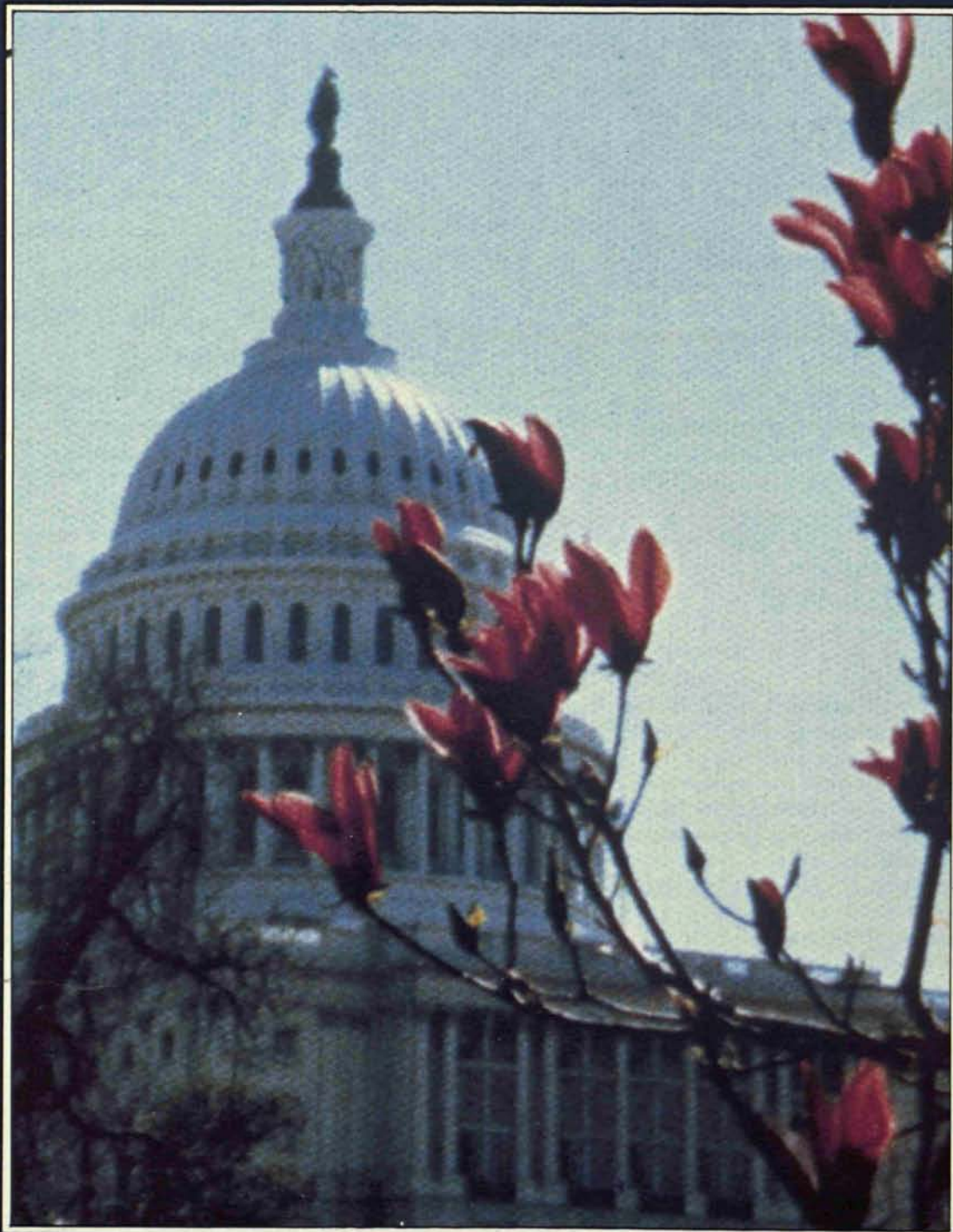


RURAL LIVING



National Legislators Hear Farmers' Views

Michigan Farm Bureau Buyer's Service Program Now It's Guaranteed!

What is the Buyer's Service?

The Michigan Farm Bureau Buyer's Service is a program designed to help save you hundreds of dollars on major purchases that you may make in the coming years. Farm Bureau has contracted with The Family Saver Co. to provide this service.

The Family Saver can be your purchasing agency by eliminating much of the middleman's high mark-up and pass these savings on to you. No pressure to buy, only our help in saving you money.

How can we do this?

Very simple. We order merchandise direct from the factory or distributor and ship it directly to you or to a warehouse near where you live. We do not have the high cost of inventory, or large warehouse and showrooms, sales commissions, etc. As your purchasing agent to help you save money, we also have some retailers who are interested in increasing their volume and thus giving them larger buying discounts by brokering their product through our great purchasing power.

What does it cost?

The Buyer's Service, at a cost of only \$25 for the first year and \$15 thereafter annually, allows you to get unlimited pricing information via a toll free number. This program compares favorably with ones costing up to \$795 annually.

Satisfaction is Guaranteed!

Use the Family Saver for one full year. If at the end of the year you find you could not save at least \$25.00 in quick quotes, we will refund your \$25.00 fee!



Most major brands available at discounts up to 60%!

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Michigan Farm Bureau Buyer's Service Enrollment Form

Please complete and mail along with your check or money order in the amount of \$25.00 to:

Michigan Farm Bureau
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P.O. Box 30960
Lansing, MI 48909

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Membership Number _____

Farm Bureau Membership Name
(as shown on membership card)

Address _____

City _____

State and Zip _____

Telephone No. (_____) _____

Amount Enclosed \$ _____ (check or money order)

RURAL LIVING

FARM NEWS

A publication
of the
Michigan
Farm Bureau

Michigan Farm News RURAL LIVING



National Legislators
Hear Farmers' Views

A Publication of the Michigan Farm Bureau • May 1984

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THE COVER

The flowers were just beginning to bloom when over 100 Michigan farmers visited their congressmen in Washington during April.

Photo by Marcia Ditchie

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Continued Farmer Communication Will Increase Our Impact



Ag Secretary Block believes those who are most determined will write the 1985 farm bill.

As this is written, we have just returned from the nation's capital where 100 county and state legislative leaders and assistants participated in the Washington Legislative Seminar, our major policy execution activity on the national level.

When our organization invests the amount of human and financial resources that goes into this annual project, it's well to ask — was it worth the investment? Did we accomplish our objectives? Did the efforts of so many dedicated farmers have an impact on the decision-makers?

Most of those questions can't be answered until we inventory the votes cast on legislation, or check the listing of co-sponsors of bills we discussed with our U.S. representatives and senators. But I've participated in this activity for a number of years now and have learned to recognize some indicators of just how effective we are.

I don't think there was any doubt that, this year, our national legislators did listen attentively to what our farmers had to say.

The fact that this is an election year probably had something to do with that receptiveness, but certainly not everything. The Michigan congressional delegation keeps a sensitive finger on the pulse of their home state. They know the vital importance our state government officials have placed

on agriculture and realize they had better listen to what representatives from that key industry have to say.

The biggest factor, I believe, was the united strength of individual members who evidently did their homework before they delivered their messages — articulately, honestly and knowledgeably — on the targeted issues. Certainly, we are proud of our professional lobbyists who work daily for our best interests, but it is individual farmer member contacts that give them the credibility they enjoy in the halls of Congress.

We went to Washington to deliver a Farm Bureau policy message, but we also received a message . . . farmers must have input into the writing of the new farm bill.

We went to Washington to deliver a Farm Bureau policy message, but we also received a message while we were there — not once, but several times: farmers must have input into the writing of a new farm bill.

Sen. Riegle's agricultural liaison warned us that as a minority group, we simply aren't strong enough politically to get what we want in a farm bill and that we're going to

have to settle for compromises.

Secretary of Agriculture John Block told us that a lot of people care about farm policy and are going to speak to it, including agricultural suppliers, grain traders and a host of other people who make their living off our industry. Farmers are going to need a strong, united voice to compete with all those other voices.

I can't stress strongly enough how crucial this issue is to our future and how necessary it is for those involved in production agriculture to work together, with foresight and knowledge, to shape the farm policy that will assure us a sound industry. Take every opportunity you can now to prepare for that task. Take advantage of the educational modules currently being offered through Community Action Groups, read the discussion topic in this issue of *Rural Living*, attend meetings that are being held throughout the state and invite others to join you.

Secretary Block also told our group that, in the end, the people who have the most interest, the most desire, and who are most determined, will write the farm bill. We need to remember that during the months ahead.

Elton R. Smith

President
Michigan Farm Bureau

Spring Gladness Paints the Pages of Rural Living

Let's do it!

Do you really think we should? They might think we're presumptuous.

Ah! Come on, we'll hate ourselves if we don't take advantage of an opportunity like this.

Where are the bodyguards? We might get arrested!

Let's take that chance. Let's do it!

What would you have done? There we were 600 miles away from home, in a place a sign in the airport aptly describes as the most important city in the world, and we see a couple we know — indeed, every Michigania knows. It's our last day in the nation's capital and our work with the MFB Washington Legislative Seminar is completed in time for one last look around this historic city.

We're hungry and so, we discover, are Michigan's governor and first lady. It's not the fancy kind of restaurant you'd expect such dignitaries to frequent, just a spot on the balcony of The Old Post Office, saved from demolition by a group of entrepreneurs who thought it would be a good place for an international center, boasting the wares and culinary delights of various ethnic groups.

So, do we simply point, stare, nudge each other, whisper, "Do you see who I see? It's Governor and Mrs. Blanchard," and go on our merry way? Or do we hike our "Good Things Growing in Michigan" tote bags up into full view and stop to say hello?

We opted for the latter and being the gracious folks they are, we were cordially greeted and didn't get arrested. They even acted as though they remembered the *Rural Living* editors from a photo session

following the Governor's Breakfast during Farmers' Week and the FB Women's Ag Day Breakfast where Paula Blanchard was the speaker. (You can read about her plans for introducing the "YES!" campaign to our state's ag products during Michigan Week on page 12.)

Meeting the Blanchards was an appropriate conclusion to an exciting week in Washington, D.C., with our 100 legislative leaders. Our Outstanding Young Farm Woman, Laurie Isley, kept a journal while she participated in the policy execution activity. Follow in her footsteps (without pounding the cement she did) by reading her report on page 8.

The cherry blossoms and daffodils were in breathtakingly beautiful bloom in Washington, with promises of tulips soon to follow. But, as lovely as the public gardens of our nation's capital may be, they have a rival in our own Holland, Michigan, site of the gala Tulip Festival. Our MSU ag journalism intern, Therese Nichols, gives a preview of that event and introduces some of the people who make it happen on page 17.

Farmers' Week, Ag Day, the Washington Legislative Seminar, Michigan Week, the Tulip Festival . . . these are all activities that herald the coming of spring to winter-weary farmers and farm editors. They're as much a signal of spring as flowers blooming, freshly-plowed earth, Easter eggs and wobbly-legged baby lambs.

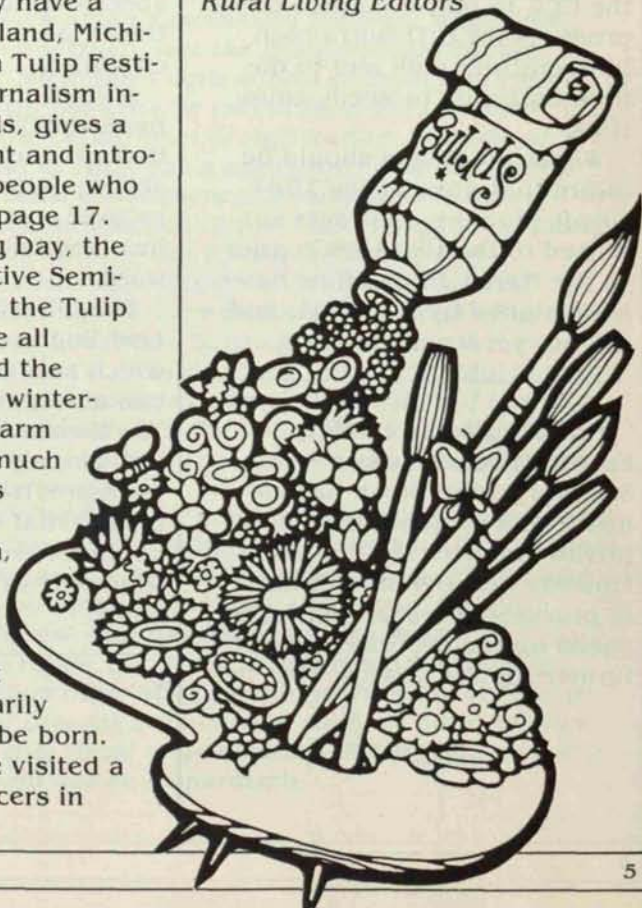
Yes, we know that lambs don't necessarily wait until spring to be born. When Marcia Ditchie visited a couple sheep producers in

northeast Michigan in early March, she ran into an ice storm but the warm hospitality of her hosts and the cuddly softness of newborn lambs were like a breath of spring. Read her story of a third generation farmer and a city "personnel headhunter" turned farmer on page 20.

The article by Cathy Kirvan on a unique method one west central Michigan farm woman uses to save baby lambs (page 22) has been in our "bank" for quite a while. Spring, the season of rebirth and renewed hope, seemed an appropriate time to share that story.

From sheep pens to tulip beds to the halls of Congress — it's been an interesting "beat" this month!

Connie Turbin, Donna Wilber,
Marcia Ditchie & Cathy J. Kirvan
Rural Living Editors



WASHINGTON

Farm Program Legislation

— The House and Senate acted in early April to approve a conference report to H.R. 4072, the "Agriculture Adjustment Programs Act of 1984," opening the way for a new sign up period for the wheat price support program.

The compromise legislation will lower the 1984 wheat target price to \$4.38 per bushel and freeze all 1985 target prices at last year's level. The bill includes acreage reduction programs, diversion payments, and offers a PIK provision only for the 1984 wheat program. Other changes include increasing P.L. 480 allocations by \$325 million over the two years, boosting 1985 export credit guarantees more than \$1 billion to \$4.1 billion, offers additional drought assistance and allows the CCC to barter surplus dairy products for UHT (ultra high temperature) milk and to donate that milk to needy countries.

Wheat producers should be aware that none of the 1984 wheat program contracts submitted to the USDA-ASCS prior to the March 16 deadline have been signed by the USDA, and are not yet legally binding.

Private Banks to Help

FmHA Process Loans — Ag Secretary John Block has announced a program by which private bankers will aid the Farmers Home Administration in processing loans in order to speed up the process and give farmers better service. The

process has been under study for some time because of the large volume of economic emergency loans resulting from last summer's drought. Approved banks will collect credit information and develop loan applications, but the final approval will be made by FmHA.

Elevator Bankruptcy Reform

— Elevator bankruptcy provisions, part of an overall bankruptcy reform measure passed by the House, would establish a 120-day timetable for determining ownership of grain stored in an insolvent elevator. The four-month deadline may be invoked by anyone with a stake in the bankruptcy thus speeding up the process for claimants' requests for secured status prior to asset distribution. The bill says that a warehouse receipt or scale ticket is a valid way to prove ownership of grain and to establish the amount owned. In addition, farmers would gain special status for resolving their claims ahead of unsecured creditors.

A limit on trustee's fees in a bankruptcy case would assure that grain or the proceeds from selling grain cannot be used to recover costs other than those involved in moving the case forward.

The bill partially reverses a recent Supreme Court decision which said firms in bankruptcy can abrogate union contracts. The Senate bankruptcy reform bill, already passed, contains no such provision and it is expected that some senators in conference committee may try to modify or delete the amendment.

FB Questions Spending Priorities

— The administration's proposed budget for the Agriculture Department contains a "serious distortion in spending priorities for production agriculture," an FB spokesperson told members of the House Appropriations Committee's agriculture subcommittee. In testimony before the panel on March 30, Stuart Proctor, AFBF assistant director of national affairs, said FB opposes proposals for fiscal year 1985 that would cut export funding, animal and plant pest programs, research and Extension, and soil conservation programs.

The budget proposal would reduce funding for the export credit guarantee program by \$1 billion, take \$26 million from the Animal and Plant Health Inspection Service for the brucellosis eradication program and restore that sum through a producer check-off or user fee, cut the Extension Service research budget by \$35 million, and reduce conservation funding by \$222 million.

One budget proposal met with FB approval. Proctor told the committee that AFBF supported the \$160 million increase in Farmers Home Administration farm operating loans for fiscal 1985.

Congressional Tax Bills

— Tax bills in the House and Senate each propose increasing tax revenues by between \$45 billion and \$49.8 billion over a three year period, 1985-1987. The House bill and its Senate counterpart are similar in their tax provisions.

The Senate tax bill contains a wide assortment of provisions including the following:

- Treats interest free or low interest loans between family members as gifts for gift and income tax purposes.

- Defers until 1988 scheduled increases in first year expensed property. The present \$5,000 limit would be maintained through 1987.

- Defers through 1988 a scheduled increase from \$125,000 to \$150,000 in the cost of used property eligible for investment tax credit.

- Extends the 3% telephone excise tax through 1987 and increases the tax on liquor.

- Repeals the dividend reinvestment provision for public utilities.

- Restricts the use of income averaging, and contains a variety of accounting provisions that could adversely affect the use of partnerships and trusts.

The bill does not freeze estate tax rate reductions as the House bill does.

A provision of the bill modifies the highway use tax to eliminate the tax on vehicles under 55,000 lbs. and reduces the rate on vehicles 55,000 lbs. and over to \$75 plus \$21 for each 1,000 lbs. over 55,000. The maximum tax for vehicles of 80,000 lbs. and more would be reduced to \$600 per year.

Despite the favorable provision for the highway use tax, FB opposes both bills and continues to recommend a freeze and fix policy, instead of tax increases, for federal spending and deficit reduction.

LANSING

Income Tax Rollback — S.B. 660, as introduced, would have rolled the income tax back from the present 6.1% to 4.6% on April 1 of this year. This would have also eliminated .25% to pay off Michigan's debts. Sen.

(continued on page 28)

FB Opposes Early Tax Rollback



MFB President Elton Smith and Gov. James Blanchard discuss MFB's position regarding the early rollback of the Michigan income tax.

The MFB board met March 21 to review the issue of a state income tax rollback and the effect such a move would have on Michigan's agricultural economy. After careful consideration, the following position statement was unanimously adopted:

After serious consideration of Michigan's present fiscal situation we oppose any effort to prematurely rollback the state income tax. We believe that it is essential that any such proposal should be considered only after the 1984-85 budget process has been completed and Michigan's continued recovery is assured.

We are extremely concerned over the proposed inadequate agricultural budget. Michigan's agricultural economy has already been harmed by the extreme cutbacks of the past four years especially in the Department of Agriculture. Because of such excessive cutbacks Michigan's agriculture and consumers are vulnerable to serious consequences resulting from inadequate food inspection, animal health prevention programs, plant disease controls, protection of our forests, research and laboratory programs, Michigan State University agricultural research, and maintaining the accreditation of Michigan State University's College of Veterinary Science, to name only a few.

Agriculture is Michigan's second largest and most stable segment of the economy. It generates a large proportion of the jobs in our state when combined with the entire food industry. It must not be allowed to decline due to further unwise and short-sighted budget restrictions.

The Michigan Farm Bureau after much study strongly supported the necessary 1983 income tax increase provided that it contained a phase out program by law. Michigan's economic condition was such that there was no other responsible alternative. We are pleased with the progress that has been made to date.

Now is the time to repair the damage that has been done to agriculture and various other state functions. Now is the time to complete the budget process with careful study of all programs. Now is the time for true fiscal responsibility. Michigan's recovery must continue. It must not be jeopardized.

National Legislators Hear Farmers' Views

A Report from MFB's Outstanding Young Farm Woman

By Laurie Isley

Tuesday, April 3

Left Detroit at 8:50 a.m. I've always thought airports were exciting, especially when I'm the one who is traveling. Jim and I were a bit anxious about leaving our daughter Alysa for the first time, but we were excited about this trip, too.

Our first activity in Washington, D.C., was a get-acquainted luncheon where we met legislative leaders from other counties. Following a brief orientation and introductions, we were given a break until 2:30.

Jim and I walked to the Air and Space Museum, only one block from our hotel. There we saw everything from kites and hot air balloons to spaceships and rockets. Our hour-and-a-half break went quickly.

The next session was a general briefing with representatives from the AFBF office. We were introduced to John Datt, director of the Washington office, and Mary Kay Thatcher, assistant director of national affairs. I was once again impressed with the quality of the Farm Bureau staff. John and Mary Kay were well-informed and up-to-date about the issues and realistic about what we can accomplish.

We were advised to focus on a few key issues and to know our facts. The issues to be discussed were: the federal budget and deficit spending, the 1985 farm bill, health insurance cost deductions, heavy truck use tax, and immigration reform.

Following this briefing, the legislative leaders met to plan

strategy for tomorrow's breakfast with our U.S. representatives.

Wednesday, April 4

The day began at 7:45 a.m. as we boarded buses to the Capitol Hill Club for breakfast with our congressmen. Many of the con-

gressmen had not arrived when breakfast was served and I was concerned they wouldn't attend, but was assured by experienced legislative leaders that they were usually late.

We were soon joined by Walt Sanders, Rep. John Dingell's



Washington isn't so formidable. Our U.S. representative, John Dingell, was glad to pose with Jim and me on the steps of the capitol building.

agricultural aide. We were a bit disappointed because we'd hoped that the congressman would be there. We spoke with Walt about some of our concerns and he seemed quite receptive. We were surprised and pleased when about halfway through the breakfast, Congressman Dingell arrived. What an opportunity to get our views across!

But expressing our views to the congressman was a bit of a challenge as he seemed somewhat more concerned about the defense budget. However, by the conclusion of the breakfast, we felt we had made some progress. He had listened to our ideas and, hopefully, will vote accordingly in the future.

His aide will study the health insurance deduction bill and see if Dingell will be a co-sponsor. The bill would allow farmers and other self-employed persons to take 50% of what they pay in health insurance premiums as a tax deduction. FB has been working on this legislation for the past several years, but there's been more progress on it in the past few months because farmers have been talking to their con-

gressmen and letting them know that an inequity exists.

Rep. Dingell will also consider our recommendations on the immigration reform bill.

Following the breakfast, a few of us decided to visit Congressman Sander Levin from the Detroit area because there were no FB members from his district in our group. We were fortunate to find him available to meet with us.

Levin has an urban district but seemed to be concerned about our situation and needs. He met with us for 35 minutes and said he will look into the cost of the health insurance deduction legislation.

The afternoon began with a news briefing at the National Press Club, where several reporters asked us questions about our mission in Washington.

Following the news briefing, we went to the USDA where Secretary of Agriculture John Block and two others spoke to the group. It was so exciting to have Secretary Block speak to our group when he has so many other demands on his time. His philosophy is much like FB's, probably because he has been influenced by FB involvement at

the local, state and national levels. He stressed the need for farmers to get involved NOW in the formation of the 1985 farm bill.

Leo Mayer, associate administrator of the Foreign Ag Service, spoke to us about increasing exports and eliminating trade barriers, as well as the problem of a growing protectionist movement in the U.S.

Peter Meyers, chief of the Soil Conservation Service, talked about the growing problem of soil erosion and farmers' inability to see the problem on their land and take steps to solve it. Using no-till and/or minimum tillage practices was stressed and more research was recommended.

All three of the USDA speakers took time to answer questions from our group, showing their desire to serve the interests and concerns of farmers.

Following the USDA briefing, I accompanied several members of the MFB board and women's committee to a special meeting with White House liaisons. The security at the Old Executive Office Building was very tight. We had to show our driver's li-



Accompanying members of the MFB board and women's committee to a special meeting with White House personnel was informative and impressive. We were told that the room we met in had been used by Richard Nixon as his executive office.



Several seminar participants visited briefly with Sen. Carl Levin following our Thursday breakfast meeting to discuss our targeted policy issues.

censes and have our bags examined. It was a heady feeling to be walking in this beautiful building where presidents have walked. We were told that the room we met in was used by Richard Nixon as his executive office.

The White House liaisons were Burleigh Leonard, special assistant to the president for policy development, and Mary Ann Malloy, assistant director of public liaison. Leonard, too, stressed the need for farmer input into the new farm bill and spoke of the "listening sessions" planned in Chicago and California for this purpose. We stressed our desire for a market-oriented farm policy and they agreed to carry our thoughts to the cabinet.

Thursday, April 5

Today began with a group breakfast at the hotel with Sen. Carl Levin and Sen. Don Riegle's agricultural aide.

Levin spoke about decreasing the deficit, the problems in the defense system and his efforts to solve these and other issues. He said he agreed with us on the health insurance deduction

issue, but is waiting to see the cost of the legislation before he becomes a co-sponsor of the bill. We told him if cost was his major concern, that could be resolved by taxing those whose employers pay for their health care coverage — not a likely solution to the inequity that exists, especially in an election year.

He also attempted to explain his support of the domestic content bill, but not to the complete satisfaction of our group.

Following Levin's presentation and question and answer period, I was able to speak with him personally and present him with the current issue of *Rural Living* magazine for his reference. Hopefully, he will remember our concerns as he develops policy.

The views of Sen. Riegle seem to be quite similar to those of Sen. Levin. Riegle's aide, John Graykowski, was humorous and quite sincere and handled the several difficult questions he

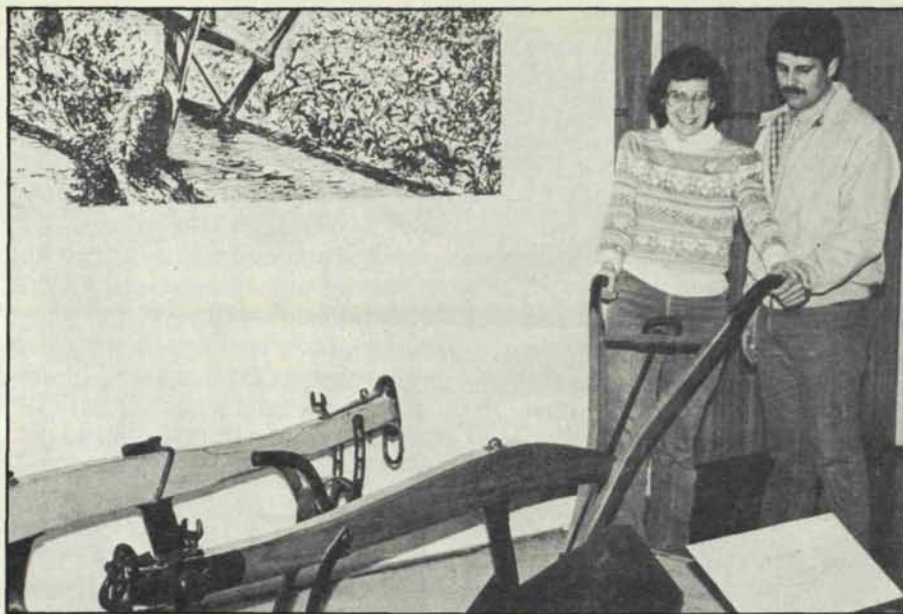
was asked very well. Graykowski told us he didn't think the new farm bill would have what he called "the radical and fundamental changes that Farm Bureau wants" and that compromises were going to have to be made to satisfy all the various commodity groups.

We were disappointed that he didn't seem to understand that FB represents millions of farm families from all commodity groups and that our policy is designed by these farmers to represent all of the diverse and competitive aspects of American agriculture.

That afternoon we had an appointment with Congressman Dingell. We arrived about five minutes early to find that he had gone to the House floor for a vote. We finally caught up with him on the capitol steps with several other members from his district. We talked about grain handling bankruptcies and the sugar bill before he had to leave for a meeting.



An informal discussion between Farm Bureau legislative leaders, other farm constituents and Congressman Dingell took place on the steps of the capitol building. We talked about grain handling bankruptcies and the sugar bill before he had to leave for a meeting.



Jim and I were impressed by the grandeur and history that surrounds this city and also the history in the making we observed as we spoke with people in government.



Friday, April 6

Following a group breakfast where AFBF President Robert Delano was a special guest, we had a critique session. Suggestions about the Washington Legislative Seminar were made and good points emphasized. The general feeling of all the

participants was that it was a well-executed program that accomplished its goals.

Since we didn't have to leave for the airport until noon, we used our few remaining hours to do some sightseeing. Our first stop was the Lincoln

Memorial. This monument was especially impressive, the kind that sends chills up your spine. Such eloquent words that man wrote — if only our government could be that direct today.

Our last stop was the Washington Monument, another tribute to an admirable man. After enjoying the tremendous view, we headed for the airport and Michigan.

This has truly been a remarkable experience. Jim and I were impressed by the grandeur and history that surrounds this city and also the history in the making we observed as we spoke with people in government. We were discouraged by how slowly changes that we feel are right are made, and by our politicians' preoccupation with re-election rather than serving the people or working for the common good.

All in all, however, we realized that we have a responsibility to make our views known to these individuals and that they are willing to listen. We have a voice in this Farm Bureau organization that helps us speak collectively and this representation adds credibility to our viewpoints.

I appreciate having the opportunity to be a part of this seminar and hope I can attend again sometime as a county legislative leader.

Participation in the Washington Legislative Seminar was the award received by Laurie Isley for winning the MFB Outstanding Young Farm Woman contest in December 1983. She and her husband, James, operate a grain and tomato farm near Palmyra in Lenawee County. Isley was winner of the Young Farmer Discussion Meet contest in 1982.



Yes! Campaign Packs New Promotional Punch for Michigan Farm Products

By Connie Turbin

"My role, my message and my mission are really rather simple: to tell all who will listen that from cherries to cars, from recreation to real estate, Michigan is the home of products . . . and services aplenty."

That was the "all Michigan" message from the state's first lady in her remarks to representatives of the state Legislature, state agencies, associations and Michigan State University attending an Agriculture Day breakfast sponsored by the Michigan Farm Bureau Women, March 20, in the state's capital city.

And true to her word, Paula Blanchard is a leading spokesperson for the "Say Yes to the Best From Michigan Farms" campaign to increase Michigan food product recognition and sales of Michigan agricultural products among processors, wholesalers, retailers, restaurateurs, and ultimately, the Michigan consumer.

The logo for the new campaign is a barn outline containing the word Yes! along side a Michigan map. Promotion plans developed by the Michigan Department of Agriculture and 10 Michigan commodity groups in cooperation with the Michigan Department of Commerce will encourage the use of the logo in product packaging and labeling. Michigan food product promotions in retail food markets, and restaurant menu features spotlighting the "Best from Michigan Farms."

"It is my goal . . . that this logo will soon appear on every product that is made, manufactured, grown or produced in Michigan," Blanchard says. "We want people to buy these products because they are good. We want everyone to realize that almost anything they might need or want is made somewhere in our great state."

"We want people to buy Michigan products because they are made by our neighbors, grown

by our neighbors, and most important, because those purchases will provide our neighbors with jobs."

Michigan Week Kick-Off

Blanchard's promotional activities include several recent appearances at breakfast meetings in Grand Rapids and Detroit where the campaign to increase consumer awareness of Michigan produced and processed foods was outlined for the target groups; attendance at the March 20 MFB Women's Agriculture Day breakfast; and product promotion activities in the nation's capital.

A food industries tour of Michigan processing facilities and supermarkets is planned during Michigan Week, May 19-26. Blanchard's Michigan Week appearances will kick-off the "Say Yes to the Best from Michigan Farms" promotion and Michigan food product identification campaign.

Look for the Michigan Logo

To help Michigan consumers more readily select Michigan produced and processed food products, attractive point of purchase displays are being distributed for use in retail food chains and a convenient "Look for the Michigan Logo" shopping list identifies food products produced and processed in Michigan. Over 500 products are listed in the brochure compiled by the Michigan Department of Agriculture Marketing Division.



In addition, the logo will be featured in an advertising campaign using video presentations, newspaper ads and feature articles.

Blanchard explains that a consumer survey conducted last year prompted expansion of the successful Say Yes campaign to include agricultural product recognition.

"Participating businesses are realizing the benefits of what we discovered in (the survey) last year. The survey indicated that 51% of Michigan consumers had a great deal of difficulty identifying Michigan products. The good news is that 76% of those people indicated they would purchase products made and grown in Michigan if they could identify them.

"In addition, 96% of the persons surveyed indicated they believe purchasing Michigan agricultural products creates jobs and . . . they would purchase those products to support the Michigan labor force," Blanchard says.

'Say Yes!' to Michigan Asparagus

Although you may get an argument from the maple syrup producers, it is generally agreed that fresh Michigan asparagus provides the first delicious taste of Michigan's farm best. But being the "first" spring crop each year presents the asparagus grower with the challenge of fluctuating spring temperatures that can affect the growth and quality of the tender crop.

"There is an old saying that if the peony shoots are showing above the ground, the asparagus shoots will have the same amount of growth above the root crown," says Rob Wendzel, production manager for Greg Orchards and Produce of Berrien County. The Wendzels are one of the Farm Bureau families who are supplying fresh, hydro-cooled asparagus for the Michigan Agricultural Cooperative Marketing Association's May Asparagus Sale.

Wendzel reports that, so far this year, even Mother Nature appears to be backing the "Say Yes to the Best From Michigan Farms" campaign.

"This spring looks promising," he says, "because it has stayed cool and has kept a lot of fruit trees and perennial crops dormant; asparagus is no exception." That's good because unseasonably warm weather can spell trouble for the asparagus crop. Rapid growth due to warm temperatures means stems will be fibrous and "woody." A spring frost after a period of crown growth will damage the early asparagus shoots.

"Our Michigan climate is a plus for the asparagus crop, but consumers 'Say Yes' to Michigan asparagus because there is an important difference in the Michigan crop," says Bob Epelheimer, manager of the MACMA Direct Marketing Division.



"Say Yes!" logos are being placed on a wide variety of packages including milk cartons, cheeses, honey, maple syrup, and even asparagus soup developed by Hobies, Inc. of Lansing and Kalamazoo.

sion. Michigan asparagus is picked by hand, he points out, not mechanically cut off below the ground.

"Hand snapping the spear means the plant's fibrous tissue is left behind and the consumer gets 100% usable, tender spears." In addition, post harvest handling of the product makes a quality difference. The asparagus distributed through the MACMA Direct Marketing Division is hydrocooled and ready for fresh market shipment.

The packaging for this fancy grade asparagus will reflect Michigan farmers' pride in their product with the new "Say Yes to the Best From Michigan Farms" logo.

Topics for the 1984 Young Farmer and Rancher Discussion Meet competition have been selected by the national committee. The four topic questions are: What is the value of an FB membership; what strategy should farmers and ranchers use to seek consumer confidence in the products we produce and to defend them in the market place; where should today's agricultural research funds be directed; and what features should be included in the 1985 farm program legislation? A complete listing of the topics with suggested areas for discussion is available by contacting the Young Farmer Committee chairperson in your county.

A 1984-85 program of work for the MFB Women has been approved by the MFB board. Four activity areas were identified for continued work by county women's committees: leadership, image, structure and communications. Three program priorities were selected for special emphasis. These priority projects are safe and healthy families, public understanding for agriculture and legislative and political involvement. Information and planning sessions will be conducted by MFB Women's Committee district representatives throughout the state.

AFBF is backing legislation that would reorganize the Farmers Home Administration according to its farm administration and rural development functions. The proposed legislation deals with an often repeated criticism that the agency has so many programs under its wing, it can no longer adequately serve farmers. The bill would impose another significant change: the Agriculture Department would have its name changed to the Department of Agriculture and Rural Development. AFBF opposes that change.

The U.S. Supreme Court heard the pro and con arguments regarding Michigan's Agricultural Marketing and Bargaining Act (P.A. 344) on March 19 and it is expected that the justices will announce their ruling in late June or early July. The case was brought before the nation's top judicial court by the Michigan Canners and Freezers Association to appeal the unanimous decision of the Michigan Supreme Court that the law was constitutional.

Educational modules on the 1985 farm bill are being offered to Community Action Groups. The modules contain a short cassette tape, summary materials and information and a knowledge reinforcement quiz. The areas covered include: how loan rates affect supply and demand and our agricultural exports, the consequences of government support programs, and the rising cost of government farm programs. Nearly 250 groups have ordered the three-part economic mini-course.

Information on the 1984 Young People's Citizenship Seminar has been distributed to county FBs. The annual event will be held June 11-15 at Albion College. Over 230 high school juniors and seniors representing every county FB are expected to attend the seminar which will emphasize the need to be informed and involved in the decisions that affect their lives, communities, state and nation. Interested students should contact the county FB secretary.

County FB membership workers are continuing to work on the 1984 membership campaign. As of April 11, ten counties had achieved their 1984 targets, with seven counties over goal. A concerted effort by all county membership workers, though, will be necessary for MFB to achieve its 17th consecutive year of growth.

Community Action Group members are being offered several incentives for getting involved in membership campaigns. Under the program, which runs from April 1 through Aug. 31, each group that signs a minimum of three new, regular members will receive a boneless ham or all-Michigan gift pack, compliments of MACMA. In addition, group members will receive a 10% discount on all MACMA Christmas sale products. That same Christmas sale discount is offered to the new FB members signed by the group. Membership application forms are available from county secretaries.

Rita M. Reid of Vulcan has been appointed to the state Agriculture Commission for a term expiring Dec. 31, 1987. She succeeds John Kronmeyer of Pickford, whose term expired Dec. 31, 1983. Reid manages a 400-acre farm in Menominee County and is chairperson of the Menominee County Parks and Recreation Commission and is a member of the county ASCS committee. Her appointment is subject to Senate confirmation.



RURAL RASCALS — Keeping a hold on these real rascals can be a problem for Pat Bennett and her daughter, Sarah (left), and Anne Wessling and her daughter, Stephanie. See page 22 to learn how these families got involved in raising sheep.

EDB Excitement

Nothing puts a bigger strain on a mother's nervous system than a loud crash from upstairs and the sudden appearance of a child beginning his narrative with, "Now, Mom, don't get excited."

Who's excited? This time it is the director of the Environmen-

tal Protection Agency, William Ruckelshaus. And just like a child with much to lose, he is causing excitement by attempting to dispel it.

The excitement is over ethylene dibromide — EDB. Originally developed as a gasoline additive, it has been used in pesticides for the last decade. In a nation which has become ac-

customed to consuming perfect food, EDB restrictions could cause some problems. Americans do not like to find "little black things" in their cereal, or wormy apples at the produce counter. While having access to the highest quality food, they pay for it with a smaller percentage of their wages than any other nation.

The fact remains that Michigan Department of Agriculture inspectors have tested 42 samples of grain from storage elevators, mixes and ready-to-eat products from retail stores col-
(continued on page 23)

FARMETTE

By Andrea Hofmeister
Tuscola County



"Wipe that smile off your face."

FARMERS OF THE WEEK

The Farmer of the Week program, co-sponsored by Farm Bureau Insurance Group and the Michigan Farm Radio Network, honors farmers for their contributions to the community and the ag industry. Four farmers were honored in March 1984:

March 5 — Bruce Barton, 26, of Homer, operates a 2,000-acre hog farm with his family. He is active in the Michigan Pork Producers Assn. Barton was national champion in canoe and kayak racing for many years, was a member of the U.S. Olympic team in

1976 and 1980, and he will try out for the 1984 Summer Olympics team, representing the U.S. kayaking team.

March 12 — James Yoder, 29, milks 50 cows on his 500-acre dairy farm near Comins. He is president of the Montmorency County FB, treasurer of the Soil Conservation District, chairperson of the county ASCS Committee and president of the local DHIA.

March 19 — Sanford Christophel, 47, a dairy farmer from Battle Creek, farms 600 acres and milks 100 cows in partnership with two brothers. He serves on the local planning commis-

sion, is vice president of the Calhoun County Soil Conservation District, is a Pine Grove Mennonite Church member and serves as Sunday School superintendent, and is a Calhoun County FB member.

March 26 — David Neyer, 41, of Mt. Pleasant, operates a 1,000-acre dairy and beef farm with several family members. Neyer is a member of the local fair board, the Isabella County FB, and Livestock Producers and Dairy Boosters; actively involved in 4-H work; a member of Sacred Heart Parish; former county commissioner; and past member of the ASCS Committee.

FARM BUREAU MARKET PLACE

FARM EQUIPMENT

Badger Northland equipment for sale: lagoon agitators and tanks, roller mills, ear corn mills, bale choppers, etc. Also, we rent manure tanks and agitators. Plummer Supply, 616-792-2215. (3-3t-27p)

Heavy duty 55 gallon plastic drums, many uses. "Spray tanks, solar, etc." Black or blue. Used one time \$10. **Wanted:** Platform scales. 15380 S. Hemlock Road, Chesaning. 517-845-3914. (5-25p)

27 ft., 32 ft. and 40 ft. aluminum semi-trailers for storage, some fully insulated, most still roadable, located at Beaverton, Mich. Prices start at \$850. Contact John Burdick at 517-435-7580. (5-2t-27p)

Chain Saw Files — Swedish made quality. Only \$9.88 per dozen postpaid. 5/32" or 7/32". Send check or money order Stanton Hardware, 102 N. Mill, Box 366, Stanton, Mich. 48888. (5-4t-28b)

Wanted: Seven foot International PTO mower, Pitman-Less type. A Wyrembelski, Posen, Mich. 517-766-8023. (5-15p)

LIVESTOCK

SHEEP. C & S Curtis. Registered Suffolks and Registered Southdowns. Helping small flock owners and 4-H'ers our special interest. 204 N. Williams, Stockbridge, Mich. 517-851-7043 — 517-851-8017. (7-12t-22p)

Paint Horses — Weanlings, yearlings, bred mares. Lawrance Baumunk. Big Rapids, Mich. 616-796-2346. (9-10t-12p)

Duroc and Yorkshire Boars. Ready for service. Delivery available. Mark Plummer, Vassar. Phone 517-823-3745. (3-5t-13p-ts)

Fast growing Cornish Cross. Over 20 varieties popular and fancy chicks. Bantams, ducks, goslings, turkeys, guineas, Pharaoh Quail. Pictured Brochure — 25¢. Cackle Hatchery, Box 529JJ, Lebanon, MO 65536. (1-8t-28b-ts)

Rare, fancy, exotic and old fashioned bantams, chicks, ducklings, turkeys, guineas, geese. Pictured brochure free. Country Hatchery, Wewoka, Oklahoma 74884. (1-6t-20p-ts)

LIVESTOCK

Corriedale Sheep breeding stock. Blue ribbon fleeces. Phone 313-429-7874. (3-12t-8p)

Let us put you in the winner circle — Outstanding 4-H & FFA club lambs, also registered Suffolk, Hampshire and Southdown breeding stock. Sandra, Susan & Michael Jr. Fleming, Almont, Mich. Phone 313-798-3775. (4-2t-30p)

Quality Registered Angus breeding stock, reasonably priced. Delivery available. **Bordner Angus Farms,** Sturgis, Mich. 616-651-8353 evenings. (3-6t-16p)

Springing Holstein Heifers. Phone Byron Waddell, Charlotte, 517-543-3415. (4-2t-8p)

Milk, breeding and show goats — Registered and grade LaManchas with grand champion and star-milking backgrounds. Mostly young stock but a few established does. Also a few Alpines and Saanrens. Windswept Farm, 6770 S. Edon Rd., Reading, Mich. 49274. 517-283-2921. (5-2t-37p)

MISCELLANEOUS

Unattached? Pen Pals Nationwide. Country Lovin' Singles. Details free. Box 593RL, Appleton, Wisconsin 54912. (1-5t-14p-ts)

Satellite antenna dealers needed — no experience required — buy direct from distributor — bypass middlemen — wholesale \$599. — retail \$1,195. Call day or night: 303-636-0663 or write: Antennas, Box 16035, Colorado Springs, Colorado 80935. (5-4t-31b-ts)

Auctioneer Vaughn "Joe" Lewis, 3310 Paragon Road, Tipton, Mich. 49287. Phone 517-431-2571. Purebred livestock, farm machinery, estate, and antique auctions. (2-10t-18p)

Watkins Products, quality since 1868. Dealers wanted: make 25% or more. Customers wanted. For free catalog and sale-flyer, write: 2140 Utley Rd., Flint, MI 48504 or phone: 313-395-2085. (3-3t-29p)

Why die without a will? Two legal "Will Forms" and easy instructions. Only \$4... Order Today! **Guaranteed!** TY-Company, Box 1054-MF, Pryor, OK 74362. (3-6t-22p-ts)

Extra Income — Addressing labels. Easier than addressing envelopes. Free details. Send two stamps: LISTS, Box 90028-RR, East Point, GA 30364. (3-3t-20p-ts)

FOR HOMEMAKERS

Pecansi Quart each halves, pieces, meal. 3 quart sampler. \$12.95. Postpaid. Canecreek Farm, Dept. MF, Cookeville, TN 38502. (7-12t-16p-ts)

Cabbage Patch-Like Dolls! Make your own! Complete instructions, patterns, Birth certificate. \$2.50. Hamiltons, Box 652-131, New Ulm, Minn. 56073. (5-20p-ts)

Coldwater Dillpickles! — Can in minutes! No hot brine. Delicious, crisp. Factory secret! Recipe \$1.00. Hamiltons, Box 652-131, New Ulm, Minn. 56073. (5-20ts)

NURSERY STOCK

Tree Source. Quality hybrid poplar stock for: commercial energy plantations, home heating, fast growing shade trees, wind breaks. Consulting and custom tree planting services. 303 S. Veronica Ct., St. Joseph, Mich. 49085. Phone 616-983-7551. (12-7t-33p-ts)

Berry Plants — Raspberries, strawberries, blueberries, currants, gooseberries, others. Free catalog. Makleiski Berry Nursery, 7130 Platt Road, Dept. RL, Ypsilanti, MI 48197. Phone 313-434-3673. (4-6t-22p)

Gardeners — Grow asparagus in your own garden. 50 plants for \$12.50, shipping included. Send check or money order to DeRulter Farms, Route 1, Hart, Mich. 49420. (5-25p)

REAL ESTATE

60 acre fruit farm, apples, peaches, tart cherries. Full set of buildings and two bedroom home. Phone 616-637-5009, evenings. (5-2t-21p)

Smokey Mountain Riverside home for rent daily in Townsend, Tennessee. Pictures on request. Carl Morgan, 409 Lambert Lane, Maryville, Tenn. 37801. Phone 1-615-982-1667. (4-3t-23p-ts)

100 acres with rustic 5,000 sq. ft. home. Good tree farm, over 30,000 pines planted. Write P.O. Box 331, Millington, Mich. 48746. (5-3t-22p)

Approximately 39 acres on paved county road. Three bedroom house, central gas heat, fireplace. Two-car garage and barn. Good soil, approximately 20 tillable acres, sugarbush. Also have two parcels on Black Lake available. Many potentials. 60 additional acres in same township. Second growth timber, creek running through. Ideal hunting property. Phone 517-733-8201. (5-2t-55p)

CLASSIFIED AD POLICY

Members pay 10¢ per word for non-commercial ads and 15¢ per word for ads which promote a commercial business other than agriculture. All other advertisers pay 20¢ per word for one insertion and 15¢ per word for two or more consecutive insertions.

The deadline for ads is the **first Monday of the month preceding publication** and the publisher has the right to reject any advertising copy submitted. **All ads must be pre-paid** and may be pre-paid up to one year in advance. Please indicate if you are a Farm Bureau member. It is the responsibility of the advertiser to re-insert the ad on a month-by-month or year-by-year basis.

Send ads to Rural Living, P.O. Box 30960, Lansing, Mich. 48909. No ads will be taken over the phone.


Name _____

Address _____

☐ Farm Bureau member ☐ Non-member

Run the following ad in the _____ issue(s):

Words _____ Insertions _____ Total Due _____



MACMA May Asparagus Sale

Order Deadline: May 14
Delivery: Beginning May 23

See pages 30-31 for details and order form.

Spring Puts Holland Residents in a Festival Mood

By Therese Nichols

"The streets are dirty and they need to be cleaned," the town crier yells. This traditional pronouncement will set 1,300 Dutch-clad dancers in motion and open the 54th annual Holland Tulip Festival, May 16-19.

The dancers wear colorful handmade outfits, and each must pass inspection before marching in the parade. Some 600 students from area high schools will dance along with 700 alumni.

Eight miles of tulips frame the quaint Holland lanes along which the dancers clippety-clop in their wooden shoes. The colorful tulips also lead visitors to city gardens in full bloom and to Windmill Island. The 200-year-old "De Zwaan" on the island was the last windmill to leave The Netherlands.

Wooden shoe factories where visitors can watch craftsman carve the traditional shoes also attract many people during the Tulip Festival.

These are just a few of the events that draw over a half-million people to Holland every year.

According to Judy Zylman, president of the Tulip Time Board, tradition is what keeps the tourists coming back. "We change little things, but the concept of the festival hasn't changed, and I think it's important that it doesn't. It is a festival built on customs; if you start changing those things you no longer have the basis upon



Young people in Holland, Michigan, celebrate old traditions of The Netherlands with colorful costumes and ethnic foods at the Holland Tulip Festival, May 16-19.

which the festival was built."

Planning for the Tulip Festival begins as soon as the preceding festival is over. The Tulip Time Board has 14 members, and each has a specific responsibility for the festival. Zylman is in charge of publicity and promotion.

"We have people who come from California, Mexico, Florida, New York and many other states," she says. "We have tours come back every year bringing different people.

"These people come to have a good time and are treated well while they are here. We get lots of letters after the festival from visitors saying they have had a great time. It makes us feel really good," Zylman says.

A highlight of this year's festivities will be performances by singers and dancers from the Lawrence Welk Show.



Dutch or not, the residents of this west Michigan community get involved in festival responsibilities and traditions of the Dutch families who settled in Ottawa County.

A Festival Spirit in the Community

Involvement throughout the community also contributes to the success of the project. Since the Tulip Festival was started over 50 years ago, many non-Dutch people have moved into Holland. The enthusiasm generated by the Dutch people who have been involved with Tulip Time for many years has spread to the new residents, Zylman says. They also have a lot of enthusiasm and are willing to help with festival responsibilities.

Dutch or not, this city of 30,000 people works together to help accommodate the half-million tourists who visit the four-day festival.

"People in Holland open their homes," Zylman says. "They clear out their bedrooms and people can stay for a reasonable price." Many of the Dutch families add a special touch by "baking Dutch cookies for their guests," she says. "This adds a home town flavor to the festival, and the Holland people enjoy it."

Hotels and motels in the area take advance reservations for the following year but are booked to capacity by July, Zylman says. West Michigan beaches and campgrounds also fill up over the four days.

Hardy Blooms Handled With Care

Not all of the action at the Tulip Festival centers around the city of Holland. Tourists can visit Veldheer's Gardens just four miles north of the city. With one of the largest commercially-grown selections of tulips in the world, the gardens give visitors the chance to see how the hardy blooms get their start.

"We have 80 acres total and 18 of those acres are tulips," says Eric Olson, one of three owners of the gardens. "We



Holland festival dancers in their colorful costumes must pass inspection before marching in the parade. Over 1,300 dutch clad dancers take part in the Tulip Festival parade each year.

grow about 150 different varieties of tulips and are the only tulip producers in Michigan."

The gardens were started in 1950 when Vernin Veldheer planted 200 bulbs behind his garage. His gardens and the business have been growing ever since. Veldheer, along with his son, James, and Olson are co-owners of the gardens. The partnership produces and distributes two-and-a-half-million bulbs a year.

In the spring, colorful blooms of tulip, daffodil and hyacinth in the gardens surround visitors with bright beauty and appealing scents. There are Dutch windmills creaking above the flower beds and a canal running through the gardens — all in the tradition of The Netherlands.

"In the beginning of June we hire high school and college students to help us harvest, separate and grade our bulbs," Olson says. The bulbs are heat treated at 80° F for two to three

days in their warehouse. Then from June to October, the bulbs are stored at 65° F to reduce the humidity level. They are planted again in the fall. It takes five years to get a top size tulip bulb ready to go on the market, Olson says.

After the bulbs are dug up, bedding plants highlight the summer gardens. This year Veldheer's will feature dahlias.

"We plant samples in our gardens so people get some idea of what they can do at home," he says. The plantings are designed with a little help from everyone involved with the gardens, Olson says. "We try to think of what people can do at their house and plan for that."

Veldheer's sells tulips and other bulbs by catalog. Visitors can also order their selections from the gift shop at the gardens. The bulbs are shipped three to four times a year in bulk loads.

As wholesalers, Veldheer's ships to Colorado, Missouri, Indiana and other states, but mainly their wholesale business is within Michigan.

The biggest competition is from The Netherlands. "A farmer in The Netherlands may only grow one variety and the tulips are harvested mechanically by one person who does the whole village. As a result, they have less cost and can sell their bulbs cheaper," Olson says. "The Netherlands send bulbs to the United States in the fall. Ours are ready in July, so the competition is not heavy until then."

Veldheer's gets a competitive edge by offering personal service throughout the year. "We are getting a lot of calls from people now who didn't plant their bulbs yet and want to know what to do," Olson says. "We are happy to answer all questions, whether the bulbs

are bought from us or not. We get calls from garden centers that bought bulbs from The Netherlands but can't answer customers' questions."

According to Olson, most varieties on the market are good ones for home gardens. When buying bulbs he recommends that you look for a good solid bulb, free of diseases. "Don't worry if the outside tissue is scarred," he says, "it won't hurt the flower."

There are 3,000 to 4,000 tulip varieties on the market. "It takes about 15 years to get a new tulip on the market, because of research and having enough stock to sell them."

"Apricot Beauty is a new variety people ask for because of its unusual color," Olson says. Other old-time favorites include Apeldoorn which is red and Golden Apeldoorn which is yellow.

Veldheer's has five full-time employees and over 40 employees during the busy season.

In the future, Veldheer's plans to increase service to customers and continue to keep the wholesale business growing. "We want to add more specialties to the gardens to attract people all summer long, not just during Tulip Time. This year for our visitors during Tulip Time, we plan to have a barbecue," Olson says.

From the city of Holland with its dancers, wooden shoes, windmills and lively entertainment to Veldheer's Tulip Gardens, the main attraction is the tulips, and their spectacular beauty continues to draw crowds.



Tulips planted in a "windmill" pattern and costumed youngsters give visitors a triple dutch treat.

Therese Nichols is a senior at MSU majoring in agriculture communications. She recently worked as an intern in the MFB Information and Public Relations Division.

Thank God I'm a Country Boy!

By Marcia Ditchie

"You can take the boy out of the country, but you can't take the country out of the boy" is a familiar phrase to many people who have experienced the unique lifestyle that agriculture provides. For some country folks it may be several years before the mystique of the country lures them back to the farm. For others the time is much shorter.

Such is the case for two farmers in Alpena County who spent time away from the country for different reasons, but who are now full-time farmers in northeast Michigan.



Alpena County Farm Bureau member Bob Lee is the third generation to operate the family farm near Ossineke.

A native of Alpena County, Bob Lee is the third generation to operate the family farm near Ossineke which was established by his grandfather after working on the Great Lakes.

Bob left his parents' sheep farm where he was born and raised to work as a feed salesperson in Wisconsin, then spent a year as a vocational agricul-

ture teaching assistant in Alpena before serving as a regional representative for Michigan Farm Bureau.

Farming, though, was still paramount in his mind, and after working for MFB for three years, he returned to full-time farming.

"I'd been on the farm most of my life and really liked it, and my folks always wanted to turn it over to me some day," Bob said. "When my mother died in 1976 and my father decided to retire, I purchased the flock and part of the farm from him."

Today, Bob operates a 220-acre farm. He has a flock of 100 sheep, 35 to 40 sows and raises hay, corn and beans. "I don't have plans for expansion right now because I want to do a better job with the commodities I have," he said.

One of the things Bob would like to do is to help raise and stabilize the market price of sheep which has been down for about three years.

"I have some ideas on how to change that situation, though it will take a lot of work," he said. "I would like to see some form

of storage developed, such as the controlled atmosphere storage cherry and apple producers use, to make domestic lamb available year-round. In addition, lamb needs to be advertised and promoted as a specialty product because we serve a select clientele."

Bob and his wife, Mary Kaye, have five children, three girls and two boys. The girls, Sarah, Missy and Beth, are the oldest and they help with the work on the farm, especially during lambing season. They are active with club lambs in 4-H. Mary Kaye also helps during lambing season and keeps the farm records. "She would like to be more involved, but our two boys, Jonathon and Timothy, are four and one-and-a-half years old so they take a lot of her time."

A long-time supporter of Farm Bureau and community activities, Bob has been on the Alpena County FB board, serving as its president from 1977-79, worked on county FB membership campaigns and is involved in local government, school and church activities.



Chuck Beegle believes his family's transition from city dwellers to Alpena County farmers has already paid returns in a stronger family life. "Our sons have developed some values on the farm that they wouldn't have in Detroit," he said.

"We're Still Learning!"

For Chuck Beegle, the memories of the days he spent working on a neighbor's sheep farm as a boy eventually lured him back to the country after a career in sales.

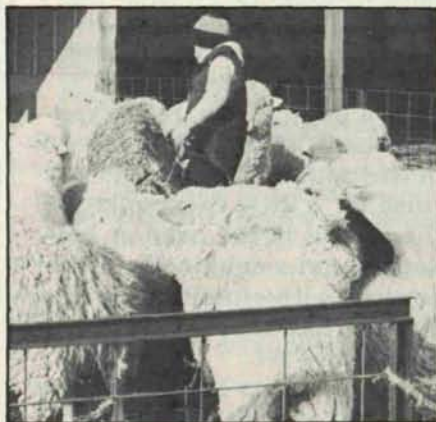
"My wife, Connie, and I were in the 'head-hunting' industry in Detroit, recruiting data processing professionals," Chuck said. "We had both grown up in the country and were in the work force we considered a rat race. We were making a good living, but we weren't enjoying ourselves or living the life that we enjoyed, so two years ago we decided to return to the country. The only way we felt we could do it successfully was full-time farming."

Once they made that decision, the Beegles spent many hours evaluating the advantages and disadvantages of various commodities and looking at farms in southern Michigan and the Upper Peninsula. They eventually chose sheep and bought a farm in southeastern Alpena County.



For Connie Beegle the life of a farm wife was a welcome change from her high pressure career in data processing recruitment.

"We purchased a small farm near Ossineke in February 1982 and started with 200 head of sheep," Chuck said, "but because of our long-term goals, that farm could not supply the space or the acreage we needed to expand." They are now located on a 300-acre farm near Herron, purchased last September, that can accommodate their long-term goal of 1,000 sheep.



Keith & Kevin Beegle share the family's commitment to their new life on the farm. They help with daily chores and lambing.

This spring they have 400 ewes, 150 of which are registered Dorsets, Suffolks and Columbias. They are expecting 500 to 600 lambs during their four-month lambing season, which involves the whole family. Besides working with the ewes and lambs, Connie does all the record keeping for the farm and the flock. Their two sons, Keith, 15, and Kevin, 11, help with the daily farm work year-round in addition to helping during lambing season.

Chuck credits long hours of study at home and assistance from the universities, Alpena County Extension personnel and some of the county's sheep farmers in helping him make the transition from "head-hunter" to farmer and says, "We're still learning!"

Like the Lee children, the Beegles' two sons are involved in the county's 4-H program,

and have developed some values on the farm that they wouldn't have in Detroit, Chuck said.

"We've seen a change in their overall attitude since we moved up here."

Chuck became involved in Farm Bureau when he joined a Community Action Group shortly after moving to Alpena County and is now in his second year as county president.

"I've enjoyed the time I have spent as county president," he said. "Our board has set some goals this year for the county Farm Bureau that I'm looking forward to."

"We want to continue our mall display so that it becomes a valuable part of our program. In addition, we are trying to establish some new Community Action Groups and we would like to reorganize a Young Farmer Committee to work as a good, viable part of the county organization," he said.

Northeast is More Than Tourism

Many people view northeast Michigan as a tourist area good only for fishing and hunting, but both Bob and Chuck see it as an area with good farmland and believe that the agricultural community has a responsibility for changing that image.

"There is a substantial agricultural community in the county," Chuck said. "It is up to us as farmers to promote our products and to let people know that we are here and we're in business to make a living as farmers. If we don't do it, nobody else will."

Though Bob and Chuck came from different backgrounds, they have proven that "you can't take the country out of the boy." Each spent time away from the country, but has returned to the lifestyle they love. And both hope that the agricultural tradition will be carried on by the next generation.

From Baby Lambs to Spinning Wheels

By Cathy J. Kirvan

"I guess it was our fascination with their personalities that first got us interested in sheep," said Pat Bennett, a Newaygo County dairy farmer who started raising sheep five years ago as a hobby. That hobby has grown from two registered Suffolks to 50 head in two flocks this spring.

"We thought we would go into selling breeding stock and market lambs for 4-H projects," she said. "Then I got a spinning wheel and the Suffolk wool isn't really too good for spinning, so that meant buying other types of sheep. Now I have two flocks — the registered Suffolk and a spinning flock. They're paying their own way although the dairy herd supported them for a few years."

Pat makes money from the spinning flock by selling the unspun fleece to other hand spinners or spinning it into yarn which she either sells or uses to knit.

"I have a friend who is a weaver, so sometimes I trade the yarn for hand woven items," she said.

Pat's friend, Anne Wessling, has been weaving for over 20 years, but now she also raises sheep as a hobby.

"About 10 years ago I went into business weaving garments and selling them," she said. "Then it was just a natural progression to go into the spinning. I never planned to raise sheep but two years ago I got one. Well, last summer I had ten and now I have 30. It's just so addictive."

Pat and Anne are especially busy with the sheep in winter and early spring during lambing season. They can testify that

the popular image of soft, fluffy lambs frolicking in sunlit, green meadows is often just that — an image. As anyone who raises sheep will tell you, the sun is seldom shining and it's frequently below freezing when the lambs decide to be born. And like most sheep farmers, they give special care to the lambs that are born weak.

"If a lamb just barely has a heartbeat," Pat said, "I bring it in the house, give it some dextrose for a little extra energy, then put it in the oven at 250 degrees on a cookie sheet that's covered with aluminum foil and a towel, and crack the oven door just a bit.

"I check its body temperature and when it's about 101 degrees, I take it out.

"By then they are starting to respond by moving around. After you take them out, they're usually still too weak to drink so I tube feed them until they get their nursing reflexes. That could take from four or five hours to two days.

Has playing substitute mom to baby lambs — getting up out of a warm bed in the middle of the night to give them their

three ounces — discouraged these two women from continuing their special enterprise? Not a chance!

"We're going to keep trying for that 'perfect' wool breed of sheep," said Anne.



Anne Wessling (shown above at one of her looms) and Pat Bennett (pictured at her spindle) keep expanding their "hobby" and are trying to breed the 'perfect' wool breed of sheep.



Rural Exchange

(continued from page 15)

lected throughout the state. The levels were all below EPA guidelines.

Also to be taken into consideration is the manner in which the EPA tests were conducted. Once again, rats were fed "excessive amounts" of the substance and developed gastrointestinal cancer. A report like that hits the front page, and a few months later, a tiny article at the bottom of page ten reveals that it is an anatomical impossibility for a human being to consume comparable amounts.

During the 1970s, it was in vogue to question the quality of our food and fiber. Health food stores did a booming business, and only "natural" and "organic" food was fit to be eaten. Some scientists, eager to make a name for themselves, came up with all kinds of studies. After all, the best way to get someone's attention is to tell him something was just slipped into his drink.

But the American public is getting weary of being manipulated, of hearing the warning cry of "wolf." It may work against the scientific realm in the long run. When they do come up with a serious discovery, no one will believe them.

Wendy Elsey, Decatur
Cass County

(Editor's Note: According to MDA officials, use of EDB in Michigan is very limited. Only 1,500 lbs. of the chemical were used in 1983. Most product and grain samples tested by the MDA showed no trace of EDB or tested for below the federal EPA guideline.)

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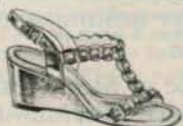
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Options Trading: Fundamentals and Terminology

Trading in agricultural options will soon be available to agricultural producers. This is the first really new marketing alternative available to farmers in many years.

This month's Agrinomic Update is the second of a three-part series to help Michigan farmers become more familiar with options trading. This month's topic will deal with the fundamentals and terminology of options trading.

Simply stated, an option is an agreement between two parties, which gives one party the right, but not the obligation, to buy or sell an underlying futures contract. Options are a unilateral obligation binding on the seller only. The buyer may elect to exercise the option, but may also decide to abandon it and let it expire, or even sell it before its expiration.

Options will be offered by commodity exchanges such as the Chicago Board of Trade and the Chicago Mercantile Exchange. Each commodity exchange will initially be able to write options on two commodities. Futures contracts which are currently traded on these exchanges will serve as the underlying security for options.

A New Language

There are two types of options — puts and calls.

A put option grants the holder (buyer) the right to take a short (selling) position in the futures market with the options writer (seller) assuming the opposite long (buying) futures position.

An agricultural producer would buy put options to hedge grain or livestock production against price declines.

Conversely, a call option grants the holder (buyer) the right to take a long (buying) position in the futures market with the options writer (seller) assuming the opposite short (selling) futures position.

Farmers will likely buy call options to fix the price of production inputs such as feed grains, soybean meal, feeder pigs and feeder cattle.

Note that puts and calls are not opposite sides of the same transaction. They are two separate and distinct types of contracts, with each having a buyer and a seller.

The holder can exercise the option at any time prior to the expiration date. The expiration date will be established by the commodity exchanges. Most likely, the option will expire a few days before the trading of the underlying futures contract expires.

If the holder elects to exercise the option, the transaction will be conducted at the strike or

exercise price. The strike price will be determined when the option is purchased. For example, a January soybean put option with a \$9 strike price can be exercised as any time prior to its expiration date at the \$9 strike price.

Option Premiums

In return for the right to exercise the option, the option buyer pays the option seller a negotiated price, called a premium. The premium is the only contract term which will be negotiated in the trading pits at the commodity exchanges. All other contract terms and conditions, including the strike price, will be established in advance by the commodity exchange.

The premium price will be determined in an auction-like manner through bids and offers made in the option trading pits.

The price of the premium will be comprised of two basic ele-

Definitions of Options Terms

Put Option: A contract which gives the holder the right to sell an underlying futures contract.

Call Option: A contract which gives the holder the right to buy an underlying futures contract.

Holder (Buyer): An individual who buys an option.

Writer (Seller): An individual who sells an option.

Exercise: Election by the holder to assume a position in the underlying futures contract with the seller assuming the opposite position.

Exercise or Strike Price: The fixed price at which the under-

lying futures contract can be bought or sold.

Expiration Date: The last day that an option may be exercised into the underlying futures contract.

Premium: The amount paid by the holder to the writer for the purchase of an option.

Intrinsic Value: That portion of the premium which equals the amount of gross profit that could be realized by exercising the option.

In-the-money: An option which has some intrinsic value.

Out-of-the-money: An option which has no intrinsic value.

ments, its *intrinsic value* and its *time value*.

The intrinsic value is the amount that an option would be worth if it were to be exercised immediately.

For example, if January soybean futures were trading at \$9 per bushel and a put option had a strike price of \$9.50 per bushel, the option would have an immediate 50 cents per bushel profit and you would be willing to pay up to 50 cents per bushel premium for the option. An option which has some intrinsic value is called *in-the-money*, while an option that has no intrinsic value is called *out-of-the-money*.

The second component of the options premium is the time value. This is determined by three factors: time until expiration, short-term interest rates and volatility of the underlying commodity.

In general, the more time until an option expires, the greater its time value. Common sense tells us that the right to buy something is worth more if you have a year to decide, instead of only three months.

Premium prices are also affected by short-term interest rates to the extent that higher rates result in lower premiums. Options compete with other instruments for investment dollars. If other instruments have lower rates of return, then options become more attractive and premiums will likely be higher.

Volatility is the most obvious factor influencing premium prices. Generally, the greater the volatility associated with the commodity, the more risk the option seller is exposed to and thus, the higher the premium he or she must be paid for taking that risk.

Next month's Agronomic Update will explain how options trading can fit into a farmer's marketing plans.

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The Discussion Topic is used by Community Action Groups for monthly policy discussions.

The Long Road to a New Farm Bill

The 1981 Agriculture and Food Act — more commonly referred to as the 1981 farm bill — will expire at the end of the 1985 crop year. In developing and writing a new farm bill, Congress has usually waited until the last minute before enacting new legislation. However, there are clear signals coming from many directions that indicate events leading up to enactment of the 1985 farm bill will be different.

On Feb. 28-29, 1984 — nearly 18 months before the end of harvest of 1985 crops — the House Agriculture Committee began hearings on long-term agriculture and food policy to prepare for the new farm bill. Committee Chairperson Kika de la Garza (D-Texas) said the hearings would begin "a long road toward a new farm bill."

1981 Farm Bill Lacked Economic Flexibility

Farm program decisions of recent years seem to be stuck in a rut. The decisions have been mostly a reaction to the past and the present with little thought to the future. The tendency has been for a quick fix to solve the problem of the moment. These programs, as written, lacked the needed flexibility to deal with future changing conditions.

The 1981 farm bill is an excellent example to illustrate this point. At the time it was formulated, there was deep concern that world food needs would outpace production. At the same time, there was concern over inflation and rising production costs. As a result, Congress, with encouragement from many commodity groups,

let politics get in the way of economic fact when it passed the 1981 farm bill. Loan rates and target prices were set at rigid levels. Annual increases were mandated.

A farmer-held reserve was authorized to isolate surplus grain from the market until certain national average market price levels were reached to trigger its release.

The 1981 farm bill reflected the political thinking of Congress that inflation, interest rates and exports would keep increasing throughout the four-year life of the bill. These projections were the basis for the annual increases in government support levels.

Soybean loan rates were the notable exception to this trend and should be given long, careful study by everyone who has an interest in the 1985 farm bill. It is a market oriented approach that shines like a beacon through all other provisions of the 1981 farm bill.

Price Guarantees Signal Production

Once the 1981 farm bill became law, farmers throughout the United States were given a guaranteed four-year price signal from the government on the commodities they produce. Farmers responded with bumper crops followed by last year's drought, the worst in nearly 50 years. Nevertheless, the bins were busting and government stocks were bulging.

At the same time, inflation dropped from 12% in 1981 to 3.5% in 1983. Prime interest rates dropped from 20% in 1981 to 12% in 1983. The

strength of the U.S. dollar grew while the world experienced a recession and export volume fell.

What do these events mean for U.S. agriculture? The sharp reduction in inflation means that increases in the cost of farm inputs has been slowed. Reduced interest rates mean the cost of farm operating loans is more favorable to farmers.

Farm program decisions of recent years seem to be stuck in a rut. The decisions have been mostly a reaction to the past and the present with little thought to the future.

These factors have also strengthened the value of the U.S. dollar in world markets. This simply means that the U.S. dollar is worth more when exchanged for foreign currency. As a result, our farm exports are more expensive to foreign nations and this has hurt our ability to sell grain in export markets.

Also, the rigid loan rates and target prices written into the 1981 farm bill for political reasons are having a negative effect on U.S. farm exports. Rigid loan rates set above the world market price allows competitors to expand production and undercut U.S. exports.

This review of the 1981 farm bill and events that have happened during its brief two-year life should provide a clear picture of the need for careful analysis when the 1985 farm

bill is being discussed and developed. 1984 and 1985 will be a "watershed" time for farm programs. Farm programs are at the crossroads and the direction agriculture takes can determine the future of the industry through the turn of the century.

Key Issues in Farm Bill Debate

Let's look at three key issues that will be part of the 1985 farm bill debate: loan rates, farmer-held reserve and the overall needs of agriculture.

First let's talk about loan rates. In the earlier discussion of rigid loan rates written into the 1981 farm bill, it was indicated that Congress made an important exception for soybeans. The soybean loan rate is not set at a rigid, politically determined level. It is set at a flexible, market-oriented level. The loan level is set at 75% of the average price farmers received during the previous five-year period, excluding the high and low years.

Has this market-oriented loan formula worked to keep U.S. soybean producers competitive in world markets? The answer is *yes!* In 1978-79 the U.S. world market share in trading of raw soybeans was 81.7% and in 1982-83 it increased to 85.6%. This is a sharp contrast to the declining U.S. market share of coarse grains. What would it mean to U.S. producers of wheat and corn to have 85.6% of the world market?

It is important to have a farm program that adjusts loan rates when market conditions warrant. Having the flexibility to adjust loan rates periodically is the best way to get the attention of our competitors. It puts a little uncertainty into U.S. loan rates and stock policies. It

lets them know that the U.S. is not going to underwrite part of the expensive farm programs of our competitors.

Loan rates are a sensitive issue to individual producers. When the 1985 farm bill loan rates are being debated, we should not get lost in arguing over nickels and dimes. We should focus on the real issue of maintaining the right to produce and sell commodities for those producers whose income opportunities are dependent on the world market.

Second is the farmer-held grain reserve issue. Rather than being the orderly marketing tool that it was intended or serving as some sort of emergency food reserve, the farmer-held grain reserve has become a major obstacle for returning wheat and feedgrains to the market system. Grain farmers have learned the hard way that they cannot store their way out of excess production. To both growers and taxpayers, storing 1976 wheat for seven years through 1983 proved to be unsound economics, and costly. Livestock producers have also been whipsawed by the farmer-held grain reserve.

Third is the issue of recognizing the total needs of agriculture during the 1985 farm bill debate. During the debate many commodity groups will have input. Recognition must be given to the delicate economic balance among all commodities — not just crops but livestock, dairy and poultry as well.

Federal Spending at the Crux of Debate

The 1985 farm bill will be influenced by an external issue that must be recognized by all segments of agriculture. This external factor is the federal deficit. It will affect future farm programs.

Pressure is growing for Congress and the president to reduce the current \$200 billion deficit and trillion dollar national debt. Farmers must be aware of this political fact and expect farm program expenditures to be fully examined in the farm bill debate. Reduced federal spending will help to get interest rates down and keep production costs from escalating. The federal deficit issue provides an opportunity for Congress to take the right turn in the farm programs crossroad and head agriculture towards market-oriented programs.

The challenge for Farm Bureau members in 1984 and 1985 is clear. They must understand the economic results of past farm programs. They must analyze problems of past farm programs and view any solutions to those problems from the standpoint of economics. Political solutions will not work. They must ask questions and help to develop Farm Bureau policy on the 1985 farm bill.

Discussion Questions

- What have been the major problems with the current farm program?
- What changes would you like to see made in the farm program when the 1985 farm bill is written?
- Should we continue income transfer in the form of deficiency payments, to keep individual farm income at a predetermined level?
- Are you in favor of a federal farm program that utilizes production controls and restrictions to maintain prices?

Lansing Review

(continued from page 7)

Gast, new Republican chairperson of the Appropriations Committee, said he could not support the bill and still be assured that even the zero growth budget could be met, plus the possibility of a deficit of about half-a-billion dollars.

In a position statement, the MFB board called such a rollback "premature" and recommended that a rollback be considered after the budget is completed and "Michigan's continued recovery is assured." MFB also expressed major concern over the "proposed inadequate agricultural budget." The MMPA board took a similar position.

S.B. 660 was amended on the Senate floor to rollback the income tax to 5.35% on July 1 this year and to 4.6% on July 1, 1985. The bill then went to the House where it was amended in the Tax Committee to roll the tax back to 5.35% on Oct. 1, three months earlier than it would automatically drop under present law. This is the same rollback that Gov. Blanchard called for when he presented his "zero growth" budget.

The House Committee vote was on party lines. However, after debate and various efforts to amend the bill, the House passed the bill 93-12. It went back to the Senate where further action was delayed to at least April 17 to provide time for a possible compromise.

This issue is very confusing because the three fiscal agencies, (Senate, House, Management and Budget) have different projections as to the total effect of the various rollback proposals. Some type of rollback prior to January 1985 (when the income tax rate automatically drops again) will probably be possible as revenues from other taxes pick up due to the general economic recovery and increased employment.

However, Michigan is far from "out of the woods." While the state's short-term credit rating has gone from the very bottom to near the top in the past four years, that is not true for the long-term bond rating.

A recent Wall Street study critical of the state's still shaky financial condition warns investors to be wary of school district bonds. State-backed bonds in more than 100 school districts are likely to be downgraded. School district voters have approved \$26 million in bonds since August and \$50 million more will be voted on this summer. The state's fiscal situation affects costs for every unit of government — counties, townships, schools, cities, etc.

Department of Agriculture Budget — Newspaper reports point out that the House-passed agriculture budget (H.B. 5330) is 13% more than the current year. While this is true, it is also misleading.

For example, it includes \$2 million in general funds for destruction of PCB tainted silos. This expenditure results from the special legislation to condemn those silos and compensate farmers for their losses which were no fault of their own.

It also contains increases for necessary word processing equipment, terminal annual leave payments and various economic adjustments.

The fact is that many agricultural needs are still underfunded. The real problem is that the department will lose 32 or more highly competent employees to retirement and will be able to replace only five or six of them due to the hiring restrictions.

The House bill eliminates inspection of all weights and

measures. This amounts to \$726,800. There will be no inspections to assure the accuracy of grain elevator, live-stock auction, processor, etc., scales especially important to farmers. It also eliminates inspection of 26,000 scales in retail food stores, farm markets, etc. Accurate weights and measures are the most basic protections from fraud that farmers and consumers have.

The bill also eliminates inspection of retail nursery stock amounting to \$263,100. This can be serious because already this year a plant disease coming from another state has been found. These three cuts mean the loss of 27 positions.

Members of the Senate Appropriations Subcommittee on Agriculture are Chairperson Dan DeGrow, Harry Gast and Joe Mack.

Gasohol Tax Increase — FB testified in opposition to H.B. 5339 because ethanol alcohol used in "gasohol" and gasoline blends is a high quality fuel and is rapidly becoming a major new market for corn.

More than 180 million bushels of corn were used for ethanol in 1983. This is more than the 173 million bushels exported to Russia the same year. This new market will expand to 200 million bushels in 1984 and could double in the next few years.

USDA estimates that corn prices to farmers are 25 cents a bushel more than they would be without this new market. Every farmer benefits from higher prices. The high protein by-product is also a lower cost livestock feed. It is also being exported to the European Economic Community without tariffs.

Ethanol from renewable farm products is the best alternative to foreign oil which is endangered due to the crisis in the

Mideast. It can also eliminate the health hazards caused by the lead and EDB used in leaded gasoline. Gasohol also cuts auto air pollution emissions by 20% to 30%.

If the 4 cent per gallon tax is put on gasohol at this time it would destroy the market in Michigan and harm a new and growing market for corn and other farm products. This controversial bill was reported out of the Taxation Subcommittee to the full Taxation Committee without recommendation.

The alcohol blending bill, H.B. 4471, has passed with FB-supported amendments and has been signed by the governor. It requires labeling at the pump of alcohol content and provides heavy fines for violations such as using methanol alcohol made from coal or gas, which can be harmful.

Solid Waste and Landfills

— The trash and garbage issue becomes more complex as we are running out of landfill sites. Farmers and others throughout the state have objected to landfills in their area for various reasons including contamination of ground water. Many cases have gone to court. Twenty-six thousand tons of waste a day are generated in the state.

Sen. Connie Binsfeld and Rep. Michael Griffin are introducing legislation in both houses to place a \$350 million 30-year bond issue on the ballot in November to finance construction of 30 to 40 incinerators, 100 recycling centers, 80 waste transfer centers and 100 to 200 composting facilities. If passed, the proposal would not require any additional taxpayer expense.

Right to Know — This controversial legislation would require employers to provide employees with all information on the chemical composition of

hazardous substances and allow refusal to handle those that are not properly labeled. Safety data would have to be supplied for every substance, numbering in the multi-thousands. No one questions the need for safety but rather how far it goes. The Senate version, S.B. 373, applies to chemical plants and manufacturers. It adopts all the new federal OSHA standards.

The House version, H.B. 5357, goes far beyond the federal requirements and applies to all employers and covers far more substances and restrictions.

Farmers and their employees are already protected under FIFRA rules with required labeling and information on the substance's use and hazards.

Environmental Impairment Insurance

— H.B. 5105 through H.B. 5109 have been very controversial. Some would apply to farmers on registration and insurance on underground tanks, bodily hazards due to "pollution incidents" and similar restrictions. The Hazardous Waste Subcommittee has issued a final report on this issue which concludes with this language:

"The issue of mandatory environmental impairment liability insurance is extremely complex, and a great deal of continued effort is required. As the development of this legislation progresses, further participation on the part of interested individuals and organizations is encouraged."

Farm Truck Licensing Regulations

— If you, your spouse, or farm employee operate a farm truck on Michigan roads and highways, you should be aware of changes in the licensing regulations which require vehicle licensing and operator license endorsement.

According to the regulation, all vehicles, including farm

trucks, must display a valid license plate for legal operation on highways. There are two licensing options available for farm truck owners: the regular 74 cent/hundredweight (based on gross vehicle weight) for a farm truck plate, which may be purchased for normal farming operations; or the special \$15 plate which may be used to transport crops from field to storage and for transport of seed, fertilizer and spray material from farm to field.

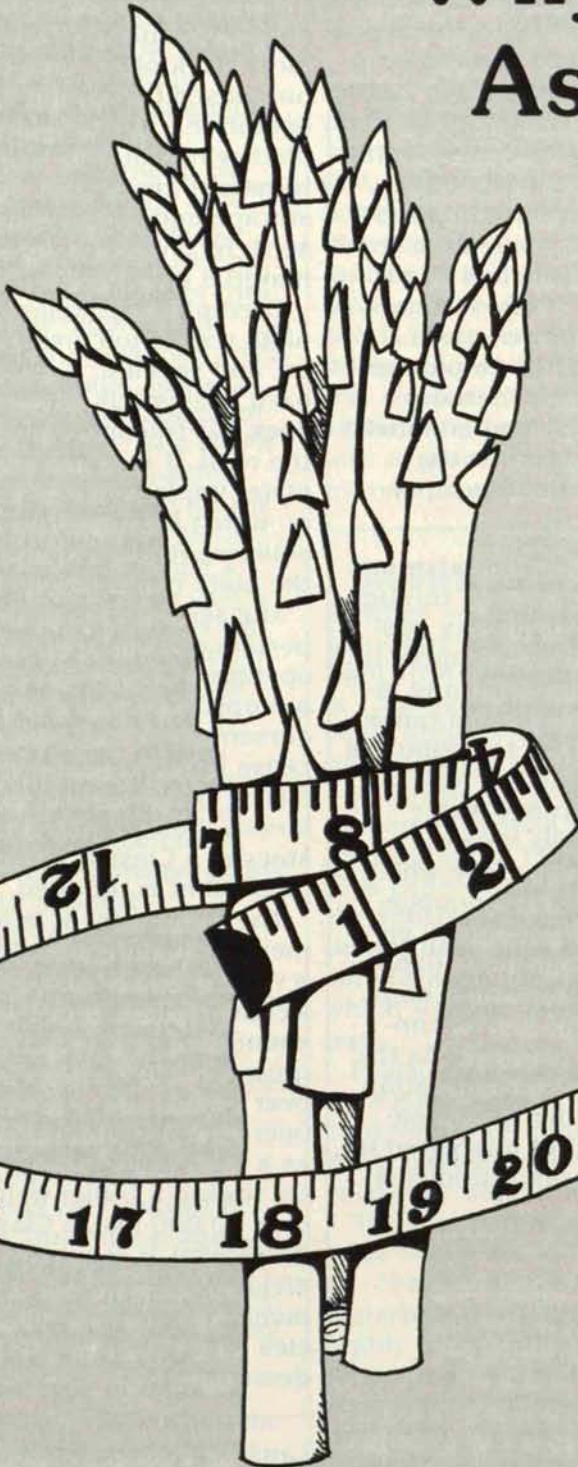
Exemptions to the vehicle plate regulation are very limited, and specific. If a unit is used exclusively in the field and does not transport product on the road, it *may not* require a plate. Implements of husbandry, which includes normal farm equipment, are exempt from the plate requirement.

The second regulation of importance is the requirement for operators of all trucks to obtain a proper operator's license endorsement. A chauffeur's license is not required for a farmer or person working for a farmer, however, in many instances a Class I or Class II endorsement is required.

The endorsement is a statement of qualification to operate a vehicle based on the vehicle's weight classification. A Class I endorsement is required if the gross vehicle weight (GVW) is over 24,000 lbs. For vehicles operated in combination, such as a semi-truck/trailer or vehicle towing a trailer weighing over 10,000 lbs., a Class II endorsement is required. An individual with a Class II endorsement may operate those vehicles which require a Class I endorsement.

Lansing legislative topics are prepared monthly by the MFB Public Affairs Division. For more information call or write: P.O. Box 30960, Lansing, Mich. 48909, phone 517-323-7000, ext. 560.

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Asparagus, 20 lbs. <i>Price should not exceed:</i>	\$18.50*	
Asparagus, 10 lbs. <i>Price should not exceed:</i>	\$10.60*	
<i>*Price may be lower — call your county office May 7 for prices.</i>		
Apple Conc., 5 to 1, 24/12 oz. cans	\$27.00	
Grape Conc., 3 to 1, 24/12 oz. cans	\$28.00	
All Beef Hot Dogs, 12/1 lb. pkgs.	\$15.36	
All Meat Hot Dogs, 12/1 lb. pkgs. (60% pork, 40% beef)	\$14.90	
Thick-Cut Bacon, 10/1½ lb. pkgs.	\$26.50	
Hams, 4/4 lb. average <i>Price per pound:</i>	\$ 2.54	
Michigan Hickory Stick, 4 lbs.	\$ 9.95	
Apple Lite Fruit Filling, 12/20 oz. cans	\$12.61	
Blueberry Lite Fruit Filling, 12/20 oz. cans	\$18.80	

No. Product	Price	Amount
Cherry Lite Fruit Filling, 12/20 oz. cans	\$20.95	
Red Delicious Apples, 1 bu. (88/case)	\$10.00	
Grapefruit Sections, no sugar, 24/16 oz.	\$19.00	
Orange Juice Conc., 5 to 1, 24/12 oz.	\$37.50	
Grapefruit Juice Conc., 5 to 1, 24/12 oz.	\$26.30	
Lemonade Conc., 4 to 1, 24/12 oz.	\$15.80	
Skinless Peanuts, 20 oz. can (vacuum pk.)	\$ 2.55	
Sharp Cheddar Cheese, 4/1 lb. pkgs.	\$11.40	
Medium Cheddar Cheese, 4/1 lb. pkgs.	\$11.00	
Colby Cheese, 4/1 lb. pkgs.	\$10.60	
Mozzarella Cheese, 12/10 oz. pkgs.	\$19.80	
Total Units	\$ Total	

Name _____

Address _____

1st Phone _____

2nd Phone _____

ORDER DEADLINE: Monday, May 14

DELIVERY DATE: Beginning Wednesday, May 23

Participating County Farm Bureaus:

ALCONA

Rosemary McGuire
54 West F-30
Mikado, MI 48745
517-736-8220

ALPENA

Janice Krueger
6750 Wolf Creek Road
Herron, MI 49744
517-727-3047

ANTRIM

Joni Wieland
Route 1, Box 23A
Ellsworth, MI 49729
616-588-6074

BRANCH

Audrey Strong
Route 1, Box 261
Union City, MI 49094
517-279-8091 or 741-7353

CALHOUN

Calhoun County FB
15151 C Drive North
Marshall, MI 49068
616-781-2849

CHEBOYGAN

Sandra L. Borowicz
5341 Carlson Road
Cheboygan, MI 49721
616-627-9220

CLARE

Donald Kleiner
7641 East Dover Road
Clare, MI 48617
517-386-7917

CLINTON

Clinton County FB
407 E. Gibbs
St. Johns, MI 48879
517-224-3255

COPPER COUNTRY

Ken Larson
Route 1, Box 171A
Chassell, MI 49916
906-523-4540
Lawrence Kallio
Route 2, Box 59-B
Bruce Crossing, MI 49912
906-827-3956

EATON

Eaton County FB
430 State Street
Charlotte, MI 48813
517-543-5565
482-0112 (toll free)

EMMET

Michelle Swadling
P.O. Box 474, 6244 West St.
Alanson, MI 49706
616-548-5489

GENESEE

Doris Skrepnek
P.O. Box 150
Flushing, MI 48433
313-732-3770

GLADWIN

Ethel Nickless
1351 Johnson Road
Gladwin, MI 48624
517-426-7704

GRATIOT

Gratiot County FB
125 E. Newark
Ithaca, MI 48847
517-875-4626

HIAWATHALAND

Barbara Cotey
16193 Highway 41
Rapid River, MI 49878
906-446-3508

HURON

Huron County FB
P.O. Box 40
Bad Axe, MI 48413
517-269-9911

INGHAM

Ingham County FB
124 West Maple
Mason, MI 48854
517-676-5578
OR call
Janet Lyon, 663-3819
OR see the county
newsletter

IRON RANGE

Wendy Honkala
718 Forest Parkway
Crystal Falls, MI 49920
906-875-6195

ISABELLA

Isabella County FB
1406 West High Street
Mt. Pleasant, MI 48858
517-772-0996

JACKSON

Jackson County FB
1341 Parnall Road
Jackson, MI 49201
517-784-9166

KALAMAZOO

Larry Leach
14302 East O.P. Avenue
Climax, MI 49304
616-746-4648
Steve Gazdag
6369 East N.N. Avenue
Kalamazoo, MI 49001
616-342-6485

KALKASKA

Kalkaska County FB
303 North Cedar
Kalkaska, MI 49646
616-258-9861

LAPEER

1658 Mayfield Road
Lapeer, MI 48446
313-664-4551

LENAWEE

Lenawee County FB
Rt. 1, Box 775, 4025 S. Adrian
Adrian, MI 49221
517-265-5255

LIVINGSTON

Cleo Dutkiewicz
122 West Clinton
Howell, MI 48843
517-546-4920

MACINAC-LUCE

Judith Salbert
Route 1, Box 124
Engadine, MI 49827
906-477-6183

MACOMB

Macomb County FB
Box 465, 67200 VanDyke
Romeo, MI 48065
313-752-3554

MANISTEE

Margaret Peters
3692 Fisk Road
Manistee, MI 49660
616-723-9697

MECOSTA

Peggy Brennan
1038 North Fourth
Big Rapids, MI 49307
616-796-7782
Cheryl Chapin
5619 60th
Remus, MI 49340
616-972-2106

MENOMINEE

Lillian Busick
Route 1, Box 138
Daggett, MI 49821
906-753-6639

MIDLAND

Erna Varner
402 North Homer Road
Midland, MI 48640
517-835-6517

MONTCALM

Montcalm County FB
Box 508
Stanton, MI 48888
517-831-4094

OAKLAND

Richard Foster
620 Nichols
Auburn Hills, MI 48057
313-853-4088

OGEAIAW

Larry Kartes
5831 Fournier Road
Alger, MI 48610
517-345-1795

OTTAWA

Ottawa County FB
6574 Lake Michigan Dr.
Allendale, MI 49401
616-895-4381

PRESQUE ISLE

Pam Schaedig
Rural Route Box 478
Millersburg, MI 49759
517-733-8238

ST. CLAIR

Mary Lee Vermeech
6566 Emmett Road
Yale, MI 48097
313-387-2238

SAGINAW

See the county
newsletter

SHIAWASSEE

Robert Freed
10015 S. Morrice Road
Morrice, MI 48857
517-625-3428

TUSCOLA

Tuscola County FB
416 Wells Street
Caro, MI 48723
517-673-4155

WASHTENAW

Nancy Bihlmeyer
7926 Schneider Road
Manchester, MI 48158
313-429-7527
Bev Poet
10389 Burmeister Road
Manchester, MI 48158
313-429-4631

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