

MICHIGAN FARM NEWS

MICHIGAN'S ONLY STATEWIDE FARM NEWSPAPER

MICHIGAN FARM BUREAU



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Elton R. Smith Chair to sponsor farm bill video conference

The new version of the farm bill recently approved by the U.S. House of Representatives and the Senate will be discussed March 21 via satellite by agricultural economists from Michigan State University and Purdue University.

The broadcast, sponsored by the Elton R. Smith Endowed Chair in Food and Agricultural Policy at MSU, will be available for viewing from 9:45 a.m. until noon at most Extension offices in Michigan and Indiana.

Because the new bill contains major changes in U.S. Department of Agriculture farm programs, the broadcast should be important to farmers, agribusiness managers, farm credit representatives, farm advisors, and landlords who rent farmland to growers, according to Sandra Batie, holder of the Elton R. Smith Chair.

She says that the new farm bill, expected to be completed by the end of this month, contains "Freedom to Farm" provisions that replace all existing programs for corn, grain sorghum, wheat, cotton and rice.

The new bill stipulates that:

- All existing target prices will be eliminated for the 1996 crop year.
- All existing acre-idling provisions are eliminated.
- Farmers will be eligible to receive fixed payments each year until 2002.
- Farmers will be allowed to plant a wider range of crops and retain their eligibility for program payments.
- Conservation programs, including the Conservation Reserve Program, will be continued.

Batie says the broadcast will also include discussions on the new farm bill provisions and the effect legislation will have on program payments and market prices, and the types of farm management problems that may arise under the new farm program.

"We are very pleased to see the Elton R. Smith Chair used to communicate rapidly via the MSU satellite system with producers on critical issues such as the farm bill. The dramatic changes being made in the new farm bill need to be fully understood by producers here in Michigan," says MFB President Jack Laurie.

People interested in attending the broadcast are requested to contact their county MSU Extension office so that adequate seating arrangements can be made. ■

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Michigan FFA's Star State Farmer and Agribusiness winners



Kyle Fiebig of Unionville-Sebewaing and Melissa Wright of Vicksburg were recognized as outstanding FFA members for the exceptional supervised agricultural experience programs.

The state FFA degree is the highest degree the Michigan Association of FFA can bestow on its members. Just two of the 234 state FFA degree recipients are selected as star farmer and star agribusiness person.

House farm bill passage paves way for final action

The farm bill that passed the House by a vote of 270-155, represents a major step forward for American agriculture as lawmakers crafted the best bill possible given the constraints of budget pressure and the approach of planting season, according to Al Almy, director of Michigan Farm Bureau's public affairs division.

Almy expects the farm bill proposals from both the Senate and the House to be in conference committee for just over a week before being sent back to both chambers for concurrence and then sent to Pres. Clinton for approval no later than mid-March.

"The Agricultural Market Transition Act (H.R. 2854) includes most of the priorities we sought in farm legislation," said Almy. "It continues the move toward market orientation started in past farm bills, provides greater flexibility for farmers to produce for the market, and provides a safety net for producers."

Most importantly, said Almy, the House action increases the chance that Congress will enact a final bill before spring planting begins in much of the nation. Planting has already started in the South and the lack of farm legislation has meant great uncertainty for farmers, especially in securing operating loans.

Even though there are differences between the House measure and the one passed earlier by the Senate, Almy said he is hopeful a compromise measure can be crafted quickly. Dairy program provisions figure to be one of the major issues of discussion in the conference committee.

The House approved a Farm Bureau-opposed dairy amendment that would phase out price supports for butter, powder and cheese over five years and prevent nationwide adoption of the California milk standards.

"We were disappointed in the vote on the dairy section of the farm bill passed by the House," Almy explained. "Farm Bureau was actively supporting Rep. Gunderson's (R-Wis.) plan endorsed by the House Ag Committee. However, Congressman Solomon from New York offered a different program that did not adopt the California standards as proposed in the Gunderson package."

Almy said the Gunderson proposal would have resulted in increased milk consumption. The Senate's version of a dairy program basically extended the existing program and will somehow have to be reconciled with the House version. "Conferees could choose to stay with the current program, or



MFB's Director of Public Affairs Al Almy (left); Richard Leach, chairman of the MFB Board's Legislative Committee (second from left); and John Weller, Gratiot County Farm Bureau president (right) met with Rep. Vern Ehlers to review his position while in Washington, D.C.

they could come up with a hybrid, if you will, between the current dairy program and the Solomon dairy program," he explained.

Regardless of the outcome, Almy said the conferees will be under pressure to complete their deliberations quickly so that producers will know what rules they will operate under before they plant. "We feel quite optimistic that whatever the conferees

Continued on page 16

INSIDE THIS ISSUE OF THE MICHIGAN FARM NEWS

ZFS soybean processing facility
on schedule 4

Business management —
"Stay the course?" 7

TB testing continues in northeast
Michigan 9

Consider frost seeding clover
in wheat 10

Michigan cranberry production —
poised for growth 12

Michigan environmental
conference slated for April 2 13

Weed management in wheat 14

Using reduced rates of postemer-
gence herbicides in soybeans 15

EPA pesticide revocations will
adversely impact farmers 16

Soybean Marketing Challenge ... 17

Great Lakes Grazing Conference
draws huge crowd 20

Sell products and services in the Michigan Farm News classifieds—Page 17

News in Brief

Red meat production sets January record

Commercial red meat production for the United States totaled 3.81 billion pounds during January, up 7 percent from last year and 5 percent above the previous record high for January set in 1992, according to the American Farm Bureau.

Beef production totaled 2.21 billion pounds, up 10 percent from last year and slightly above the previous record high for January set in 1976. Head kill totaled 3.12 million, up 9 percent from a year earlier. The average live weight was up 4 pounds from last year at 1,193 pounds.

Veal production totaled 30.0 million pounds. This production was up 11 percent from a year earlier. Calf slaughter totaled 143,800, up 16 percent from a year earlier. The average live weight was down 24 pounds to 359 pounds. Hog kill totaled 8.29 million head, up 2 percent above January 1995. The average live weight was unchanged from the previous year of 257 pounds.

Lamb and mutton production, at 23.0 million pounds, was down 7 percent from January 1995. Slaughter totaled 363,200 head, down 6 percent from a year earlier. The average live weight decreased 1 pound to 126 pounds.

Milk production unchanged

Dairy herds in Michigan produced 466 million pounds of milk during January, the same as a year ago, according to the Federal/State Michigan Agricultural Statistics Service. Milk per cow was 1,425 pounds compared to 1,435 last year. The dairy herd was estimated at 327,000 head, up 1,000 head from both January 1995 and last month.

The preliminary value of milk sold was \$14.40 per hundredweight in January, \$.30 more than last month and \$1.40 more than January 1995. The mid-month January slaughter cow price was cwt., compared to \$40.20 in January 1995. Cows sold for dairy herd replacements brought an average of \$1,060 per head in January 1996. Milk production in the 22 major states during January totaled 11.3 billion pounds, slightly below production in these same states in January 1995. Production per cow averaged 1,402 pounds for January, two pounds below January 1995. The number of cows on farms in the 22 major states was 8.03 million head, 20,000 head less than January 1995 and 8,000 head less than December 1995.

Dairy manufacturing plants in Michigan produced 2.3 million pounds of butter in December, 3 percent less than a year ago. Ice cream out put totaled 1.3 million gallons, 17 percent below December 1995.

Ohio passes veggie disparagement act

Ohio Gov. George Voinovich has signed into a law a bill that will allow lawsuits against individuals who spread fallacies about food products. Passage of the vegetable disparagement act was hailed by the Ohio Farm Bureau Federation because it will provide a necessary defense for farmers who withstand losses due to the circulation of false information about the safety of their products.

"Wild-eyed reports questioning the safety of various products have become commonplace," said Ohio Farm Bureau Executive Vice President C. William Swank. "However, we must remember that agricultural products cannot be put on a shelf somewhere while the farmer disproves extreme allegations. Producers can lose an entire year's crop or more to unscientific, unfounded, disparaging statements."

NRC reports cancer risk from food negligible

The National Research Council reports that the risk from natural and synthetic cancer-causing chemicals in foods is minimal compared to the over-consumption of calories and fat.

Of the 1.35 million new cancer cases each year, one-third could be attributed to diet, the group said, but chemicals in food "are unlikely to pose an appreciable cancer risk."

The group said if chemicals were important to some human cancer cases, the naturally occurring chemicals in food probably contributed more to the cancer risk than synthetic, man-made chemicals.

Allegan, Kent and Ottawa to host farmland preservation forum

In an effort to address the escalating loss of farmland around three of Michigan's largest agricultural production counties, the county Farm Bureaus from Allegan, Kent and Ottawa have teamed up with their respective township associations, MSU Extension, the Grand Rapids Area Chamber of Commerce, Rural Development Council and American Farmland Trust to sponsor an open forum on March 19 at Le Petit Chateau in Allendale at 6:45 p.m.

"We want to get the point across about the rate of farmland loss in this area," explains Kent County Farm Bureau President Jim May. "There are options out there for all of us to collectively explore, and that is why we wanted to bring all of these groups together."

Featured speakers during the forum include Dr. David Skjaerlund, Director of the Rural Development Council of Michigan, Dr. Tom Daniels, Director of the Lancaster County, Pennsylvania Ag Preserve Board, Adams County, Pennsylvania dairy farmer John Hess, and Bob Wagner of American Farmland Trust.

The meeting is being held at Le Petit Chateau, which is located directly across from the campus of Grand Valley State University. For details, contact the Allegan County Farm Bureau at (616) 673-6651, Kent County Farm Bureau at (616) 784-1092, or Ottawa County Farm Bureau at (616) 895-4381.

Michigan crop values increase

The preliminary farm value of Michigan field crops, fruits and vegetables produced in 1995 was approximately \$2.5 billion, according to the Federal/State Michigan Agricultural Statistics Service. This represents an 18 percent increase from the 1994 crop production value. Corn, soybeans and hay again led the way as the three most valuable crops, respectively, and accounted for more than 60 percent of the value of Michigan's crops. The value of corn increased 37 percent compared with 1994. Soybeans increased 27 percent in value compared to last season. All hay decreased 6 percent in value below 1994. Wheat and potato values increased 53 and 17 percent, respectively, while rye value of production increased 28 percent. Dry beans value of production was 2 percent above 1994, while spearmint was up 40 percent and sugar beets were virtually unchanged compared to last season. Barley value of production decreased 19 percent, oats were down 6 percent and maple syrup was down 45 percent from 1994.

Fruits and vegetables comprised 16 percent of Michigan's crop value. The value of the fruit crop at \$210 million increased 11 percent from 1994. Value of the 1995 vegetable crop at \$194 million increased 8 percent from 1994.

Value production was calculated by multiplying marketing year average price by total production. Value estimates relate to the crop year and should not be confused with cash receipts, which relate to sales during a calendar year.

Ag Department responds to Barcia's inquiry; extends planting deadline to June 25

In response to a letter from U.S. Congressman Jim Barcia (D-Bay City), the United States Department of Agriculture (USDA) Farm Service Agency has extended the planting deadline for dry beans from June 10 to June 25, 1996. Formerly, farmers had to plant their dry beans by June 10 to qualify for crop insurance.

"I'm very pleased with this decision and believe that the extension will result in more farmers purchasing crop insurance," Barcia said. "Farmers were caught in a bind with the June 10 deadline. If they planted before June 10 to qualify for crop insurance, the quality of their crops might suffer. If they planted after June 10, they wouldn't qualify for insurance and would be operating at their own risk."

Barcia wrote the USDA on Jan. 26, 1996, urging the department to extend the planting deadline, since at least half of all of the beans planted in Michigan have been planted after June 10.

"We wanted to encourage as many farmers as possible to sign up for crop insurance," Barcia continued. "When procedures make it impossible for farmers to follow good management practices by forcing plantings earlier than normally done in Michigan, it's ridiculous for them to sign up for crop insurance. While I still would have preferred even more time, I'm very relieved that the deadline has been extended to June 25, so that farmers can make the necessary preparations to their planting schedules as soon as possible."

FDA proposes frozen veggies to carry "healthy" label

The Food and Drug Administration said frozen fruits and vegetables have virtually the same amounts of nutrients as their fresh counterparts, opening up the possibility of label changes.

The agency is proposing to allow frozen produce — plain vegetables and fruit, not the varieties covered with sauces or other ingredients — to be marketed and packaged with the term "healthy."

The canned produce industry also has petitioned for the same labeling treatment, but FDA said they did not submit enough data to make a determination whether canned produce is as healthy as fresh. Once the industry comes up with the testing results, the agency said it would then consider canned produce for the same labeling. A 75-day comment period will preclude final rule making.

Bright outlook for U.S. meat exports

Strong demand, rising world incomes and lower international trade barriers have helped create exciting opportunities for U.S. meat exporters, Reuters reports from a California meat conference.

"U.S. red meat exports have just been going through the roof," said Hal Shenson, president of H. Shenson International, a San Francisco meat company that focuses on exporting.

He estimates that this year's U.S. exports of beef, pork and lamb could exceed \$4 billion, compared with \$1.5 billion in 1987.

"What's really happening out there in the world marketplace is that demand is increasing and the pie is getting bigger, and the United States is getting a bigger percentage of the world pie," said Severin Johnson, assistant director of food sciences at Iowa State University.

He noted that the seven-year GATT talks and other moves to liberalize world trade have given the United States "better opportunities and a more level playing field than we've ever had before." For example, the United States has been able to weaken trade barriers to meat shipments to Japan and South Korea.

Johnson says some of the big markets of the future will be Vietnam, the Philippines and Turkey. In general, there is good demand from Latin America, Africa, Asia, the Mideast and eastern Europe.

Shenson notes that pork is becoming an important product in overseas sales, especially in Japan and Russia. He expects Russia to develop as a market for U.S. beef soon, according to a Reuters report from the National Meat Association convention in San Francisco.

New crop insurance plans in the works

The Agriculture Department will begin testing two pilot crop insurance programs that will protect farmers against losses unrelated to weather conditions, according to Agriculture Secretary Dan Glickman.

The "income protection" program will protect farmers against losses in yield and low harvest prices. Farmers will be paid when gross income drops below the level of income selected. For the pilot program, coverage will be available for corn growers in selected Illinois, Indiana and Iowa counties; cotton growers in test counties in Alabama and Georgia; and wheat farmers in selected Minnesota and North Dakota counties.

The "crop revenue coverage" program will pay farmers for losses from the set yield coverage at a higher price if the harvest-time exceeds the spring price. This coverage "should be particularly attractive to corn growers who have suffered a major crop loss and then, due to rising prices, were required to pay back advance deficiency payments," says USDA. This test program will be available to corn and soybean farmers throughout Iowa and Nebraska.

Great Lakes Young Cooperators Dairy Leadership Conference

The Independent Cooperative Milk Producers Association (ICMPA) and the Michigan Milk Producers Association (MMPA) have teamed together again to host the second annual Great Lakes Young Cooperators Dairy Leadership Conference.

All members (or individuals affiliated with a member) of these two cooperatives age 21-40 are invited to attend this one-of-a-kind conference, held in Lansing April 12 at the Holiday Inn West Conference Center. Conference registration and the luncheon is sponsored jointly by ICMPA and MMPA.

The day-long conference, which is scheduled to begin with registration at 9:30 a.m., is designed to address issues and concerns facing today's young dairy farmers. The conference will feature topics ranging from dairy farm management, cooperative leadership and involvement, to dairy industry insights. A tour of the Nobis and Webster Farms will follow the program at 3:00 p.m. A light dinner buffet and entertainment will be held at the Holiday Inn after the farm tours.

To register for the Great Lakes Young Cooperators Dairy Leadership Conference, contact the Member Relations Department, MMPA, P.O. Box 8002, Novi, MI 48376, (800) 572-5824; or Frank Trierweiler, ICMPA director, (800) 968-4930 or (517) 587-6540.

USDA sees higher farm incomes

The U.S. Department of Agriculture is projecting higher farm incomes in 1996, bolstered by tight world supplies for feed grains. Net farm income is projected at \$41.7 billion this year, up from \$38.7 billion in 1995, according to a team of economists.

For the rest of the century, net farm income is expected to remain between \$38.6 billion and \$40.3 billion, a decline of 25 percent in real terms by 2000. The economists said high feed grain prices meant crop receipts were projected at \$98-\$103 billion for 1996, above the record \$97 billion forecast for 1995.

Despite high exports, livestock supplies will continue to dampen cattle prices, with livestock cash receipts projected at \$85-\$89 billion in 1996, compared with the average of \$88 billion from 1990-1994. Direct government payments were forecast to be their lowest in 1996 since the 1980s, while farm projection expenses were projected to continue to increase.

The economists said the outlook for farms specializing in cattle, hogs and sheep remained bleak through 1997, when an upturn in prices was anticipated. The largest increases in net cash income should occur on farms that specialize in poultry, fruit or vegetable production.

Russian ag losses

Russia's agriculture sector last year lost about \$450 million, while the country's imports jumped 40 percent, according to Itar-Tass news agency.

About 85 percent of former state-run collective farms had been reorganized into joint-stock companies but changes affecting management and production had not taken place, leading to the losses, a state report said.

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Capitol Corner

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

NATIONAL ISSUE

1995 farm bill details

On Feb. 29, the House of Representatives passed a farm bill by a vote of 270-155. The commodity provisions of the bill, with the exception of dairy, are nearly identical to the original Freedom-To-Farm Act. The bill will provide farmers the opportunity to sign market transition contracts allowing them to receive fixed declining payments over 7 years and providing increased planting flexibility.

During consideration of the Farm Bill by the House, several amendments were offered. The amendments included the following:

- Phase out the sugar program over 5 years. The amendment was narrowly defeated by a vote of 208-217. Farm Bureau opposed the amendment.
- Substitute dairy title known as the Solomon amendment. The amendment was adopted by a vote of 258-164. Farm Bureau opposed the amendment. A summary of the Solomon dairy amendment is attached and will provide more details.
- Reauthorization of the Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP), and the creation of the Environmental Quality Incentive Program (EQUIP). EQUIP is a new cost-share program for crop and livestock producers to implement conservation/environmental practices. The CRP is capped at 36.4 million acres. The renewal of existing CRP contracts and the enrollment of new lands in the program is allowed. A limited CRP early-out option is provided. The WRP is reauthorized with future easements or contracts to be divided one-third in permanent easements, one-third in 30-year ease-

ments, and one-third in cost-share contracts. The amendment was adopted 372-37. Farm Bureau supported the amendment.

- Reauthorization of key export and food assistance programs. The Secretary of Agriculture is authorized to revoke export programs that fail to maintain and expand exports. The amendment also expands flexibility on delivery and development of food assistance programs and reauthorizes the Farmer-to-Farmer program. The amendment was adopted by voice vote. Farm Bureau supported the amendment.
- Set-aside \$2 billion of the market transition payments made to farmers and use the money for research. The amendment was defeated 163-260. Farm Bureau expressed concern about diverting to other programs market transition payments intended for farmers.

The next step in the enactment of a Farm Bill will be for a joint House/Senate Conference Committee to reconcile differences between the separate Farm Bills passed by each chamber. It is expected members of the Conference Committee were named on Tuesday, March 5.

Major differences between the House and Senate Farm Bills are the titles dealing with dairy, nutrition, credit and rural development. The Conference Committee will probably complete work in about 10 days. The House and Senate can be expected to approve the final legislation without delay. President Clinton will sign the bill but may express some concerns. These steps should be completed no later than March 22.

MFB contact: Al Almy, ext. 2040.

STATE ISSUE

Development rights transfer and purchase

Sen. Bill Schuette (R-Midland) has introduced enabling legislation to allow local units of government to set up Transfer of Development Rights (TDR) and Purchase of Development Rights (PDR) programs. The bills are currently before the Senate Committee on Local, Urban and State Affairs.

The bills would amend various laws governing local zoning authority to do the following:

- Allow a local unit (county, township, city or village) to adopt an ordinance authorizing the transfer of development rights.
- Provide that the ordinance would not take effect until the local unit prepared a report containing specific information.
- Permit the local unit to establish an authority for the purpose of purchasing and temporarily holding development rights.

- Require the purchase and sale of development rights to be at fair market value.
- Provide that a local unit, by ordinance, could authorize the purchase of development rights, and that the local unit could purchase the rights by voluntary sale.
- Permit a person to petition the local unit's governing body for the purchase of development rights and the establishment of a special assessment district to pay for the rights; and require the petition to include the signatures of at least 51 percent of the property owners in the proposed district.

MFB position: Farm Bureau policy supports TDR/PDR-enabling legislation.

MFB contact: Scott Everett, ext. 2043.

STATE ISSUE

Aquaculture Development Act

H.B. 5555, sponsored by Rep. Mike Green (R-Mayville), would recognize aquaculture as an agricultural enterprise that would be administered by the Michigan Department of Agriculture. A list of approved species are included, along with a list of species that are not allowed for production in the state.

It clarifies that activities will take place in con-

trolled waters — ponds, vats and tanks — vs. lakes and streams which are the venue of commercial fishing. The Department of Agriculture is charged with regulating the industry, including the authority for enforcing the Act and invoking penalties for violation of law or rule.

MFB position: Farm Bureau supports the bill.

MFB contact: Ron Nelson, ext. 2043.

STATE ISSUE

Agricultural Commodities Marketing Act, P.A. 232 of 1965

H.B. 5362, sponsored by Rep. Kim Rhead (R-Sandusky), clarifies and updates the definition of agricultural commodities to include aquaculture, silviculture, and viticulture, and it expands the scope of P.A. 232 to allow an assessment on agricultural commodity inputs if decided by that sector of the industry. Specifically, nursery and landscape were interested in exploring a checkoff under P.A. 232; prior to this language it was not permitted. The enabling legislation still requires those paying the assessment to petition for referendum prior to any checkoffs.

The bill also provides criteria for borrowing

money in anticipation of receipt of assessments under very specific situations. The loan must be paid off prior to the termination of the agreement and cannot exceed 50 percent of the annual average assessment revenue during the previous three years. For a new program, it cannot exceed 25 percent of the projected assessment revenue. The loan must be approved by the Director of the Department of Agriculture. Provisions for the payoff of the loan in the event of the demise of the program are also provided for in the bill.

MFB position: Farm Bureau supports the bill.

MFB contact: Ron Nelson, ext. 2043.

Dairy amendment to the farm bill offered by Congressmen Solomon and Dooley and approved by the House

This amendment replaces the dairy title of the bill as reported by the Agriculture Committee. The basic features include:

- Setting the support rate for milk at 10.15 per cwt. in calendar year 1996 and reducing the level of support by 10 cents per year through 2000.
- Eliminating support for milk after Dec. 31, 2000.
- Continuing to support milk prices through 2000 by purchasing butter, cheese and nonfat dry milk.
- Giving the Secretary of Agriculture discretionary authority to allocate the rate of price support between butter and nonfat dry milk so as to minimize CCC outlays or achieve other objectives. The Secretary cannot adjust purchase prices for this purpose more than twice a year.
- Eliminating the budget assessment.
- Limiting the number of federal milk marketing orders to between 10 and 14 and providing for multiple pricing points. The amended orders must be announced by Dec. 31, 1998, and implemented not later than Dec. 31, 2000. Effective

Jan. 1, 2001, the Secretary shall not use any funds to administer more than 14 orders.

- Extending the Dairy Export Incentive Program to 2002, expanding the DEIP to include market development activities and requiring DEIP to be used to the extent allowed under the Uruguay Round trade agreement.
- Repealing Section 102, which states that no State shall provide for a greater manufacturing allowance than is permitted under Federal programs.
- Precluding any law or regulation from preventing California from establishing nonfat solids standards for fluid milk products.
- Continuing the fluid milk promotion program through 2002.

According to the USDA Interagency Dairy Analysis Team, the Solomon amendment will cost dairy producers \$7 billion in income over seven years.

MFB position: Farm Bureau opposed the amendment.

STATE ISSUE

Elimination of no-fault auto insurance territorial constraints

H.B. 5177, sponsored by Rep. Gerald H. Law (R-Plymouth), would eliminate current state mandates constraining auto insurance rating. Currently, an insurance company must comply with the following restrictions:

- an insurance company's lowest territorial base rate can be no less than 45 percent of its highest rate.
- contiguous territories can differ by only 10 percent.
- insurance companies are required to have 20 territories.

These legislative constraints were enacted in the early 1980s in an attempt to ensure equity and accessibility of auto insurance to Michigan citizens.

These measures have had the opposite effect, however, as insurance companies have left Michigan. In 1983, there were 216 insurance companies writing in Michigan. In 1993, there were only 125 companies in Michigan.

In addition, these measures have caused rural subsidization of urban areas and good drivers to subsidize bad drivers. House Bill 5177 would allow insurance companies to determine auto rates based on each community's experience, which will eliminate these subsidies.

Two amendments were added in the Senate. The first amendment limits an insurance company to two years, the same as the Secretary of State, for surcharges on driving violations. The second amendment eliminates similar rate restrictions on homeowners insurance.

Gov. Engler has signed the bill into law which has immediate effect.

MFB position: MFB supported passage of H.B. 5177.

MFB contact: Tim Goodrich, ext. 2048.

STATE ISSUE

Tourist-oriented directional signs (TODS)

H.B. 4770, sponsored by Rep. Sandra Hill, establishes a Tourist-Oriented Directional Signage (TODS) Program. This program allows tourist-oriented activities in non-urban areas to use highway signs to attract tourists. To qualify for sign space, an activity would have to attract 2,000 or more non-residents for a tourist activity.

The bill requires that the state of Michigan develop standardized logos for different types of eligible attractions and enact a yearly application and permitting process. Michigan's present law prohibits signs on state highways or visible from a

state highway, unless the sign:

- is on land zoned commercial/business or industrial (excludes agricultural, forestry, grazing or farming) and is within 800 feet of the business or commercial operation; or
- is located on the premise where the business is operated.

The package has passed the House and is in the Senate Transportation and Tourism Committee.

MFB position: Michigan Farm Bureau supports H.B. 4770.

MFB contact: Tim Goodrich, ext. 2048.

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ZFS soybean processing facility on schedule



The receiving portion of the ZFS processing facility, including the 165-foot tower; a 1,000-bushel dump pit, capable of handling 10,000 bushels per hour; wet tanks; and the first of four 500,000-bushel storage bins, is complete.

Despite below average temperatures that stalled concrete work, and the recent above normal temperatures, rainfall and the resulting mud, progress on Zeeland Farm Services Inc.'s soybean processing facility is on schedule, with a July 1 start up date still looking like a good bet, according to company President and CEO Cliff Meeuwsen.

"We've got about 70 percent of the extraction equipment in and most of the cement poured," Meeuwsen said. "We've got just over a million bushel of storage completed — 500,000 for corn and 500,000 for soys currently. We're eventually going to end up at about 2 million bushels of storage used primarily for soys only."

That storage will come in handy once the plant is up and running at full production. Meeuwsen anticipates a need for 16,000 to 17,000 bushels of beans daily. The company has started taking delivery on beans for the plant's expected start-up date.

The first five of an estimated 25 employees have also been hired, including a plant superintendent who has over 15 years experience operating a processing plant in Delphi, Ohio. The processing portion of the business will officially be known as Zeeland Farm Soya (ZFS), a division of Zeeland Farm Services Inc.

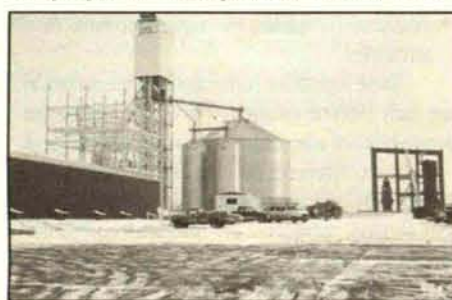
After completing a recent series of meetings in southwestern and central Michigan, Meeuwsen says the reaction from producers was very positive, with several contracts already established for new crop delivery, including a contract from as far away as Clinton County. There's been considerable interest in purchasing finished meal product as well.

As a result of the new processing facility, Meeuwsen says the basis on beans has already improved from around 40 cents under to somewhere between 20 to 25 cents under. He predicts the impact on the corn and wheat basis will be positive, too.

"When you put an extra demand on the available land for more beans, you've got to take it away from something," Meeuwsen explained. "If you take it away from corn or wheat, you've increased the demand on those acres. So we expect everybody to be dragged up since the markets move together."

On the finished product side, ZFS will be producing 48 percent and 44 percent soy meal, crude soybean oil, hull feed and mill feed. The hull feed, explains Meeuwsen, is a high-fiber product with about an 11 percent crude protein that will be marketed primarily in the Zeeland area since it's so light.

"The freight kills you, since you can only get 10 tons in a truck load," Meeuwsen said. "So this will be of benefit locally since the freight will be less. We've got area dairy producers as well as some feed people that have expressed an interest in the



Construction continues on both the 5-story preparation facility (left side) and the actual extraction facility (right side).



An up-close look at the 150,000-pound extractor where the actual oil is removed from the soy flake. Once the flakes leave the extractor, they enter the top of the structure on the right side, known as the DTDC tower (desolvitizing, toasting, drying and cooling), before the soy flake is sent back to the preparation building for further processing into finished soymeal.

hull feed product."

The mill feed product, while high in fiber, is lower in protein, and is used primarily in the feed business as a filler in feed products dense in energy and/or protein.

Service and convenience, claims Meeuwsen, figure to be key ingredients in the success of the plant. Hours of operation are expected to be ex-

tended to 16 hours during harvest to facilitate producer delivery.

ZFS will also be providing trucking, both for soybean pickup and soymeal delivery. Trucks ranging in capacity from 500 bushels to 2,000 bushels of beans and/or 6 tons to 24 tons of soymeal are available, says Meeuwsen. For more information, call ZFS at 800-748-0595.

Hopes of retroactive capital gains cuts crumbling

Although Republican leaders remain positive about approval this year of a measure to cut capital gains taxes, if such a bill is passed, the cuts most likely will not be retroactive to 1995, according to a recent *Wall Street Journal* article.

Tax experts are now saying the cuts will be effective at the start of this year, or whenever Congress and the president approve a budget package.

However, GOP leaders pledge that they will continue to press for swift approval of the cuts. "I am going to push very, very hard (for capital gains cuts in 1996)," House Ways and Means Committee Chairman Bill Archer (R-Texas) recently said.

But when asked about retroactive tax cuts, Archer said: "Nothing is ever hopeless in Washington. But the chances are far less now than they were a month ago."



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

Station	City	Frequency	Morning Farm	Noon Farm
WABJ	Adrian	1490	5:45 am	11:50 am
WATZ	Alpena	1450	5:30 am	11:30 am
WTKA	Ann Arbor	1050	6:05 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor			12:30 pm
WKYO	Caro	1360	6:15 am	12:15 pm
WKJF	Cadillac	1370	5:55 am	11:20 am
WTVB	Coldwater	1590	5:45 am	12:20 pm
WDOW	Dowagiac	1440	6:05 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	11:45 am
WBCH	Hastings	1220	6:15 am	12:30 pm
WCSR	Hillsdale	1340	6:45 am	12:45 pm
WHTC	Holland	1450		12:15 pm
WKZO	Kalamazoo	590	5:15 am	
WLSP	Lapeer	1530	7:20 am	11:50 am
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960		12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:05 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:20 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WCSY	South Haven	940		12:15 pm
WKJC	Tawas City	104.7		12:45 pm
WLKM	Three Rivers	1510/95.9	6:15 am	12:15 pm
WTCM	Traverse City	580	5:55 am	11:20 am

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

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

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

Some stations carry additional market reports throughout the market day.

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Market Outlook

by Dr. Jim Hilker,
Department of
Agricultural Eco-
nomics, Michigan
State University



CORN

Have we started to ration corn? I feel we are seeing signals that suggest the market is making adjustments. This does not mean that prices will fall quickly, but rather we are reaching our highs, given reasonable planting and growing conditions this spring and summer.

One sign is exports being booked and shipped way ahead of needs. Another is the cutback in cattle feedlot placements — more on that in "Cattle." The first signs of gilts being a slightly higher percentage of slaughter are also evident. And, by April, generally a seasonal low hog price period, there will be higher losses in the hog sector due to higher corn prices than we have seen to this point.

I have made some adjustments to my 1996-97 Corn Supply/Demand Balance Sheet since the last issue, but until the *Prospective Planting Report* is released March 29, there will continue to be a lot of speculation. I have increased the corn planted number to 81 million acres as the new crop soybean/corn price ratio has dropped from 2.4 to 2.3.

With a trend yield prices will drop at least a dollar from today by next fall. There are signs a lot of corn will be planted in the Southeast, much in place of cotton.

Seasonal Commodity Price Trends

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

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

Look hard at new crop pricing opportunities now. If you haven't priced any 1996 crop, consider doing so. This spring odds are we will have a weather scare. Have a written marketing plan (what price levels will you pull the trigger at and how much) so you will be ready to take advantage of market rallies.

Consider having most, if not all, of your old crop moved soon if you have not already done so. Keeping 10-15 percent around on-farm for a weather market is reasonable, but let's take advantage of today's excellent prices for most of it.

The March 1 quarterly *Stocks Report* will also be released March 29. The report should update the market on how much or how little corn is being rationed. One might want to take some market protection before these reports.

WHEAT

I have not made any changes in my 1996-97 Wheat Supply-Demand Balance Sheet. However, if we have not had a significant amount of rain in the hard red winter wheat areas by mid March, we will need to begin lowering the projected yield. It has been extremely dry over that whole area since last fall, and it appears there may have been some freeze damage.

Although wheat can make a comeback from a bad winter, it will need moisture as it comes out of dormancy in order to have decent yields.

As we have discussed before, seriously consider having a significant portion of your expected 1996 crop priced before harvest. Today's prices are good; if you have not priced any up until this point, consider pricing some. Set pricing goals and then stick to them to take advantage of market rallies. While prices may go higher, good growing conditions could stall the market rally.

SOYBEANS

I have also made changes in my projection of the 1996-97 Soybean Supply/Demand situation. I lowered projected plantings by almost a million acres, but still up a half million acres from 1995-96.

Historically, the 2.3 new crop soybean/corn price ratio and 1.9 ratio we see today would mean a 1-2 million acre cutback in planted acreage. However, I feel there are several reasons that we will increase some and maybe even more than I project.

Producers will have a lot more corn acres to plant with zero set-aside without cutting into soybean acres. Fertilizer prices are very high, and fertilizer use for corn is high compared to soybeans.

New crop prices are very good regardless of the price ratio. And my fundamentals suggest that the ratio may end up being over 2.6 (it is not clear if all U.S. soybean producers agree with Hilker's analysis). The market is pricing new crop soybeans as if acreage will remain the same. This may mean we will need a market adjustment after March 29.

Consider having most of your old crop priced before the *Stocks and Plantings Reports*, as well as some of your new crop. You also may want to have some protection over more of your new crop, such as buying puts with the intention of only holding them for a short period of time. Again, set pricing goals and then stick to them to take advantage of market rallies.

CATTLE

The monthly *Cattle-On-Feed Report*, released on Feb. 23, showed that while total inventory was up 2 percent, the industry was making adjustments to the combination of high corn prices and low feed prices. January placements were 16 percent below 1995 and 3 percent below 1994. Marketings for January were 13 percent compared to the previous January. This is an indication that feedlots are current despite heavier weights, which are probably due more to larger frame sizes versus excess weight.

While this should help fed steer prices over the next 6 months or so, it does not mean these cattle have disappeared. Feeder supplies as of Jan. 1 were at record numbers. What we have here is a postponement in when they will come to market.

As usual, there are several positives and negatives hanging around the market. A negative is cow slaughter will be up this year as the liquidation process occurs and that may add up to 1 percent of the beef supply. A positive for the fed market is calf slaughter in January was up 16 percent, which removes that many more cattle out of the fed market.

HOGS

I f hog futures are still at their March 1 levels, we have opportunities to lock in prices for some of our 1996 production at levels higher than fundamentals would suggest. On March 29, the next quarterly *Hogs and Pigs Report* will be released. Given low sow slaughter over the past 6 months, I expect the report will be negative. Strongly consider some type of downside protection before its release. Again, buying puts for a short period of time may be a good alternative.

DAIRY OUTLOOK

by Larry G. Hamm

The shape of the 1995, or more accurately, the 1996 Dairy Bill has finally taken shape. The U.S. Senate passed a Farm Bill before the recent Congressional recess. The Senate Bill took a pass on the dairy provisions, thereby leaving the basic shape of dairy legislation to the U.S. House of Representatives.

The basic provisions of the House Dairy Title were contained in the "Modified Nashville Plan," sponsored by the leading U.S. dairy producers and several farm organizations. The Dairy Title in the House Farm Bill was vehemently opposed and venomously attacked by proprietary milk processors.

A coalition of milk processors, consumer activists, free market think tanks, and selected dairy groups from the Northeast and Southeast generated an amendment (The Solomon-Dooley Amendment) to the House Farm Bill. After a spirited debate late on Feb. 28, the Solomon-Dooley Amendment was passed. The Amendment has the support of the Chair of the Senate Agriculture Committee.

Therefore, it will be included in the Senate Farm Bill during Conference Committee, assuming of course, that the amended House Bill passes the full House. The President is expected to sign this Farm Bill.

The Dairy Title, as it now stands, has several provisions that will immediately affect producers as well as impact dairy prices for the next century. The current dairy title eliminates the deficit assessments which would have been over 20 cents per hundred-weight (cwt.) in May.

It also eliminates the price support program on New Year's Eve 2001. The current price support is reduced immediately from \$10.35 to \$10.15. The price support is reduced by 10 cents per cwt. every year through 2000.

The USDA is also given the authority to change the butter-powder tilt twice a year to minimize CCC purchases. Since current component prices are set by butter and cheese markets, the USDA can now directly influence component values of butter and impact dairy producer returns directly.

The Bill would fund the Dairy Export Incentive Program (DEIP) to GATT maximums. The Bill also mandates that the number of Federal Milk Marketing Orders (FMMOs) be reduced from their current 34 to between 10 and 14.

Finally, the Bill would reauthorize fluid milk promotion through 2002; eliminate Section 102; and allow California to maintain its higher fluid milk standards. After 2 grueling years of dairy policy debate, the final Bill likely to pass is a far cry from the radical deregulation proposals of the past few months.

It also does little to enhance producer income. Fortunately, the industry still has the ability to market milk through the FMMO system.

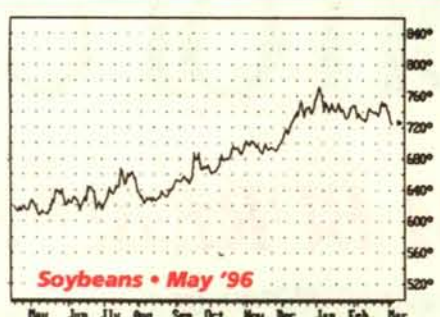
Russian poultry ban

Senate Agriculture Committee Chairman Richard Lugar has asked the Clinton administration to investigate Russia's refusal to accept U.S. exports of poultry, saying the move is a direct violation of international trade laws.

"U.S. poultry exports to Russia, our largest poultry export customer, are valued at \$700 million and represent over 20 percent of all U.S. exports to Russia...The disruption in trade will cause Russian consumers to lose a highly preferred food product in their markets (and) they will experience unnecessary food cost inflation because there is no substitute for U.S. chicken leg quarters," Lugar said.

Lugar said he has contacted Clinton, U.S. Trade Representative Mickey Kantor, Agriculture Secretary Dan Glickman, Secretary of State Warren Christopher and Russian Chairman Viktor Stepanovich Chernomyrdin about the issue.

COMMODITY PRICE TRENDS



COMMODITY SUPPLY/DEMAND BALANCE SHEETS

Table 1 — Corn

(Million acres)	Projected 1994-1995	Projected 1995-1996	Hilker's Proj. 1996-1997
Acres set-aside/diverted	2.4	6.2	
Acres planted	79.2	71.2	81
Acres harvested	72.9	65.0	75
Bu./harvested acre	138.6	113.5	126
Stocks (million bushels)			
Beginning stocks	850	1,558	457
Production	10,103	7,374	9,450
Imports	10	10	8
Total supply	10,963	8,942	9,915
Use:			
Feed and residual	5,535	4,600	4,900
Food/seed & ind. uses	1,693	1,685	1,750
Total domestic	7,228	6,285	6,650
Exports	2,177	2,200	2,250
Total use	9,405	8,485	8,900
Ending stocks	1,558	457	1,015
Ending stocks, % of use	16.6	5.4	11.4
Regular loan rate	\$1.89	\$1.89	
U.S. season average			
Farm price, \$/bu.	\$2.26	\$3.20	\$2.60

Table 2 — Wheat

(Million acres)	Projected 1994-1995	Projected 1995-1996	Hilker's Proj. 1996-1997
Acres set-aside & diverted	5.2	5.2	
Acres planted	70.3	69.2	73
Acres harvested	61.8	61.0	64
Bu./harvested acre	37.6	35.8	38
Stocks (million bushels)			
Beginning stocks	568	507	346
Production	2,321	2,185	2,432
Imports	92	70	82
Total supply	2,981	2,762	2,860
Use:			
Food	852	860	870
Seed	89	106	110
Feed	345	175	200
Total domestic	1,286	1,141	1,180
Exports	1,188	1,275	1,250
Total use	2,474	2,416	2,430
Ending stocks	507	346	430
Ending stocks, % of use	20.5	14.3	17.4
Regular loan rate	\$2.58	\$2.58	
U.S. season average			
Farm price, \$/bu.	\$3.45	\$4.45	\$4.00

Table 3 — Soybeans

(Million acres)	Projected 1994-1995	Projected 1995-1996	Hilker's Proj. 1996-1997
Acres planted	61.7	62.6	63.1
Acres harvested	60.9	61.6	62.3
Bu./harvested acre	41.4	34.9	37.0
Stocks (million bushels)			
Beginning stocks	209	335	190
Production	2,517	2,152	2,305
Imports	5	5	5
Total supply	2,731	2,492	2,500
Use:			
Crushings	1,405	1,380	1,380
Exports	838	810	810
Seed, feed & residuals	153	112	100
Total use	2,396	2,302	2,290
Ending stocks	335	190	210
Ending stocks, % of use	14.0	8.3	9.1
Regular loan rate	\$4.92	\$4.92	
U.S. season average			
Farm price, \$/bu.	\$5.48	\$7.00	\$6.85

Source: Knight Ridder Financial

Source: USDA and Jim Hilker

Business Strategies

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



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

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

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

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

Starting with a Business Plan

The current Agricultural Management Advancement Program (AMAP) sponsored by MSU Extension does an excellent job of leading participants through a process of setting both long and short term goals. These goals are set with the business "mission" in the forefront to keep your direction focused on what is important to you.

Your business plan and mission statement must also recognize the impact of external factors such as public desires and needs, available and alternative markets, governmental regulations and other world factors.

The goal setting process works for any size business at any stage in life. It helps sort out the grain from the chaff and allows you to concentrate on progressing in areas that are important to you. For the well organized manager, the business plan is something that embodies these goals and spells out tactics that will be needed to reach them.

Key Ingredients to a Business Plan

1. **Mission statements** personalize the business, giving it its own special identity, character and path for development. A strong mission statement will embody the important values of the business and the owners while addressing the major external circumstances.
2. **Long-term goals** should provide direction, and should be reasonable, achievable, inspiring and contribute to the business mission. Long-term goals also need to be visible and eventual so that they can be reached in the future.
3. **Short-term goals** have to be specific and measurable so it can be determined when the goal is reached. The short-term goal should be set to have the greatest impact with respect to meeting your long-term goal. The short-term goal should also have a specified time period, usually a year or less.

Progress in California on methyl bromide extension bill

A bill that would extend use of methyl bromide until Dec. 31, 1997 was passed by the California Assembly Agriculture Committee and will be considered by the Appropriations Committee — the last "pit stop" before it can reach the Assembly floor. The Assembly already has voted on the issue and recently sent a similar bill to the Senate, where it is still awaiting consideration. Gov. Pete Wilson (R) has stated full support for its passage.

The California state ban on methyl bromide is scheduled to take effect March 30. The extension, manufacturers said, would allow them to complete the final health effects study on the chemical, as required by state law. Methyl bromide is scheduled to be phased-out internationally by 2010.

Business management — "Stay the course?"

4. **Tactical plans** provide a road map of activities that need to be done to reach your short-term goal. Tactical planning involves a review of your goals, notes, calendar and unfinished activities. The tasks are prioritized with respect to importance and urgency. Then the tasks with instructions are communicated to the individuals involved.

Riding out the Rough Times

The business plan is also a living document that requires continual attention and revision. The frequency for formal revision depends on the plan's complexity and the magnitude of adjustment needed to meet a change in actual versus planned action. A bad bout with mother nature can sometimes force your business plan to be unworkable and in need of a serious revision.

Make needed revisions to your short-term goals as realistically as possible and press on, praying that the next time you will be treated favorably by mother nature. Continued perseverance toward your long-term business goals will yield the greatest progress as long as your efforts remain focused.

Financial Recordkeeping Needs

Business records for management and financial planning are where a good farm records program can provide the most benefit. These needs are critical to any business plan. The measurement of financial progress and viability is essential to any business plan, although there can be other goals

related to individual non-monetary goals and values.

Monthly monitoring of the financial goals and progress is a wise practice. This means more than just balancing the checkbook. Check how your actual expenditures and incomes compare with your budgeted plan that maps out how you will meet your short-term goals. Some businesses will need to take periodic inventory and produce accrual-based financial statements for tighter management control and creditor needs.

Is your actual financial performance in agreement with your budgeted financial plan? Are changes needed in the future months to adjust for past occurrences? Is your marketing meeting the expectations in the budget? Are you able to lock-in quality inputs at good prices that will allow you to carry out the business plan? Do you have enough liquidity or working capital to meet the future cash flow needs of the business? These are a few of the questions to be answered during the periodic evaluations.

Cost Accounting by Enterprise

Cost accounting, also often called enterprise accounting, will provide the manager with a source of critical information needed for budgeting and planning. The extra efforts made in this area provide valuable management information that cannot be acquired anywhere else.

It is the awareness and application of one's individual strengths that allows a business to prosper and grow. Cost accounting is the activity that

gives the manager the needed internal information to pull together the optimal mix of enterprises.

What is the cost of production on your farm? To answer this question you must perform cost accounting. This can be done after the books are closed for the year with allocation of annual total expenses and incomes. Or, it means doing cost accounting allocations as income and expenses are entered into your records.

Be sure to make accrual adjustments for inventory build-up or reductions, and prepaid or accrued expenses before producing cost accounting statements. It takes some effort, but it's the best way to know whether your crops or livestock are growing money.

Information for the Manager

High quality information, available where and when the farm manager needs it, is critical to proper decision making. How can one adequately assess alternative courses of action without high quality, dependable information? The Telfarm program has many features designed to provide decision-making information to the farm manager.

An excellent group of district Extension farm management agents and many Area of Expertise and county Extension agents are very well-equipped to assist in training you and modifying your own management information system. The management information system will then help you "stay the course" and make progress toward your business goals.

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



TB testing continues in northeast Michigan

After finding 15 whitetail deer taken from a northeast Michigan hunt club located near Alpena that tested positive for TB during the 1995 hunting season, the Michigan Department of Natural Resources (DNR) has stepped up testing of the whitetail deer herd, while the Michigan Department of Agriculture (MDA) has implemented a livestock surveillance program.

According to MFB Livestock Specialist Kevin Kirk, as a precaution, the MDA has targeted 51 livestock herds, including cattle, goats, pigs, and llamas located within a five-mile radius of the hunt club for TB testing. The testing procedure can be a somewhat lengthy process, warns Kirk, meaning that it could be several months before all livestock testing is completed.

"A total of 1,500 head of livestock will be tested, which begins with an injection of tuberculin under the skin next to the base of the tail," Kirk explained. "This initial screening test, called the caudal fold test, is then read 72 hours later."

According to Kirk, 3 to 5 percent of all animals will normally test as suspect positive on this first test, requiring a second testing procedure known as a comparative cervical or CC test. In this procedure, two tuberculin injections are made in the neck. One is an avian complex type and the other a bovine type. Again, this test is read 72 hours later via skin measurements, and classified as either negative, suspect or reactor.

Thus far, 25 of the 51 herds have been tested and released, according to the MDA. Kirk says the MDA's testing will actually accomplish two purposes.

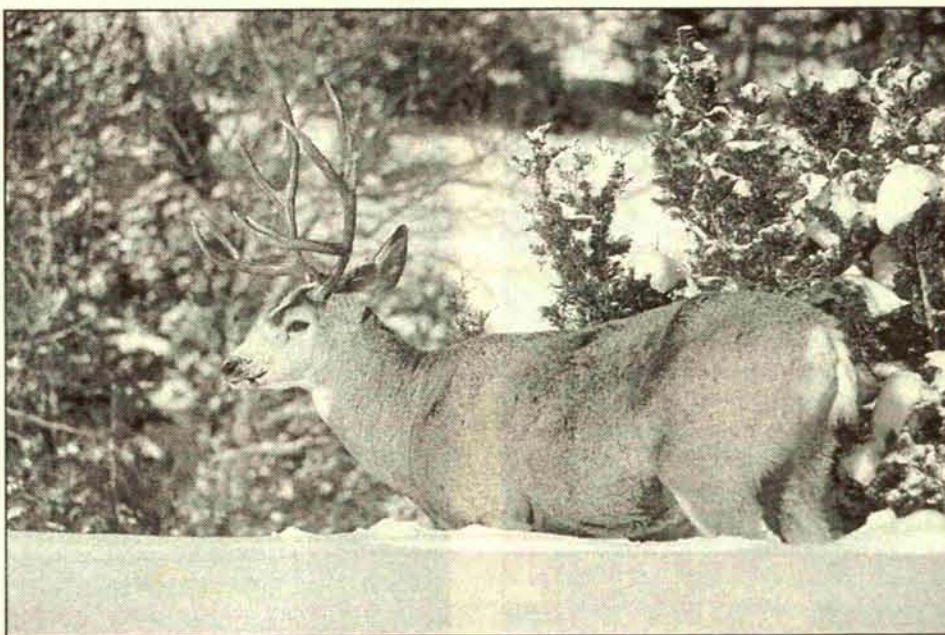
"Testing will establish whether or not any livestock have been infected — and it will provide livestock producers statewide with concrete information on the risk, if any, of TB in livestock," he explained. "Of the herds sampled thus far, none have tested positive, which suggests that the infection is limited to the whitetail deer herd. That's good news for all Michigan livestock producers, since it keeps the state's TB-free status intact."

Meanwhile, the DNR is continuing to test the area's whitetail deer herd. At last count, 19 deer were found to be infected from a sampling of over 500 deer.

According to Kirk, the DNR plans to test over 3,000 deer from the area by year's end, including road-killed deer, and deer harvested through block permits and the regular hunting season. Predators will also be tested. "In addition, the DNR has announced plans to test whitetail deer statewide, primarily road-killed animals," he said.

In an attempt to reduce deer herd concentrations in northeast Michigan, the DNR issued a request Feb. 1 for hunt clubs and individuals to stop feeding deer in hopes of naturally depopulating the herd during the harsh winter months. The deer herd population in the target area is estimated to average between 50 to 60 deer per square mile, well over the DNR's recommended 25 to 35 deer per square mile figure.

Despite the request, some producers and hunt club members apparently believe that feeding the deer herd will keep them located in a centralized area and away from livestock operations. As logical as that might seem, Kirk says discontinued feeding will actually eliminate the problem rather



than extend it, and that the DNR's request is the better route for concerned livestock producers and hunt club members.

"The DNR has advised producers in the area that if deer attempt to move into agricultural areas in an attempt to eat with domestic livestock, to contact the DNR for permits or to have the deer

removed by the DNR itself," Kirk said. "Depopulation is the best option to eliminate TB altogether."

A March 13, "TB Update for Livestock Producers" meeting was scheduled for 12:30 p.m. at the Hillman Community Center. For more information, contact the Alpena Extension Service at (517) 354-3636. ■

TB Facts

The signs of disease depend on what part of the body is most affected. Usually this is the lungs, resulting in coughing and difficulty in breathing. In general, infected animals will lose weight and appear to be in poor condition in later stages of the disease. Early on in the disease, the animal may appear normal.

TB is spread primarily through the air. When an infected animal is in close contact with other animals, contamination from coughing and sneezing can spread the disease. Repeated or prolonged exposure is often a factor.

The disease is considered very rare among wild deer. Until 1995, only two deer had been diagnosed with TB in Michigan. In the fall of 1995, 15 deer in a northeast Michigan hunt club were found to be infected. Artificially high concentrations of deer in the impacted area, due in large part to winter-long supplemental feeding, was very likely a major factor in the TB infection. It's known that the disease is most likely spread in situations where animals are overcrowded and stressed. For more information, you should call your local veterinarian or the Michigan Department of Agriculture at (517) 373-1077.

Source: Michigan Department of Agriculture Information Fact Sheet

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Ag trade picture looks bright

The USDA is forecasting a record \$60 billion in U.S. agricultural exports for the 1996 fiscal year. Higher shipments of wheat and corn are the main factors. However, export volume is not seen hitting a record in FY 1996, falling short of the 169.2 million metric tons reported in the 1995 fiscal year.

Agriculture Secretary Dan Glickman says the U.S. reliance on ag trade will continue to grow. U.S. agriculture is currently twice as reliant on international markets as the U.S. economy as a whole. This will grow to 2.5 times more dependent on international markets by the year 2000, he said.

Considering that prediction, Glickman lashed out at GOP Presidential hopeful Pat Buchanan's plan to cancel the General Agreement on Tariffs and Trade and North American Free Trade Agreement. Given the importance of trade to agriculture, Glickman pronounced such a move would be a "dagger in the heart" of rural America.

"The movement toward freer trade must continue," Glickman said. "And the scare tactics of those who want to build a wall around our country must be rejected. Isolationist retreat inevitably leads to a lower standard of living and fewer jobs for people in this country." ■

Consider frost seeding clover in wheat

Boosting corn yields next year will justify the cost of frost seeding clover into your wheat this year, says MSU's Dr. Richard Harwood, C.S. Mott Foundation Chair of Sustainable Agriculture in the department of Crop and Soil Sciences. He has conducted trials on 15 different Michigan farms testing the impact of wheat and frost seeded clover on subsequent crops, and the results have been pretty impressive.

While including wheat in a typical corn soybean rotation boosted overall yields and net profit per acre, corn yields on fields frost seeded with clover averaged 146 bushels, compared to 122 bushels on fields without a cover crop in 1994. His bottom line conclusion? "Farms raising corn, soybeans and wheat in the rotation had higher corn yields and lower variable costs. They made more profit," his report concluded.

While frost seeded clover has little impact on wheat yields, several years of research data in Michigan has shown higher soil nitrogen mineralization rates the following spring. Harwood's data shows a 35 to 45-pound-per-acre increase in nitrates in pre-sidedress nitrate tests (PSNT) time in corn (early June).

Harwood says that if the clover is killed early enough in the spring to prevent soil moisture depletion, corn will nearly always yield more following

a clover rotation than following corn. Red clover is preferred, advises Harwood, since it's the easiest to establish and the hardiest of the clovers.

For best results, Harwood recommends broadcast seeding red clover at the rate of 10 to 15 pounds per acre, sometime in early March. Clover should be broadcast separately from urea since the seed won't throw as far as urea, or else double spread to avoid skips. One limitation, however, is that 2-4D herbicide cannot be used following frost seeding.

Harwood says that clover is highly resistant to wheat harvest traffic; however, the wheat straw should be baled to allow maximum clover growth. He says that several growers then mow or clip the clover in September for hay, to remove summer annual weeds and to set the clover back for maximum fall growth without flowering.

Research data in 1993-94 suggests that clipping clover without removing the hay can result in heavy nitrogen leaching, with as much as 40 pounds per acre lost. Harwood attributes the leaching to mineralization of the clipped clover tops in September.

Consequently, Harwood advises producers to wait until mid-to late-October to kill the clover with an application of Roundup. Killing the clover any earlier will result in heavy nitrogen losses through decomposition and denitrification. ■



This field of red clover in wheat stubble was frost seeded in early March at the rate of 10 pounds per acre on the Phil and Nolan Hall farm in Ingham County. Extension Technician Gary Zehr (standing) and Jack Knorek, former MSU County Extension agent, inspect the growth of the clover in early August.

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Auxein Corporation and the J.R. Simplot Company to develop novel agricultural products

Auxein Corporation announced Feb. 26, 1996, the formation of a strategic alliance with the J.R. Simplot Company, to continue commercial product development of auximone plant growth formulations from Auxein Corporation. Auximones represent a new class of proprietary products that enhance plant growth and productivity through improved nutrient uptake and use by the plant.

The Simplot Company and Auxein Corporation alliance will focus on the continued development of product formulations and product evaluations in field trials performed on agricultural crops. Upon commercialization of the auximone products, the Simplot Company will have exclusive rights for product distribution in the western U.S. agricultural markets. Initial target markets for Simplot include auximones for the potato, cotton and tomato industries.

"This alliance is key to Auxein's strategy for commercial product development and will help launch market introductions of Auxein products," said Dr. John McIntyre, president and CEO of Auxein Corporation. "This is an opportunity for Simplot Minerals and Chemicals Group to work with a company that shares our philosophy to develop and market a new generation of environmentally-safe products for agriculture," stated Larry Hinderager, president, Minerals and Chemical group.

Active ingredients in the formulations are naturally-occurring, present in all life forms and environmentally-safe. Although one of the key ingredients was discovered in plants over 50 years ago, Auxein scientists were the first to discover its function. These products can also reduce the amount of nitrogen fertilizer application, while maintaining crop productivity. The products developed by Auxein represent a significant market opportunity both inside the United States and worldwide.

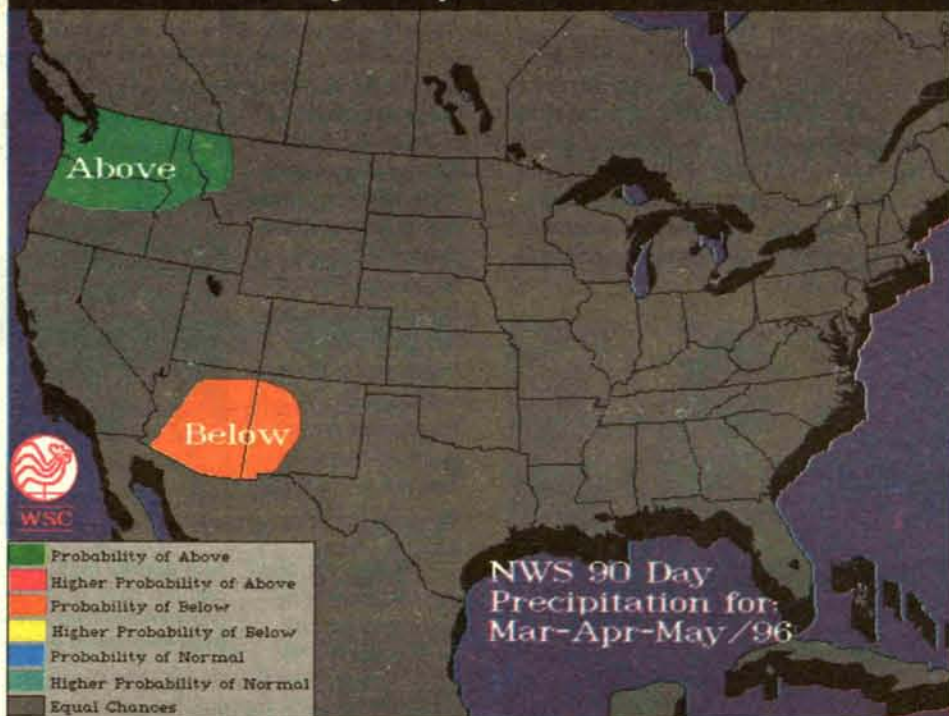
Auxein Corporation is a Lansing, Mich.-based company that provides new technologies that can be readily integrated into conventional farming methods. Products in commercial development will maintain a level of crop productivity that can ensure a stable food supply for the world's population.

The J.R. Simplot Company is a privately held agribusiness corporation with headquarters in Boise, Idaho. The company has annual sales of more than \$2 billion, derived principally from food processing, fertilizer manufacturing, agriculture and related businesses. The Minerals and Chemicals Group of Simplot, located in Pocatello, Idaho, will be responsible for Simplot's product, development and commercialization activities. Marketing the commercial products will be through Simplot's Plant Health Technologies business unit, located in Boise, Idaho. The first products from this alliance are expected to be launched in 1997. ■

90-day Temperature Outlook



90-day Precipitation Outlook



Weather Outlook

by Dr. Jeff Andresen, agricultural meteorologist, Department of Geography, Michigan State University

While the monthly mean temperatures across the state during February generally averaged near normal, temperatures during any given week were anything but normal. February began with frigid, arctic-origin air in place across the Great Lakes region, and ended with spring-like temperatures and thunderstorms in many spots.

Precipitation for the month was once again near to below normal in most spots, and above normal across much of the Upper and northwest-

ern Lower Peninsulas. Snowfall across southern and central sections of the state continued lighter than normal, with seasonal totals lagging behind normal totals by a wide margin by month's end.

Latest medium-range forecast models indicate that colder, and possibly stormier than normal conditions, should be in store for the early part of March,

as an active jet stream should lead to an active storm track through or to the south of Michigan.

Climatologically, it is interesting to note that some of the heaviest snowfalls in central and southern sections of the state (those away from the lakes and not normally affected by lake-effect snowfall) occur in March due to the greater availability of Gulf

of Mexico-origin moisture.

The National Weather Service 30-day outlook for March and the 90-day outlook for March-May both call for continued better than normal chances of below normal temperatures, with near equal odds of below-, near-, and above-normal precipitation totals during the same time periods. ■

Michigan Weather Summary

2/1/96 to 2/29/96	Temperature Observed mean	Dev. from normal	Precipitation Actual (inch)	Normal (inch)
Houghton	13.7	-0.8	2.83	1.40
Marquette	13.3	0.7	2.48	1.40
Escanaba	15.6	-2.5	1.50	1.47
Sault Ste. Marie	13.5	-1.2	2.08	1.47
Lake City	17.0	-1.8	1.83	1.36
Pellston	17.5	1.8	2.45	1.36
Traverse City	20.7	0.1	3.31	1.36
Alpena	18.3	-0.7	1.37	1.38
Houghton Lake	20.6	1.5	1.34	1.38
Muskegon	24.2	-0.1	1.57	1.69
Vestaburg	21.4	-0.9	1.65	1.34
Bad Axe	21.2	-1.6	1.23	1.32
Saginaw	24.1	1.8	2.20	1.32
Grand Rapids	25.0	2.4	0.90	1.62
South Bend	29.3	3.1	2.01	1.62
Coldwater	24.7	-0.4	1.53	1.47
Lansing	24.9	1.6	0.78	1.47
Detroit	26.6	1.6	1.80	1.51
Flint	24.3	0.9	1.15	1.51
Toledo	28.3	2.8	0.91	1.51

Observed totals are accumulated from April 1. Normals are based on district averages.

IPM Scout Training set for KBS

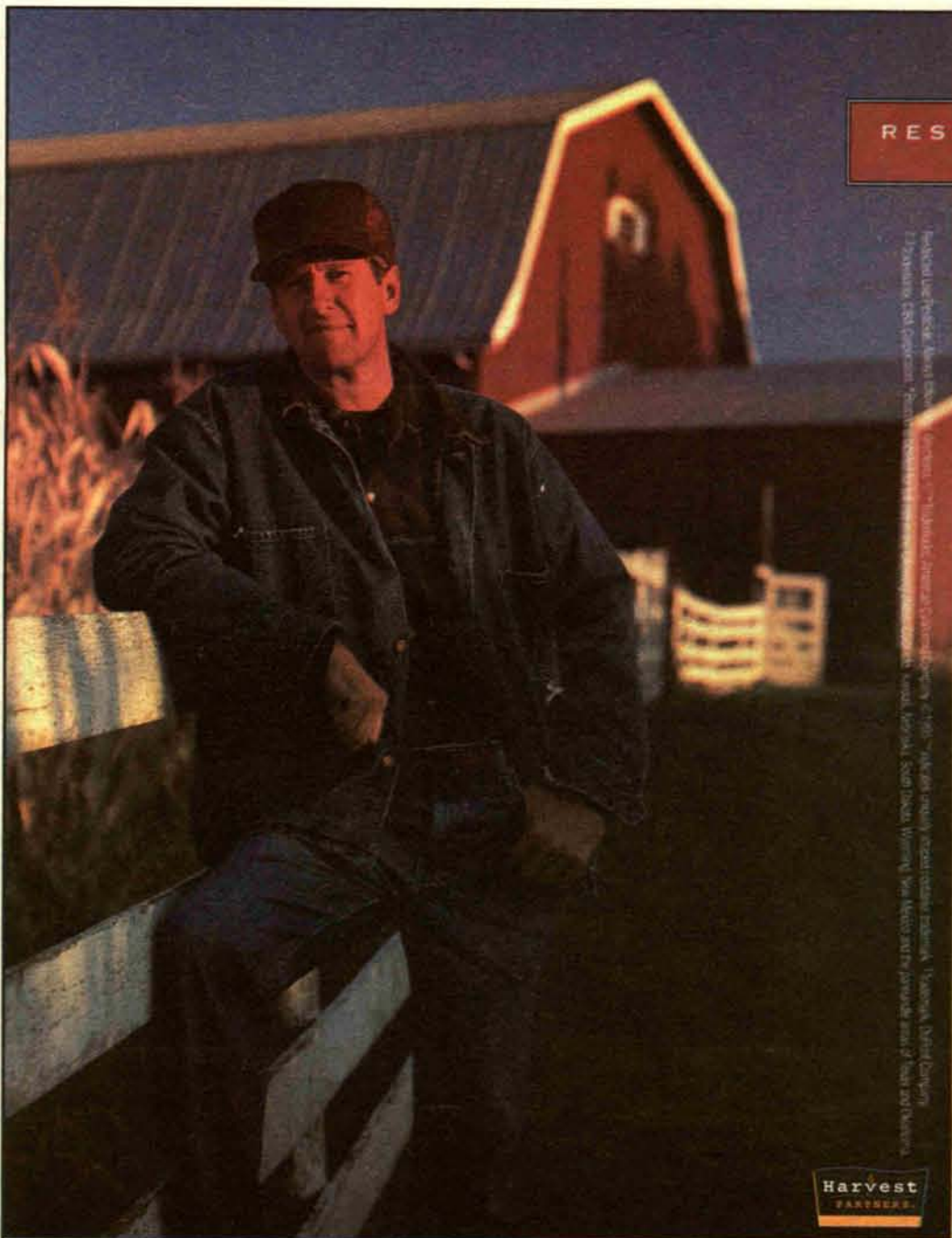
PM Field Crop Scout Training for southwestern Michigan farmers and crop scouts is set for March 21 and 22 at MSU's Kellogg Biological Station (KBS).

Participants in this program will learn about soil fertility, compaction and drainage; how to identify important weed and insect pest species; and how to collect and submit field samples.

In addition to receiving the MSU Field Crops Weed Control Guide, they'll receive a subscription to the 1996 Field Crop CatAlert. Participants can also receive CCA and RUP credits.

"We want to help people understand how weeds, insects, soil and crops are all interrelated," says Dale Mutch, MSU Extension district agriculture agent. "Using chemicals to affect one of these ends up impacting all of them."

The cost to attend this program is \$90, which includes lunch both days and all handout materials. To register, call the KBS Extension office at (616) 671-2412. ■



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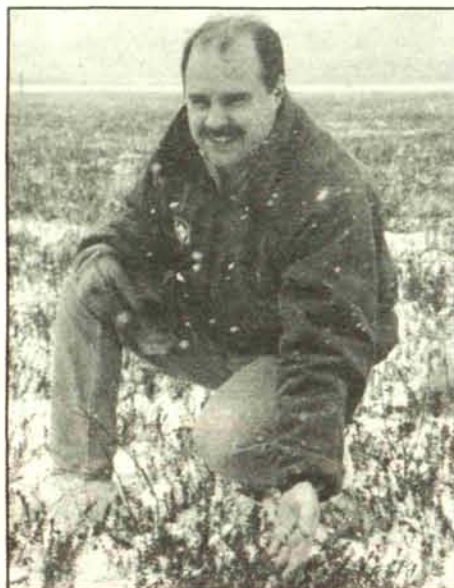
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Michigan cranberry production — Poised for growth?

Although the concept of cranberry production in Michigan has been explored for over four years now, numerous obstacles, including regulatory battles over wetlands, and the huge start-up costs associated with cranberry bed construction, have kept the fledgling industry in its infant stage. That could all change, however, if the state's pioneers in cranberry production have anything to say about it.



Ron Bodtke, president of the Michigan Cranberry Council, is counting on a recent Memorandum of Agreement (MOA) on Cranberry Production and Environmental Protection between the Michigan Department of Agriculture (MDA) and the Department of Environmental Quality (DEQ) to help alleviate the wetland regulatory problems that several would-be cranberry farmers have run into.

Bodtke, who operates Corner Stone Ag — a blueberry and cash crop operation in Van Buren County — with sons Tom and Larry completed his first harvest in 1995 from five acres of cranberries planted in 1993. The family operation includes 1,300 acres of corn, 1,300 acres of soybeans and 800 acres of blueberries. Ron has been researching and considering how well cranberries will work into their operation.

Bodtke believes the MOA sets the stage to make start-up considerably easier, while also putting



Tom Bodtke (pictured at left), brother Larry and father Ron Bodtke planted their first five acres of cranberries in 1993. They're hoping to grow cranberries without the customary flooding and icing of the beds to prevent winter-kill of the cranberry vines (pictured above).

Michigan on equal footing with other states from a regulatory standpoint. Bodtke pointed to a Massachusetts operation that bypassed Michigan to start a cranberry operation in Minnesota.

"When we asked why they didn't come into Michigan, they said, 'we didn't even consider Michigan because of the environmental problems,'" Bodtke explained. "I think the MOA gives us some potential to really work through this thing. If we can't, we're

Cranberry School

Producers interested in learning more about cranberry production are encouraged to attend the Cranberry School on April 2-3 in Gaylord. The emphasis will be on the beginning stages of cranberry bed site selection, production permits, financing, and irrigation systems. Farm tours and producer panel discussions are also planned. For more information, contact Ron Goldy, executive director of the Michigan Cranberry Council, at (616) 429-2425.

in a lot more trouble than with just cranberries."

The similarities between raising cranberries and other crops, particularly blueberries, says Bodtke, has been a pleasant surprise. He speculates that the perception that a great deal of water is being used in cranberry production has unfairly compounded the problem.

"The impression that you're using so much water with cranberries is only because of the fall flood, when you harvest, and that's where all the pictures get taken," Bodtke said. "We actually use less water per acre on those cranberries than we do on our blueberries."

Bodtke speculates that the actual cranberry bed construction has also caused a great deal of regulatory anxiety, saying that it probably appears a little strange to a regulatory agency when they see topsoil being moved around.

Market Potential

From a market demand perspective, the picture has never looked better. According to Bodtke, cranberry cooperative giant Ocean Spray is actually looking for at least 3,000 acres of additional cranberry production over the next two years. "The indication is they may just open it up for no acre limits for the next several years," he claimed.

Within Michigan, Bodtke says the fresh market will quickly consume current cranberry production. However, longer-term as production increases, he suspects that, in addition to Ocean Spray, Welch's, as well as local wineries, will also be interested in Michigan-produced cranberries.

Demand for dried and frozen cranberries, combined with local processing facilities throughout the west side of the state, will also be big factors in expanding production within Michigan. Bodtke says that limited production potential in other states means opportunity in Michigan.

"New Jersey is pretty well maxed out because of the environmental laws and restrictions on what they can do out there," Bodtke explained. "Massachusetts doesn't have much opportunity for expansion, so it's going to come down to Wisconsin, which still has some room for expansion, and then Oregon, Washington, British Columbia, and hopefully, Michigan."

Cranberry Production

Cranberries prefer a cool climate and acidic soils similar to those used in blueberry production on the west side of the state, as well as various locations in northern Michigan and in the Upper Peninsula. Water is also a necessity for both irrigation and harvesting.

At harvest time, usually in October, the beds are flooded with about 14 inches of water to float the cranberries for harvesting. According to Bodtke, the cranberries fall rather easily from the vine once the harvest machine's paddles create a wave action in the water.

In constructing their cranberry beds, the Bodtkes actually moved the topsoil off an existing blueberry planting, to build a 3 foot deep bed for flooding the cranberry beds at harvest. In the future, Bodtke plans to build the beds 1½ feet deep, and rely more on managing drain tiles to help control water levels.

Once Bodtke is completely satisfied that cranberry production will work in their operation, he hopes to increase their acreage from five acres to as many as 100 acres. They're testing whether they can overwinter cranberries without flooding the beds early-winter to form a protective ice cap over the cranberry plants to avoid winter kill.

Why the caution? A \$15,000 to \$25,000 per acre investment in cranberry bed construction is reason enough, cautions Bodtke. "That doesn't even include the cost of the land; that's just the preparation. The plants themselves range somewhere between \$5,000 and \$7,000 per acre," he explained.

Once the beds are fully matured and at full production, in five to six years, yields typically average 18,000 to 20,000 pounds, although yields as high as 30,000 pounds have been achieved. "It's really going to take five or six years to see what kind of production we're going to get, although we've been pleased thus far," Bodtke concluded.

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Cranberry Production and Environmental Protection MOA

The Memorandum of Agreement (MOA) between the Michigan Department of Agriculture and the Department of Environmental Quality is being hailed by the Michigan Cranberry Council's Executive Director Ron Goldy as a big step in moving the state's cranberry industry from concept to reality. He says getting through the permit process and into cranberry production should now be less daunting.

"MDA and DEQ have agreed to work together on this, along with MSU Extension and other agencies, to begin a cranberry industry here," Goldy explained. "That's very encouraging because it commits all of the agencies to help this industry get going."

Goldy believes that there's a considerable amount of acreage that is "previously converted land" that's in blueberry, corn, potato, mint or onion production that could be put into cranberries with a minimal amount of red tape. He encourages producers considering cranberry production to locate the beds in previously converted wetland sites, instead of attempting to get a permit from the state or federal agencies for a virgin wetland site.

According to the MOA, the MDA and DEQ agree that:

- In former wetland areas that have been historically farmed and drained and are no longer considered regulated wetlands according to state and federal standards, no permit is required. MDA and DEQ will review state and federal procedure to ensure consistency regarding this issue.
- Permits for the construction and expansion of cranberry beds and associated facilities in areas that retain wetland characteristics, where the wetland may have been previously altered due to agricultural activity, will not be more stringent than federal permit requirements regarding construction of cranberry beds and associated facilities. In addition, previously farmed lands are preferred sites for conversion to cranberry production, and will be permitted unless other resources would be adversely impacted by the proposed conversion.
- Permits are required for the construction of cranberry beds in natural, undisturbed wetlands. Permit requirements will be consistent with federal programs regarding construction of cranberry beds in natural, undisturbed wetlands, and will weigh the impacts and benefits of the proposed project.
- Permits are not required for the planting, cultivating and harvesting of cranberries or for the maintenance of existing structures such as water control structures and the beds themselves, in established operations.
- MDA and DEQ also agree to develop Generally Accepted Agricultural and Management Practices, pursuant to the Right to Farm Act for cranberry production in Michigan. These practices will provide technical and regulatory guidelines for the cranberry industry that are both economically viable and environmentally sensitive.
- MDA and DEQ will support funding for research, education, and development of cultural practices that address both production needs and environmental management concerns.

While the agreement has generally been well-accepted, at least one person contends the MOA has little merit in a legal environment, calling it totally ineffective. Attorney Dave Haywood, who has represented a producer named Wallace Hugget in an ongoing court battle over the establishment of a cranberry operation in Cheboygan County, claims the MOA has eliminated all of the success gained in court with the Hugget case.

"There's no teeth to it (the MOA) — it's totally unenforceable in terms of having any basis in law," Haywood argues. "This MOA was done out of fear that we were going to end up with some legislation that would make it more difficult for a cranberry farmer. The result, however, is that this MOA takes away everything we've won in circuit court."

As a result of the MOA, Haywood says the state's Attorney General has filed a Motion for Reconsideration in the Cheboygan County Circuit Court case, which had previously ruled that since "farming is an exempt activity, no permit was required."

MDA Director, Dr. Gordon Guyer, however, calls the MOA a major step forward. "This MOA represents an opportunity for agriculture to get into a very important and new crop," Guyer countered. "It makes the cranberry industry a legitimate agricultural operation and it takes them out of the permitting process that we had previously. This gives us a big jump forward on any land that's previously been in agriculture."

Michigan environmental conference slated for April 2

Concerned about the impact of environmentalism and regulations on your farm's future? Michigan producers have their first opportunity to sit down with regulatory agencies and agricultural businesses to learn first-hand just what the future may hold in store, during a workshop co-sponsored by Michigan Farm Bureau and the newly formed Michigan Department of Environmental Quality (DEQ).

The conference, known as "Partnerships for Pollution Solutions — Private Initiatives in Agriculture," will be held April 2, in Lansing at the Radisson Hotel. Program coordinator Kevin Kirk expects the conference to draw a mixed crowd of regulators, farmers and ag businesses. He calls the conference an excellent opportunity for agriculture to tell its side of the story, as well as establish a plan of action for the future.

"The agricultural industry, through the use of Integrated Pest Management (IPM) and Best Management Practices (BMP) has made significant strides in reducing the reliance and use of chemicals, while also maintaining a high level of quality production," Kirk said. "The growing practice of no-till has also helped to reduce the amount of soil erosion, which has a direct benefit on water quality due to reduced run-off."

Kirk added that many regulators and environmental agencies are also operating under growing political pressure to do more for less and that there's a growing need for private and public

partnerships to meet environmental agendas in a sensible and cost effective manner.

In addition to meeting and hearing from a number of environmental agency personnel, producers attending the conference will also get an agri-business perspective, with presentations scheduled from AgriBank, Monsanto, DuPont, and Dow Elanco. Luncheon speaker, Jim Breinling, Agricultural Research Manager of Gerber Foods, will discuss Gerber's efforts and incentives in assisting producers to implement IPM on their farm operations.

According to Kirk, producers will also hear from several of their peers on how they've implemented IPM and other farm-based initiatives on their own operations during a scheduled producer panel. Producers include: Bill McPhee, of Innovative Farmers of Huron County; Jan Vosburg, a hog and cattle producer and no-till farmer from Kalamazoo County; Don Gregory, a fruit grower from Leelanau County; and Joe Slater, a dairy producer from Muskegon County.

The conference begins with registration at 8 a.m., with the program scheduled to get underway at 9 a.m. Lunch is included in the conference, which concludes at 4 p.m. Registration for the conference is due by March 25 and will cost \$15. For more information or reservations, call Kirk at (517) 323-7000, ext. 2022. Reservations can also be made via fax at (517) 323-6541 or by simply completing and mailing the coupon provided.

Conference Registration Form

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Organization

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Weed management in wheat

Effective weed management is essential for successful winter wheat production according to Michigan State University's Dr. James Kells, in the department of Crop and Soil Sciences. Inadequate weed control can lead to significant yield loss and harvesting difficulty.

While Cultural and chemical control practices are often combined to achieve adequate weed control, Kells says that there are four times during the production season where weed control practices can be employed: prior to planting, at planting, in the spring, and following harvest.

High on Kells's list of recommendations is the establishment of a healthy, vigorous wheat stand which can be extremely competitive with weeds and is the single most important component of a weed control strategy in this crop. "Most production practices (seeding rate, fertility, etc.) which increase wheat vigor and yield reduce weed problems," he said.

In many cases, weedy areas in a field are often the result of a poor stand, low soil pH, or some other production problem. It is not uncommon for vigorous stands to eliminate the need for chemical control.

Spring Weed Control

As with planting practices, production practices in spring that improve wheat yield will also reduce weed problems. Such practices include nitrogen fertilization, insect control, and disease control. In fields where wheat has sustained winter injury, chemical weed control may be more important.

In fields planted to wheat only, Kells said that several selective foliar-applied herbicides are available for weed control. The herbicides vary in the weeds controlled and in the safe application window on wheat. Table 1 lists the effectiveness of wheat herbicides on weeds commonly found in wheat.

Table 1 shows the safe application timing of wheat herbicides based on crop growth stage. Note that the safe application period varies greatly among the herbicides. Some herbicides can safely be applied in the fall (e.g. Harmony Extra and Buc-

tril), while others should only be applied in spring. All of the herbicides commonly used on wheat can be safely applied between Feeke's stage 3 and 6.

Decisions on the need for a herbicide start with close monitoring of the field. This includes timely identification of weed species in the field. Herbicide selection involves several considerations including weed species, weed size, wheat growth stage, and herbicide cost.

The earlier a weed emerges, the more competitive it will likely be. Tall, winter annual weeds

will usually be more competitive with wheat than spring-germinating weeds and therefore must be treated early to minimize impact on the crop. Annual grass species are generally not a problem in Michigan winter wheat production.

Wheat seeded with a legume presents an entirely new management challenge, advised Kells. Very few herbicide options exist for weed control in wheat underseeded with a legume. MCPA can be applied with any legume other than sweet clover. Application should be made at 5-6 gallons per acre (gpa) to minimize penetration of the spray down to the legume. This treatment relies on the wheat and weed canopy as a barrier from direct exposure of the legume to the spray.

Buctril can be used for weed control in wheat underseeded with alfalfa. To avoid alfalfa injury, do not treat when air temperatures are expected to exceed 70°F within 3 days following application. Do not apply to wheat seeded with legumes other than alfalfa. Buctril can also be applied in the fall prior to seeding a legume into the wheat in the spring.

Herbicide application with liquid nitrogen fertilizer.

Combining herbicide and nitrogen into a "weed and feed" strategy reduces the number of trips over the field. However, this practice has two major limitations:

- the optimum timing of herbicide and nitrogen often do not overlap and;
- risk of crop injury.

Herbicides are often applied to wheat between Feeke's stage 5 and 6. The ideal time for a single spring nitrogen application is early in the spring prior to green-up. Therefore, application of all the spring nitrogen at Feeke's stage 5-6 represents a major delay, which can reduce wheat yield.

Earlier applications for control of winter annual weeds will minimize the delay in nitrogen timing, but may be too early for spring-germinating weeds, cautioned Kells. One solution to this problem is to split the spring nitrogen application with ½ to ¾ applied in early spring and the remaining nitrogen applied as the herbicide carrier.

Liquid urea-ammonium nitrate fertilizer (28 percent N) is a common carrier for herbicides in wheat while the most common herbicide to be used in this manner is 2,4-D ester (2,4-D amine is difficult to mix in 28 percent N).

Kells also urged caution when making application of herbicide in 28 percent liquid nitrogen to avoid leaf burn from the nitrogen, especially under hot, humid conditions. This risk increases with later wheat growth stages since more leaf area is exposed to the treatment and recovery time is shorter.

"In addition, the use of surfactant (required with herbicides such as Harmony Extra) greatly increases leaf burn potential," explained Kells. "MSU research has demonstrated that excessive leaf burn from high nitrogen rates combined with surfactant can reduce wheat yield."

To minimize the risk, Kells recommends the following:

- Do not apply more than 20 lbs. of nitrogen per acre in the form of 28 percent N when using a surfactant with herbicide.
- Do not apply more than 40 lbs. of nitrogen per acre in the form of 28 percent N when no surfactant is used.
- Avoid high temperature, high humidity days. Late afternoon applications carry less risk of leaf burn.

Beware of herbicide sensitivity among wheat varieties.

Extreme sensitivity to a specific herbicide has been documented on certain wheat varieties in the past, said Kells. Most recently, extreme sensitivity to Banvel herbicide has been observed on Wakefield wheat. Application of Banvel to this wheat (and probably Madison) often causes no immediate injury symptoms; however, seed set is often reduced to zero. Wakefield yield has been reduced by more than 90 percent from application of Banvel at a typical use rate in a 1995 MSU research trial. Injury from Banvel occurred only in Wakefield wheat. This variety did not appear unusually sensitive to other common wheat herbicides.

MSU is screening new wheat varieties to be released from its breeding program and public releases from other universities that will be marketed in Michigan. Farmers and agribusinesses should check with their seed supplier or MSU Extension agent for current information on wheat variety sensitivity to herbicides. ■

Table 1 — Weed Response to Herbicides in Small Grains*

	Annual Broadleaves													Perennials							
	Cocklebur	Jimsonweed	Lambsquarters	Nightshade (Black)	Pigweed (Redroot)	Ragweed	Smartweed	Velvetleaf	Wild Mustard	Hoary Alyssum	Yellow Rocket	Chickweed (Common)	Mayweed (Dogfennel)	Annual Grasses	Grindweed (Field)	Canada Thistle	Sowthistle	Quackgrass	Yellow Nutsedge	Wild Garlic	Wild Onion
Banvel	G	G	G	G	G	G	E	G	F	G	G	F	F	N	F	F	P	N	N	F	F
Buctril	G	G	E	G	F	G	G	G	F	F	F	P	F	N	P	P	N	N	N	N	N
Express	F	-	E	P	F	P	F	P	E	-	G	G	E	N	P	F	F	N	N	F	P
Harmony Extra	G	-	E	P	E	F	E	G	E	-	G	G	E	N	P	F	F	N	N	G	F
MCPA	F	F	G	G	G	G	P	F	G	G	G	P	P	N	P	P	P	N	N	P	P
Stinger	E	G	P	P	P	G	F	P	P	P	P	P	G	N	P	G	F	N	N	N	N
2,4-D Amine	F	F	G	G	G	G	P	F	G	G	G	P	P	N	P	P	P	N	N	P	P
2,4-D Ester	F	F	G	G	G	G	P	G	G	G	G	P	P	N	F	F	P	N	N	F	F

P = Poor; F = Fair; G = Good; E = Excellent; N = None; - = Not enough information to rank

*The above ratings are a relative comparison of herbicide effectiveness. Weather conditions greatly influence the herbicide's effectiveness, and weed control may be better under favorable conditions or poorer under unfavorable conditions.

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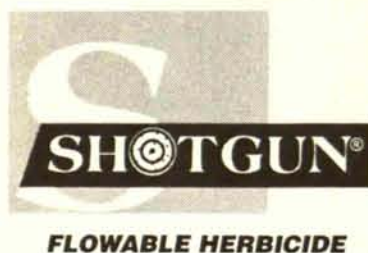


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Weed Strategies

by Karen A. Renner,
Department of
Crop and Soil
Sciences, Michigan
State University



The use of reduced rates of postemergence herbicides to control weeds in soybeans is one strategy being researched at Michigan State University to increase soybean production profitability. This fact sheet provides guidelines for growers who are interested in applying reduced rates of postemergence herbicides for weed control in soybeans.

Narrow rows provide weed control and soybean yield advantage. Planting soybeans in narrow rows rather than wide rows (30-inch) results in quicker closure of the soybean canopy. A closed canopy suppresses later-emerging weeds and re-

Legal trends impacting agriculture

Farmers would be well advised to follow future farm program details to the letter if they want to avoid the USDA's new "get tough" policy on program violators, advises attorney Dave Haywood. He says that new procedural policy and a "get tough mentality" from federal regulators doesn't allow exceptions to violations, regardless of how big or small.

"The trend here is to get tough, and it puts pressure on local county committees and local office administrators," Haywood explained. "Typically, these people have been your friends—but they don't have the latitude anymore to make exceptions."

Haywood, who was the guest speaker at the recent Farm Bureau Council of Presidents' Conference, says that USDA has recently created a National Appeals Division to address appeals on farm programs. He questions, however, just how effective the new division will be.

"They don't have any rules—you don't use court rules—so you don't actually know what the procedure is going to be," Haywood claimed. "The procedure seems to be whatever the administrative law judge decides it will be."

Lack of established procedures, combined with a lack of common sense and differing individual interpretation, applies equally to state regulations and regulators, Haywood said. A former Michigan Department of Natural Resources employee who now specializes in environmental legal cases, Haywood was critical of administrative orders handed down by state regulators, primarily the Department of Environmental Quality.

"The administrative order may have no semblance of authority granted by a statute," Haywood pointed out. "It may be an order that a bureaucrat decided was necessary because they thought it was time that you be fined. They don't need a court order, just an administrative order to fine you."

Haywood said producers can expect to see continued emphasis on environmental issues, most notably, air and water quality regulations outlined under the Air Act's Section 901. Here again, argued Haywood, the vagueness of the law works to the disadvantage of the producer.

"Section 901 really is one of those sections that gives you very little in the way of a definition," Haywood said. "It's a section that says that if odors are such that it inhibits or causes a problem for other property owners, you could have a problem. That could include, for example, a neighbor who wants to leave his windows open in the summer, but doesn't want to sleep with an animal waste odor drifting through his window."

Haywood was also critical of the amount of fines levied under "administrative fines" and said that farmers are caught right in the middle of being forced to "buy themselves out of a problem that a bureaucrat perceives." He contends that fines are evolving beyond the cost of enforcement to include civil penalties.

"Administrative fines are supposed to be directed at the cost of enforcement—I can tell you they are not, and in fact, I can tell you that quite often they're separated out," Haywood claimed. "The agency will say 'it costs us x-number thousands of dollars to deal with this problem you created, we want this civil penalty.'"

Using reduced rates of postemergence herbicides in soybeans

sults in better season-long weed control. Soybeans planted in narrow rows can more efficiently utilize sunlight, water and nutrients because the plants are spaced equidistantly. This can increase soybean yield. These advantages can increase the effectiveness of reduced-rate postemergence herbicide programs.

Growers must identify weed species and choose optimal herbicides. It is important to identify weeds so that the most optimal herbicide or herbicide tank mixture can be applied. The susceptibility of a given weed species to two herbicides can vary greatly. Even if both herbicides will control the weed at a labeled rate, one herbicide may be more active. At a reduced rate, this more active herbicide may provide good control while the less active herbicide will fail. The activity of herbicides can be judged by looking at the maximum size at which the weed is labeled for control. Herbicides labeled to control a larger weed may be more active on the weed than a herbicide that will control only a small weed.

Early application will not provide season-long weed control. Smaller weeds are more susceptible to herbicides than larger weeds, so reduced rates of herbicides will be more successful if applied to small weeds. However, this requires that the postemergence herbicide application be applied very early in the growing season. Research has shown that an early application of reduced rates of post-emergence herbicides controls weeds present at the time of application, but a large number of weeds germinate after the postemergence herbicide appli-

Effectiveness of reduced rates of postemergence herbicides in soybeans^{a,b,c}

Weed response to applications of 1/2x rate

Postemergence Herbicide	1/2x Rate/A	Cocklebur	Jimsonweed	Lambquarters	Black Nightshade	Redroot Pigweed	Common Ragweed	Smartweed	Velvetleaf
Basagran	1 pt	G	G	F	N	N	P	G	F
Blazer	3/4 pt	P	F	P	F	G	F	F	P
Cobra	3 oz	P	F	N	F	F	F	N	P
Reflex	1/2 pt	N	P	P	F	F	G	P	P
Classic	1/6 oz	G	F	N	N	E	F	G	F
Pinnacle	1/8 oz	F	F	G	N	E	P	G	F
Pursuit	2 oz	G	F	P	E	E	P	F	G
Galaxy	1 pt	G	G	F	F	F	F	G	F
Storm	3/4 pt	F	F	P	F	F	F	F	P
Basagran+Cobra	1 pt+3 oz	G	G	F	F	F	F	G	F
Basagran+Reflex	1 pt+1/2 pt	G	G	F	F	F	G	G	F
Basagran+Pursuit	1 pt+2 oz	E	G	F	E	E	P	G	G
Pinnacle+Classic	1/8 oz+1/6 oz	G	F	G	N	E	F	E	G
Pinnacle+Blazer	1/8 oz+3/4 pt	F	F	G	F	E	F	G	F
Pinnacle+Cobra	1/8 oz+3 oz	F	F	G	F	E	F	G	F
Pinnacle+Reflex	1/8 oz+1/2 pt	F	F	G	F	E	G	G	F
Pinnacle+Pursuit	1/8 oz+2 oz	G	F	G	E	E	P	G	G
Pursuit+Blazer	2 oz+3/4 pt	G	F	P	E	E	F	F	G
Pursuit+Cobra	2 oz+3 oz	G	F	P	E	E	F	F	G
Pursuit+Reflex	2 oz+1/2 pt	G	F	P	E	E	G	F	G

E = Excellent, G = Good, F = Fair, P = Poor, N = No Control

^a1/2x rates applied in a split application of 1/4x at early postemergence followed by 1/4x at postemergence result in better and more consistent weed control.

^b1/2x rates of Assure II, Fusilade DX, Fusion, Option II, Poast, Poast Plus, or Select will control Giant Foxtail. However, do not tank mix these herbicides with Pursuit as poor grass control will occur. See labels or Table 2L in E-434 for labeled tank mixtures.

^cAlways use full rates of recommended adjuvants with reduced rates of postemergence herbicides.

cation and are not controlled. Early postemergence applications have resulted in poor weed control and

low soybean yield unless a second application of

Continued on page 20

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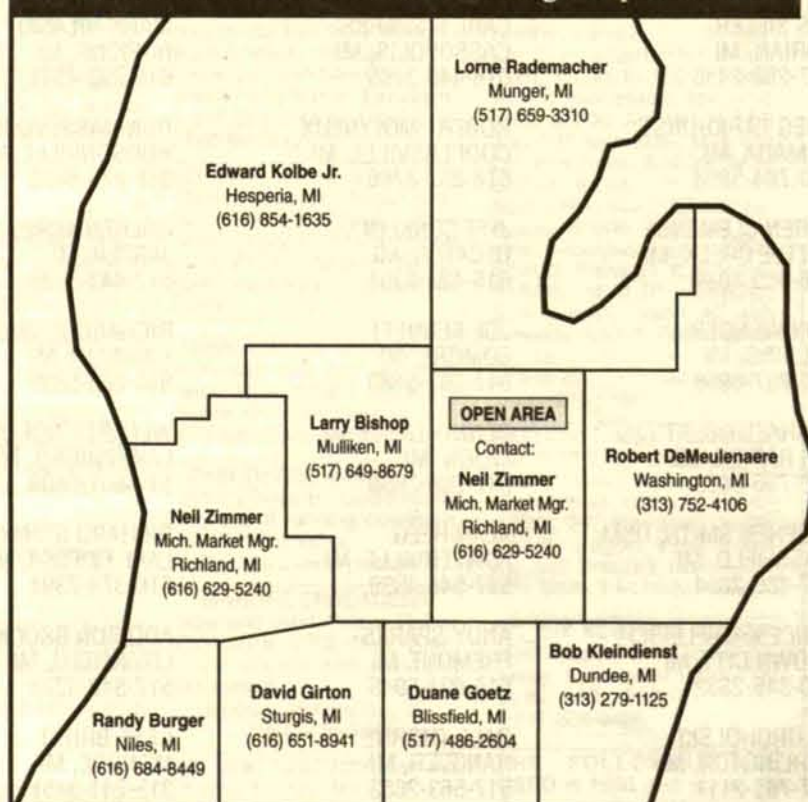
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EPA pesticide revocations will adversely impact farmers

The Environmental Protection Agency's action to begin the process of canceling safe and essential ingredients for agricultural



pesticides will have an adverse impact on farmers and the nation's food supply, according to the American Farm Bureau Federation.

The first round of products scheduled for revocation include: dicofol used on apples, grapes and plums; mancozeb on oats and wheat; propargite on apples and figs; simazine on sugarcane; and triadimefon on wheat. Revocation actions on many more pesticides may follow.

EPA is beginning the cancellation as part of a strict, court-ordered enforcement of a 1958 provision in the Federal Food, Drug and Cosmetic Act. This provision, the Delaney clause, was written 38 years ago and prohibits the use of additives in food that may cause cancer, no matter how small the concentration or even if there is no significant health risk.

"American farmers will be the first to suffer if Delaney isn't fixed because they will no longer be able to use many crop protection products that pose no significant health risk," said Dennis Stolte, an AFBF regulatory specialist. "Farmers face the loss of these products, not because they are unsafe, but merely because they are detectable with today's sophisticated technology."

Agriculture, the food industry, lawmakers, regulators and health experts agree that the Delaney clause is badly in need of reform. Proponents for reform include more than 200 agriculture and food groups, a former U.S. Surgeon General, and three former Food and Drug Administration commissioners. Officials of the EPA, the American Cancer Society, and the National Academy of Sciences have expressed support for the need to change Delaney's obsolete and unrealistic zero-risk standard.

In 1958, when the Delaney clause was written, food pesticide residues were detectable in parts per million or larger. Today, scientists can detect many pesticides in parts per billion. While detectable limits may now be far below safe limits, the Delaney provision says that no level of concentration is acceptable, no matter how minuscule.

Legislation pending in the House and Senate would replace Delaney's zero-tolerance provision to allow the use of pesticides which pose an insignificant risk to health. Both of these bills allow consideration of the dietary benefits of pesticide use. They establish national uniform tolerances for pesticide residues so that foods can move interstate. They also include incentives and streamlined registration for badly-needed minor use pesticides. Both bills have strong, bipartisan support and Farm Bureau is urging Congress to enact them quickly. ■

House farm bill passage paves way for final action

Continued from front page

agree to, and the House and Senate concur in, will be quickly signed by the president," he said. "I think the president understands that farmers desperately need to make their 1996 cropping decisions."

During House consideration, several amendments were offered to gut the farm bill, including ones to phase out the cotton, peanut and sugar programs. Farm Bureau opposed those amendments, which were rejected by the House.

Two key Farm Bureau-backed amendments were added to the bill. They were: an amendment by Rep. Sherwood Boehlert (R-N.Y.), which included conservation reserve program and wetlands reserve program language and incentive payments for pollution prevention measures on croplands and livestock operations; and an amendment by Rep. Toby Roth (R-Wis.), which reauthorized key export and food assistance programs while giving the agriculture secretary broader authority to use all available funds to expand exports. ■

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Crow's 494

162 B.P.A.

18.4% Harvest Moisture
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Crow's 490

158 B.P.A.

21.6% Harvest Moisture
7% SL

Plot Average

153 B.P.A.

18.9% Harvest Moisture
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Southern Silt Loams, Regular Population

Crow's 490

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Soybean Marketing Challenge monthly position reports!

Michigan Agricultural Commodities by Matt Homann — Marketing Specialist

Last month, we sold 5,000 bushels of November futures at \$7.2225 — we hope this is the lowest sales of the year. Even with the market going higher, we felt this was a good level to place our first hedge to reduce our overall marketing risks.

November soybean contracts tripped our \$7.25 target level on Feb. 25. We had previously indicated this as a target level to consider either selling 5,000 bushels or purchasing a put. After evaluating the current market, no additional positions were added.

Several factors led to that decision. First was timing. Seasonally, February is not the highest month for soybeans. Both corn and soybeans have been making new contract highs with strong support under each market.

The Andersons by Marvin L. Hodson and Steve Beier

In the last update, we established a marketing plan based on the market opportunities and the constraints of this program. Our marketing plan established four marketing blocks for pricing decisions. We estimated four 5,000-bushel blocks of soybeans, which relates to a 40-bushel-per-acre yield estimate. Our marketing plan considers production and risk management, price opportunity and marketing time-frame considerations.

In the first week of February, the new crop soybean market exhibited a very weak technical picture. In accordance with our disciplined marketing approach and our price objectives, we advanced sales to 25 percent sold on Feb. 8 when November soybeans (SX6) broke the life-of-contract high of \$7.1675. This marketing challenge only provides fills on the close for the day, so even though our order was to price the block of grain at the previous con-

Secondly, the South American soybean harvest is just around the corner, which will temper old crop soybean prices. New crop soybeans, however, will need to stay competitive with corn. A price ratio of 2.4 to 2.6, soybeans to corn, is needed to keep acres even. If the ratio is less, farmers will likely plant more corn (currently the ratio is 2.35).

Over the next 60 days, as planters start rolling, look for new crop corn and soybeans to stay strong to assure that we're not losing soybean acres.

As for buying puts, the premium for \$7.25 November puts is over 25 cents. Due to high seasonal volatility and the amount of time remaining in the contract, the risk is too high to warrant purchasing puts.

Currently, we are going to hold on any further sales. If spring brings a weather rally, we will continue to monitor the option values looking for a good value to protect our bottom line.

tract high of \$7.1675, the sale of our first 5,000 bushels was filled on the close at \$7.1375.

We continue to feel that new crop soybeans will see some planting-related rallies based on either real or perceived weather problems. We plan to capitalize on this kind of pricing opportunity by moving to the 50 percent sold level.

Given the current market conditions, our next action point will be when the November 1996 futures challenges \$7.50. Because there is always downside risk associated with this kind of approach, we have been managing this risk by using a trailing stop at \$6.85 SX6.

With the recent rallies in the November futures, and in an effort to chase the market higher without chasing it lower, we are moving our trailing stop from \$6.85 to \$7.00 SX6. Using this approach, we plan to advance sales at \$7.50 SX6, but if the market moves to \$7 before reaching our \$7.50 objective, we'll advance sales at the lower price to avoid selling at even a lower price.

"Shady Lawn Farm" Saturday Morning Boys by Bill Spike

As farmers, we believe that November soybeans in the \$7 range are something that should be sold, particularly since they had previously reached \$7.1625 and then backed off. Therefore, we had sold our first 5,000 bushel contract with a target of \$7, but ultimately settled at \$6.9675.



We still believe the price is well above probable harvest-time levels. Consequently, we are still in our short futures position, even though the market has moved some 41 cents against us. This all helps to reinforce the meaning of margin calls, since we're currently \$2,000 in the hole on that sale, but we expect that to reverse by harvest.

The strong performance of the futures market throughout the month of February has made us more bullish on new crop soybeans. Actually, we feel the strength has been primarily in corn, and that beans have followed. Soys are, however, undervalued compared to corn, meaning that soybeans will have to bid higher prices to get the necessary acres.

We have moved our target to sell the next 5,000-bushel increment to \$7.50 November futures, which is just 4 cents above the high on Feb. 29.

As long as the trend stays higher in both corn and soybean futures, we will not make any additional sales below that \$7.50 mark. We look for the planting intentions report on March 29 to give us the next real market signal. If, however, the market turns and trends lower before then, we'll likely make additional sales at that time.

Monthly Position Statements

	Date	Sold	Description	Price Trade/Settle	Profit or (loss)
Andersons	2/8/96	5,000	Nov. 96 Soys	7.1325/7.39	(1,287.50)
MAC	2/14/96	5,000	Nov. 96 Soys	7.2225/7.39	(837.50)
SLF	1/29/96	5,000	Nov. 96 Soys	6.9675/7.39	(2,112.50)

Account Balances	Beg. Bal.	Margins	Profit/(Loss)	Commission	End. Bal.
Andersons	\$20,000	(2,500)	(1,287.50)	(37.50)	\$16,175.00
MAC	\$20,000	(2,500)	(837.50)	(37.50)	\$16,625.00
SLF	\$20,000	(2,500)	(2,112.50)	(37.50)	\$15,350.00

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01 Farm Machinery

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CLASS ROLLANT 66 net wrap round hay baler. Private party has baled under 60 bales. Under warranty! \$15,000. Call 1-616-754-7378.

FOR SALE: Gehl forage blower: Patz gutter cleaner. 12' disk and cultipacker. JD 4-row cultivator. PTO generator, 20KW. AC 4-row corn planter. Case grain drill, 13 hole. 1-616-396-4868.

FOR SALE: IH 843 CORN HEAD, 4 row, 30", good to excellent condition, always housed, \$3,250 or best offer. 1-517-681-4251.

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

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

H & S, 8x16 steel kick bale wagon, without running gear. Very good condition! Delivery possible. \$875. 0011-616-636-8449. North Kent County.

IH MODEL 4500, 26' field cultivator with Busren bar, \$2900. DMI 27' crumbler, used 300 acres, \$3900. Jim, 1-517-673-3211 after 4pm.

01 Farm Machinery

INTERNATIONAL DRILL with press wheels, 18 hole with seeder. 20' Brady field cultivator. Call 1-517-845-2476.

JD 4250, duals, 4100 hours, through dealer 25-point winter program. Very good! \$28,900. Ford 8600 cab, \$7,950. Case IH 2096 CHA with 1900 hours, \$24,900. 1-616-979-2171.

JD 4320: Dual hydraulics, double stacked front weights, front fenders, row bar, duals. Excellent condition! 16' hydraulic hog trailer. Excellent! 1-616-279-2565 or 1-616-279-2480 evenings.

JD 7000 4-row wide corn planter. Plateless finger pickup, monitor liquid, 2000 acres, no till units on seed units. Always housed. Excellent condition. 1-313-428-7758.

JOHN DEERE 3950 forage harvester with hay and corn head. New Holland 116 swing frame or conditioner. Call 1-800-800-9548. Ask for Dave.

JOHN DEERE with plow and John Deere B. Good sheet metal and running condition. 1-616-279-2565 or 1-616-279-2480 evenings.

MANURE SPREADERS: New and used. Balzer, Better-Bilt parts. UPS daily. Also, grain dryers and handling equipment.

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MF 1135 TRACTOR, cab and duals, \$8750. MF 9' snow-plow, \$750. Oliver 5 bottom hydraulic reset plow, \$500. Mohawk 10 tooth chisel plow, \$1200. Dunham Lehr Mulder, \$1750. Buy whole setup, \$12,000. 1-517-834-2576.

01 Farm Machinery

MF 180 diesel row crop tractor with MF loader. 540 PTO, 3-point hitch, 2000 hours on tach. Excellent! \$8000. 1-517-893-9068, 1-515-893-9817. Owner retired!

NEW HOLLAND skid steer, L553, (1991) 70" bucket, very low hours, excellent condition. Call Culby's, 1-616-944-1881.

NEW IDEA COMBINE, 13' head, 3 other heads. NI super sheller, narrow row, \$1600. Ear corn attachment available, \$1200. IH 500 D Dozer with 6 way blade, low time used, \$5200. AC 190 XLT-S3 with 6/16 semi plow. M-M 670 LP, low time, \$3800. M-M 670 LP, \$3800. Oliver 88 rebuilt 1990, live PTO, live hydraulic, \$1800. Ford 8N, low time, reconditioned in 1995, \$2400. Farmall A w/tools, \$1800. M-M-U w/loader, \$1800. Insley crane, 40' with 2 heads, \$1200. Galion grader, tandem drive, diesel, \$1200. Call between 6-8pm. 1-313-279-1762.

ROTARY HAY RAKES. Deutz Allis. Excellent! \$2500. Kuhn, needs repair, \$1500. Light duty running gear, \$250. 24' elevator, \$300. Gravity wagon, \$350. Fencing and livestock miscellaneous, \$200. 1-517-834-2576.

TFI, SIX ROW, ROD PULLER, wind rower, end or center delivery, three years old, 700 acres, asking \$9750. 1-517-686-0486.

THE FOLLOWING ALL USED in 1995 and set up for 4-row narrow planting, cultivating and harvest. Combine with heads, \$2000. Planter, \$1000. Cultivator, \$400. Complete package, \$2750. Call 1-517-834-2576.

02 Livestock Equipment

L. B. WHITE HEATERS: New, used and parts. **BULK FEED BINS!** New, used **HOG EQUIPMENT!** NEW, USED **PORTABLE HUTS!** Growe Systems Mason, MI 1-517-676-4142

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STOCK TRAILERS 16' extra heavy duty with 16" tires and wheels. Also 14' stock trailers. Fred Howard, 1-313-461-1414.

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03 Farm Commodities

ALFALFA HAY, all cuttings, round bales, approximately 700 pounds. Excellent quality, no rain, stored inside, call Marcellus, MI 1-616-646-9821 or 1-616-646-9940.

FIRST CUTTING HAY for sale. Stored inside! Never wet. Call 517-831-4517.

GIANT SQUARE BALES of hay and straw and small square straw bales. Delivery available! Edward Kalls Winn, 1-517-866-2540

ROUND BALES ALFALFA alfalfa mix, some stored inside. Delivery available! No rain. Also, square bales. Call 1-616-894-6839 evenings or leave message.

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Place your ad for 1 year, get phone number in red and also save \$1.00 per ad.

Call
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for details

Michigan Farm News Classified

03

Farm Commodities

MICHIGAN CERTIFIED Seed. Montcalm dark red kidney beans, Vinton-81, tofu soybeans, Jack's soybeans (excellent yielder). Bulk/bag. Early season pricing.

Valley View Seeds
1-517-693-6155
1-517-693-6628

MICHIGAN CERTIFIED SEED: Newdak, Porter, Prairie oats, Bowers barley, Felix Conrad, Century 84, Vinton 81, soy beans. Chinook light mar reds. Also, Dairy Brand and crystal alfalfa.

B&M Seed
1-517-463-2846

QUALITY ALFALFA and mixed hay. Almont, Michigan.

Ferguson Farms
1-810-395-7512

STRAW: Clean 1995 straw. Semi quantity. How is your supply? Call 1-313-439-8703, leave message.

04

Seeds

CARGILL SEEDS: Cash and Carry prices. Single cross corn, \$40. Premium alfalfa, \$99. Sorghum-Sudan, \$18. Good selection yet!
Bob Wilcox.
1-517-834-2387.

FOR SALE: AuSable seed oats. Purity, test weight, and germination tested. Call Duane Basel at 1-517-734-3694.

FOR SALE: Cleaned Mancan buck wheat. Tested 99% purity. Call 1-800-800-9548 before, 6pm. After 6pm., call 1-616-546-3268.

MICHIGAN CERTIFIED SOY-BEAN SEED: Kenwood-94, Conrad-94, BSR-101 and Hardin-91. Also, certified Newdak oats seed. Call

Schmidt Farms of Auburn
1-517-662-6705
1-517-662-2695

WANT THE BEST SOY-BEAN VARIETY? Stine 2660, top yield in MSU southern Michigan trials. Stine 3630, highest 2 year average. Introductory offer, \$900 per unit if you try some Stine corn. Supply limited, order now.

Williams Seeds
1-517-629-3684

05

Livestock

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

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Shamrock Beefalos
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1-810-765-8122

DAIRY AUCTION: Jersey's 49th Annual Michigan Jersey Cattle Club Spring Show and Sale. 60 consignments! Saturday, March 23, MSU Livestock Pavilion. For information and sales catalog, 1-517-547-6772.

FOR CURRENT LIST of available Angus Cattle, write: Secretary, **West Michigan Angus Breeders**, 585 36th Street SW, Grand Rapids, MI 49509.

05

Livestock

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

Laferriere Llamas
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(Just northwest of Grand Rapids)

LLAMAS: North American Sittling Bull and Essex bloodlines. Pet males and weaning females. Reasonable priced! Call for more information and visit. 1-517-645-2719.

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Horton Bay Llamas
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Rye Hereford Farm
517-734-3005

REGISTERED POLLED Hereford bull, 4 years old, gentle and quiet. \$1200. Call 1-517-848-5584.

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

RHEA (South American Ostrich): Three proven breeder pairs for sale. Should produce 150 chicks this summer. First call buys package. 1-810-679-3117 evenings.

05

Livestock

FARMERS

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06

Poultry

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Reich Poultry Farms, Marietta, PA 17547. Call 1-717-426-3411.

POULTRY CAGE, layer house and cages (30x170"). Chore Time automated feed system; 8-ton feed tank, nipple water system. Burch Industry egg cooler unit. 1-517-673-3517

09

Help Wanted

INDIVIDUALS for custom harvesting operation. Texas through Montana. 1996 season. Must be clean, honest, hard working with farm background. Full time work possible. 1-402-364-2468.

10

Work Wanted

WANTED: Caretaker position for couple. Husband experienced in machinery building, maintenance and repair, crops and livestock. Wife experienced in care of horses. Nonsmokers. Excellent resumes, references. 1-616-348-8270.

11

Agricultural Services

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12

Business Services

D&L PROFESSIONAL HOOF trimming five years experience, reasonable rates. Call Devin Eldred at 1-616-693-3158.

PAINTING & POWER WASHING, barns, out buildings, elevators. Top quality paint, many references. Call for free estimate or information.
JD Quality Painting, 1-313-429-0084

13

Business Opportunities

RAISE HERBS, live healthier and wealthier. Huge market! Growers needed. Free information. Send L.S.A.S.E. to Herbs, Dept. E, 1910 Cchoctmar, Fort Wayne, IN 46808.

14

Real Estate

157 ACRE FARM: Southwest Lenawee County. 101 tillable, 40 wooded, custom home. May split! \$295,000.

Faust Real Estate
Adrian, 1-517-263-8666

FOR SALE: 150 ACRE DAIRY farm, double six parlor, free stall, dry cow and calf barn, three harvesters, and four bedroom house. Additional land, equipment, and cattle available. 1-517-766-8028.

VEGETABLE FARM: Western Michigan, 190 acres, tillable ground. Two outbuildings for storage and refrigeration. Four bedroom home. \$450,000.

Faust Real Estate
Adrian, 1-517-263-8666

15

Real Estate Wanted

WANTED TO RENT: Pasture for 45 head cow/calf. Call 1-517-773-9773, leave message.

WANTED: Farms and land throughout Michigan, agricultural and recreational. Large parcels preferred. We have buyers!

Faust Real Estate
Adrian, 1-517-263-8666

Mr. Corn Farmer, Are you pleased with the price you pay for seed corn?

BAYSIDE 1796 Yielded 216 Bu. Per Acre
Winner in Tuscola County Corn Trials

This great new 96 day hybrid can be bought during February for \$49.00 per 80,000 kernel bag. BAYSIDE 1796 had the highest actual yield in the Sanilac Co. trials with 169.77 bu. per acre. In Isabella Co. BAYSIDE 1796 was the winner with a yield of 157 bu. per acre, 8 bu. better than the #2 hybrid. In Michigan State University testing of corn in 6 different counties against Pioneer's excellent 3751 and 3769, BAYSIDE 1796 yielded more than each Pioneer hybrid every single time, averaging 13.45 bu. more than Pioneer 3769 and 7.35 bu. more than Pioneer 3751. We would appreciate your business.

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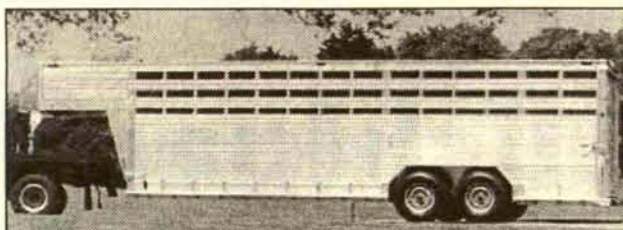
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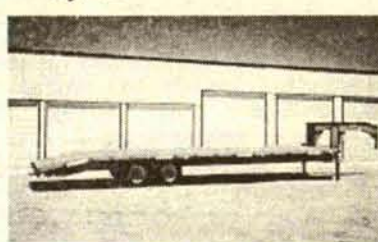
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Seaport Wholesale will send the above boat and motor to anyone who reads and responds to this ad within the next 30 days. Each giant heavy duty boat (Lot #2-30) PVC is constructed of tough, high-density fabric (resistant to abrasion, sunlight, salt & oil) and has electronically welded, embossed seams, nylon safety line grommets all around, heavy duty oar locks, 4 separate air chambers for extra safety, self-locking safety valves, bow lifting & towing handle and is approximately 9-1/2' long. All boats come equipped with a 12-lb. thrust, battery operated outboard motor and are NMMA certified with Coast Guard I.D. numbers. Recommended for ocean and fresh water recreation, camping, fishing or a family fun boat. All boats are

brand new, packed in their original shipping cartons and will be accompanied with a **LIFETIME GUARANTEE** that they must perform 100% or be replaced free. Add \$9 handling and crating for each boat requested. Seaport Wholesale pays all shipping to your door. If your order is received within the next 10 days, you will receive **FREE** a hand/foot inflator/deflator for each boat requested. Should you wish to return your boat you may do so for a refund. Any letter postmarked after 30 days will be returned. **LIMIT:** three (3) boats per address, no exceptions. Send appropriate sum to: Dept. 308-R, Seaport Wholesale, 4470 Sunset Blvd., Suite 305, Los Angeles, CA 90027. Or for fastest service, from any part of the country:

CALL FREE
1-800-211-3925

Dept. 308-R

HAVE YOUR CREDIT CARD READY

Michigan Farm News Classified

18

Antiques/Collectibles

COLLECTORS Farmall : 1938, F-14, Rubber nice! Plow pulley, also enough parts to make F-12. Plus extra frame assembly wheels/drive others. \$6000 takes all. 1-906-338-2731.

19

General

60 ACRES of good farm land for rent, Holt. Call 1-810-264-9046.

FISH FOR STOCKING: Giant Hybrid Bluegills, Rainbow Trout, Walleye, Largemouth Bass, Smallmouth Bass, Channel Catfish, Perch, Fat-head Minnows. **Laggis' Fish Farm, Inc.**, 08988 35th Street, Gobles, Michigan. 1-616-628-2056. Evenings, 1-616-624-6215.

FOR SALE: Two used 45,000 gallon (14' diameter x 40" high) solid fiber reinforced polyester tanks (previously used as air pollution control scrubbers). Sold as-is, where is (Madison Heights). Dismantling/moving not included. Will consider offers. For more details, contact: Mike Czuprenski, SOCRRA, 1-810-288-5150.

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20

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Call 1-517-356-9759 for pricing and specifications.

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

20

Wanted to Buy

TRAVERSE CITY: If you wish to buy or sell farm or recreational property in north-west Michigan, we can help. Call Ron McGregor, **North-eastern Michigan Land Brokers**, 1-616-929-1515, 1-616-943-7709.

WANTED TO BUY: Standing timber of all kinds. Call **R. H. Rehkopf** Big Rapids, Michigan 1-800-725-7861

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

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23

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25

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29

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Harrington Seed, Inc. Reese, MI 1-517-868-4750

1993 OLDSMOBILE: 4-door, Elite, loaded, with leather and sun roof. \$13,000 or trade. Call 517-531-3265.

WANTED: The old Ford convertible thats back in your woods your field. Call 1-517-224-7952.

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Bill Earle

(219) 982-8351

Auctioneer: Mark Metzger

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Great Lakes Grazing Conference draws huge crowd

Over 350 livestock producers were in Battle Creek in late February, to attend the two-day Great Lakes Grazing Conference, sponsored by Michigan State University, Ohio State University and Purdue University. Based on the attendance and the workshops, interest and growth in grazing appears to be nothing short of spectacular.

Why the interest? Pure and simple economics said Matt Wiley of Schoolcraft during a panel presentation at the conference. He's been using intensive rotational grazing management on 275 acres, split up into 55 five-acre paddocks since 1990, when he started with 100 ewes and stocker feeder calves. He figures that he can produce 700 to 900 pounds of beef per acre, or seven market lambs per acre in a typical season.

This spring, Wiley will be lambing 1,200 ewes starting in mid-April on pasture. While he has typically pastured stockers in rotation with sheep to take advantage of excess forage, Wiley doesn't plan to run any stockers this year due to the low prices currently plaguing the livestock industry. In past years, stockers were purchased in the spring and sold in the fall when the grass ran out.

"The market lambs, profit-wise, have outdone the steers every year that I've been grazing," Wiley claimed. "I will probably not put any steers in this year. However, it's extremely enticing when you can buy 200 to 300 pound steers for less than 40 cents



Producers attending the recent grazing conference heard from (left to right) Kalamazoo County livestock farmer Matt Wiley; Dr. Ann Clark, from Ontario; John Cockrell, from the University of Wisconsin; and Indiana dairy producer Dave Forgey about the merits of grazing, forage selection and genetic requirements.

— it doesn't seem like you could lose. But I've made that statement for the last three years."

Wiley's choice of forages is pretty straight forward — he relies on rye grass, white clover and whatever else grows naturally. He calls the rye grass/clover mix almost foolproof. "You will always end up with a nice crop, regardless of the weather," he explained.

John Cockrell Extension Specialist with University of Wisconsin agrees with Wiley saying that despite the perception, New Zealand producers have nothing over Michigan producers in regards to forage production potential. They do, however, know how to manage their available forages and adjust feeding plans accordingly.

"We need to learn how to utilize the forages that we have better," Cockrell suggested.

"New Zealand producers are constantly walking and measuring their pastures. They know

how fast the grass is growing, what's out there and how much dry matter is going to there. Based on growth today, he knows if he's going to have enough feed for his cows a month from now — he doesn't have any surprises."

Cockrell says U.S. producers could also learn a lot from New Zealand producers in terms of how they focus on profitability, not production. Produc-

ers in New Zealand, are typically managing over 200 cows with no hired labor utilizing rotation grazing and seasonal milking. "U.S. producers need to sit down, establish some objectives and decide where they're going to spend a dollar," Cockrell advised. "Be careful, however. There are many cases where you can save a dollar and end up costing yourself \$2."

Indiana dairy producer Dave Forgey contends that U.S. dairy producers need to figure out how they're going to compete in a global marketplace with New Zealand's producers who typically receive anywhere from \$6 to \$8 per cwt.

"We need to realize that we may very well have to produce milk someday in this country at \$8 or \$9," Forgey warned. "New Zealand now produces 1.5 percent of the world's milk production, but they control 25 percent of the world's dairy exports. If other countries can do that, and they will, then that's the competition that we need to deal with."

Forgey, who operates a 150-cow dairy operation in Logansport Ind., converted his traditional dairy operation over to a rotational pasture-based dairy operation in 1990. He's also been attempting to convert his herd over to a seasonal operation since 1991, but calls the effort very "challenging" with Holsteins.

"The results I have seen out of the many other breeds of cows, especially Jerseys, have shown much more success in getting seasonal than we have been able to achieve in our herd," Forgey explained. "I have not achieved the kind of success I believe is necessary."

Forgey says that although today's dairy cow can consume large volumes of forages and produces well, the cow isn't suitable for a seasonal, pasture-based system. He's working at trying to integrate some genetic traits from New Zealand and possibly Jerseys into his herd to develop a cow better suited for pastures. "It's a critical issue for those of us who want to maintain a seasonal dairy," he said.

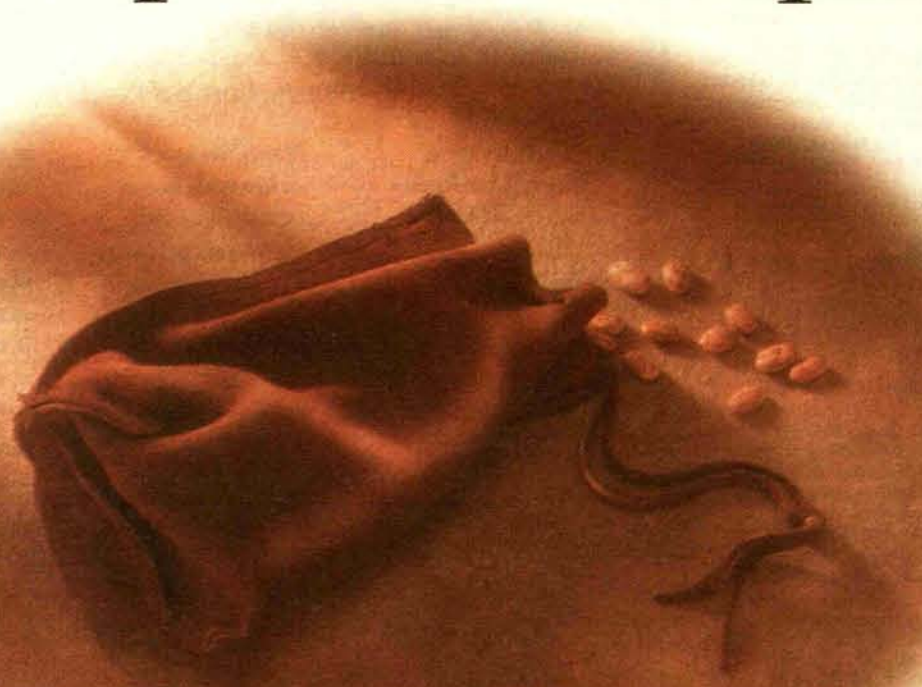
Dr. Ann Clark from the University of Guelph in Ontario is another advocate of learning some management principles from New Zealand producers. "You're comparing yourself to people who are very imaginative and very enterprising in the way they resolve their problems. The point is, if they can do it, you can too," she said.

Forage management and consistent animal performance go hand in hand, says Clark. She recommends under-stocking the paddock with livestock and harvesting the excess mechanically to improve consistency. "The buffer against the weather is the amount of hay that you take off mechanically, which can make livestock performance much more predictable," Clark advised.

One other aspect of grazing management, forage selection, needs a great deal more attention and research. According to Clark, legumes such as birdsfoot trefoil promise to help revolutionize pasture management. "If birdsfoot trefoil had received even a tenth of the effort that's been devoted to alfalfa in North America, we would have quite a different industry already," she claimed. "It's a species that needs a great deal more attention because it's a non-bloating legume and a strong mid-season legume."

If interested you can obtain a copy of the grazing conference proceedings, from Ben Bartlett, c/o U.P. Experimental Station, P.O. Box 168, Chatham, MI 49816. Send check for \$5 payable to Michigan State University. ■

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Continued from page 15

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