

Earl Butz Says

## Carter Should Give Ag Energy Top Priority

Agriculture has received top energy priority in the Ford administration, and Federal Energy Administration (FEA) director Frank Zarb sees no reason why the Carter administration would not continue such a policy.

"Food production is our first and foremost concern," Zarb pointed out. "The most important thing is to see that the farmer is not restricted in his energy usage."

Zarb spoke at a press conference prior to his presentation at the Michigan State University Energy Alert Seminar held November 10-11 in East Lansing.

The nation's top energy administrator also felt that there really is not much sentiment for creating legislation to make a farmer operate his machinery in a more efficient manner. Some environmentalists have proposed that such legislation be passed in the near future.

"Farmers have always been extremely conservation-minded," Zarb pointed out. I don't see any need for the federal government to go thumping around in the farmer's field dictating how he should run his operation."

Zarb reported that voluntary conservation efforts throughout the country were basically encouraging.

"Voluntary conservation can be a very effective means of lessening the demand for energy," Zarb pointed out.

"However there is still a very serious energy problem in this country. It's going to take the right combination of sound energy policies and citizens making buying decisions in favor of more energy efficient machinery to get us out of the woods."

Though energy demand has increased tremendously, Zarb does not feel that much can be accomplished by mandatory energy use restraints.

In response to accusations that the FEA has not yet established a firm national energy policy, the energy chief outlined a five point mandate he feel that the country should operate on.

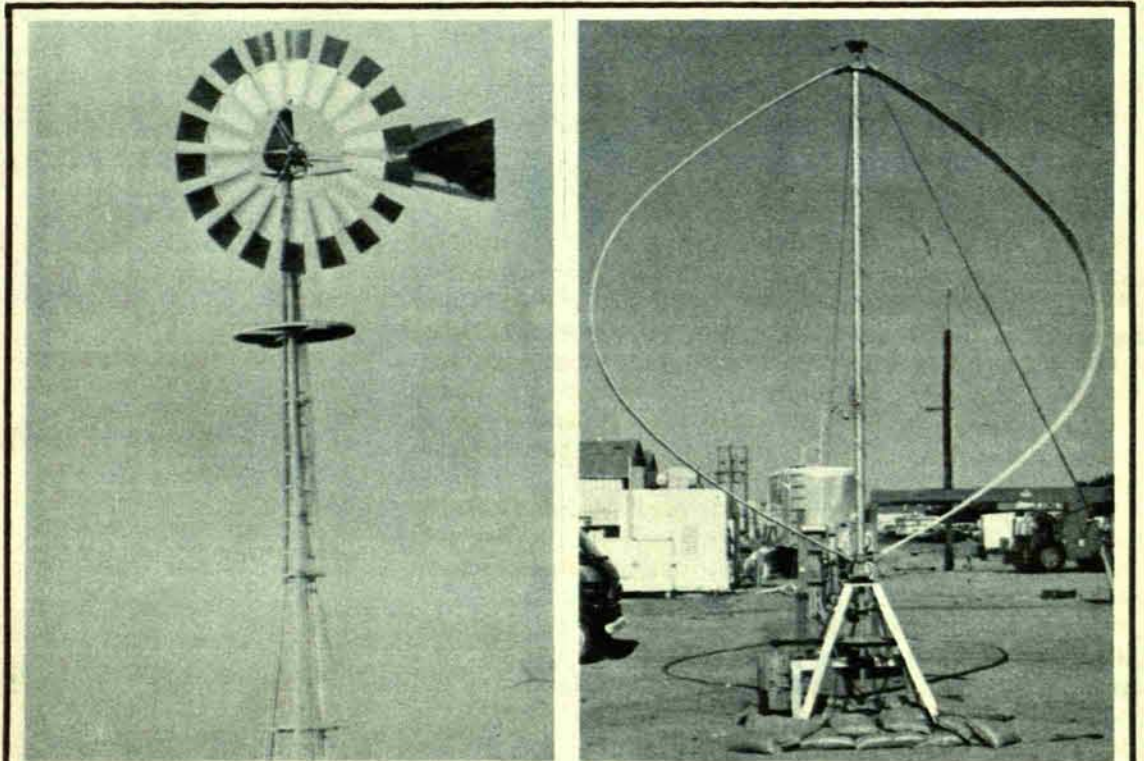
"We must  
a. use the resources we have the most efficiently we can.

b. curtail energy imports as much as possible.

c. produce more oil domestically. Production must rise from the present 8 million barrels a day to 12 million barrels to reduce demand for foreign oil.

d. Coal production and consumption must double. Presently coal provides only 18 per cent of the nation's total energy supplies.

e. Increase the total amount of this country's energy generated by nuclear power from the present 9 per cent to 26 per cent. It's going to take a long time to adopt a combined energy production and conservation program to reverse this cheap oil philosophy."



Will advanced technology pull us out of the energy crisis in time? The windmill of the past and the Darrieus wind generator of the future outline progress so far. But energy experts at conferences held during November, Michigan's "Energy Month", say that alternate energy sources won't be practical until 1985. Even by the year 2000, wind energy will provide less than one per cent of the country's total energy supply. Conservation seems the only hope.

## Butz MFB Guest; Will Still Work for Agriculture

Earl Butz may have resigned as Secretary of Agriculture, but he has continued to make appearances in behalf of sound farm programs.

One of these appearances was at a Michigan Farm Bureau sponsored press conference in Lansing on

October 20. MFB officials had asked Butz to be their guest on that date even before his resignation.

He also attended the Saginaw County Farm Bureau Annual Meeting and "I plan to continue working for a free and prosperous agriculture for some time to come," Butz pointed out at the Lansing conference. "This agriculture has market orientation, essentially the kind of farm program that the Michigan Farm Bureau and the American Farm Bureau Federation has been working for some time."

Butz feels that the country's Farm Bill for the past 5 years has been an extension of his beliefs.

"The present Farm Bill will expire in 1977," the former secretary explained. Since it's been working so well "I advocate the continuation of this program." We have made tremendous progress in the past five years.

Since it went into effect in 1969, the present farm bill has helped to double net farm income, has tripled farm exports and reduced the governmental costs of agriculture from over \$4

billion to less than \$500 million, Butz pointed out.

"Most of the savings to taxpayers came in the reduction of grain storage costs from two million dollars a day down to just about the vanishing point," Butz emphasized.

Another reason for the savings is the reduction of governmental bureaucrats on the farm, Butz adds.

"Health and Safety Regulations imposed on farmers have gone entirely too far, but because of feedback from the agricultural community, the federal Occupational Health and Safety Administration is starting to back down a little," Butz pointed out. "We have to find a middle ground in the regulations that apply to agricultural chemicals and equipment on the farm. If we follow the pattern of extreme regulation, we're going to have a difficult time in meeting the challenges of agriculture in the future."

Providing enough food for the expanding world population is agriculture's number one challenge, Butz emphasized.

(Con't. on page 2)



Former Secretary of Agriculture Earl Butz was a guest of the Michigan Farm Bureau on October 20. He spoke at a news conference while in Lansing, relating how he intends to keep working for agriculture.

*From the Desk of*



*The President*

## Membership Key to Success

I urge Farm News readers to take note of the special four-page membership section included in this month's edition. Members are urged to pass it on to friends and relatives so that these people will know for sure what Farm Bureau has to offer. Extra copies of the insert will also be available through respective county Farm Bureau offices for any member who is interested in volunteering their time to help increase our roles in 1977.

Such help is vital at the county level if Michigan Farm Bureau is to increase its membership for the 10th straight year. A goal of 61,589 member families has been established for 1977.

We are hoping that about 800 to 1,000 present members will volunteer their time to educate potential new members in the advantages of joining the Farm Bureau organization. These volunteers are also needed to make sure that 1976 members sign up again in 1977.

The work of such volunteers has already been impressive during the 1977 membership drive. As of November 8, 18,727 members have signed up for the coming year. 17,478 are renewals, 1,164 are new members and 85 are lifetime members. At this time in 1975, we had only 16,486 sign-ups. 15,790 were renewals, only 575 were new members and 89 were lifetime members. It certainly looks like we should be able to make membership goal for the tenth straight year.

Two new programs will provide some spark of interest to offer 1977 prospects. The newly incorporated Safemark tire and battery program, which now has 19 dealerships in 20 counties, offers high quality products at a low cost through group purchasing power, especially in those areas of our State where no Farm Bureau Supply service is available.

The Group Blue Cross-Blue Shield Farm Bureau member program now offers two excellent ways to provide financial security; through its comprehensive coverage plan and the new low cost econo-plan. Both are reasons enough to join Farm Bureau.

A nearly endless list of advantages of a Farm Bureau membership can be found on the back of the yellow membership insert. But the only real way to translate this information is through a personal visit. Only you can determine whether membership will lose or gain this year. Only you can tell prospective members how important it has become to unify in one strong body.

Governmental regulatory agencies have and will continue to try and restrict a farmer's ability to reach top production through confusing, unnecessary rules. Farmers in California were in danger of losing control of their own property rights to anyone claiming to be a defender of the farm worker. Legislation that would tie a producer to a list of dictates as to how he could use his machinery in the name of energy conservation is currently being considered.

One man's voice against this onslaught isn't enough. The unified voice of the Michigan Farm Bureau has successfully opposed such rules in the past.

Of course, merely striving to defeat all adverse legislation is shortsighted. Farm Bureau policy in such matters has often been the one well voiced by former Secretary of Agriculture, Earl Butz.

"We have to find a middle ground on regulation that applies to agricultural chemicals and equipment on the farm," Butz said. "If we follow the pattern of extreme regulation, we're going to have a difficult time meeting the future challenges of agriculture."

## Helping Spirit Still Alive

Independence, the pioneer farmer's greatest asset remains as strong as ever today. But the old tradition of helping those in need through working "bees" has not been lost either, as the Robert Smith family of Coldwater recently found out.

The Smiths, a member family of the Branch County Farm Bureau, were hit by tragedy when Robert and his sons Douglas and Dean were killed in an airplane crash September 16. They were on their way back from Farmfest '76 in Lake Crystal, Minnesota, when the accident occurred. Ruth Smith has lost a husband and two sons. Her daughter Diane, wife of 1976 Branch County Farm Bureau president Micheal Pridgeon, had lost a father and two brothers.

Just as real as their loss was the 450 acres of corn, spread over five farms, that had to be harvested.

As soon as the first reality had been faced, 138 volunteers attended a coordinating meeting chaired by long-time Smith family friend Blaque

Knirk of Quincy. Knirk knew from personal experience that the second reality could only be met with as much help as possible. A corn "bee" had helped his family in time of tragedy, and he quickly worked to organize one to save the Smith crops.

So with five teams of volunteers, one for each of the farms, the harvest volunteers set to the task on a cold, rainy October 19. When the job was done, over 200 men had harvested 60,000 bushels of corn with 32 combines and hauled the precious cargo safely to storage in wagons, trucks and semi-trailer rigs.

Neighbors, friends, workers from nearby grain elevators and those just wanting to help out had gotten together, thanks to Knirk's foresight and Channel 7 on the Citizen's Band radio network. No one had asked for a cent for any of the harvesting or hauling activities. Mrs. Smith had provided fuel for the combines, but the truckers volunteered their gas as well as their time.



Mrs. Micheal Pridgeon, her husband Mike and Mrs. Ruth Smith take time out to survey the harvest work done by over 200 volunteers. The "people helping people" project harvested 450 acres of corn left after Robert, Douglas, and Dean Smith were killed in an airplane crash on September 16.

Many other legislative battles have been won for the farmer through the efforts of county, state and the American Farm Bureau Federation organizations. They dealt with issues on transportation, tax reform, marketing and trade agreements and a host of others. Such victories would not have been possible if members had not told of how poor legislative decisions would affect them and then supported the action their state or county organization took.

The money saved through successful representation of the farmer's voice is invaluable. If the recent MI-OSHA proposals on farm machinery safety standards had passed, Michigan farmers would have lost an estimated \$650 million in farm equipment value.

Please ask your county president what you can do to help make Farm Bureau an even more effective, unified force for the benefit of all agricultural producers. He'll tell you that making sure that your neighbor plus one is a Farm Bureau member is the most solid move you can make for your organization.

## Butz Contd.

"The real challenge is to double food production in the world before the end of the century because the world population is going to increase by 80 per cent in this time period. We have to consider providing enough food so that the world's per capita food intake can increase as it has in the last twenty years."

To accomplish this goal, agriculture must be given top priority over other elements in society, the farm spokesman said.

"We must give precedence to investments in irrigation projects rather than in a new jumbo jet, for example," Butz clarified. "If we don't adopt this kind of a priority scale, we're going to have real trouble within the next ten years."

Though his resignation was brought up many times by media present at the press conference, Butz pointed out that the matter was a "dead issue."

"I suppose that if you're in public life, you don't have any private life," Butz said. "I paid a tremendous price for an indiscretion in a private conversation. But since my resignation, many farmers have indicated that there is a tremendous amount of support for me and what I stood for."

Butz plans to return to Purdue University in January 1977 to assume a position of professor emeritus. He will also continue to travel for speaking engagements on behalf of agriculture.

## MICHIGAN FARM NEWS

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**Farm Bureau**



Bill Brier, director of energy resources for the National Council of Cooperatives, told Michigan State University Energy Alert Seminar attendees that divestiture of major oil companies could lead to severe shortages of fuels in rural areas.

# Agriculture To be hit Hardest by Energy Crunch

Agriculture will be affected the most of any industry in the country if urban consumers don't realize that there is a continuing energy supply problem, a top energy spokesman for farmer cooperatives said recently.

Bill Brier, director of energy resources for the National Council of Farm Cooperatives, made his comments at the Michigan State University Energy Alert Seminar held November 10-11 in East Lansing.

"Once the American public realizes that energy demands will continue to increase at the same time that critical fuels continue to decrease, a national energy policy will be formulated. Farmers already know that there is a continuing energy crunch. But there has been no national energy policy formulated because most of the country has not been convinced that there is a need for one."

Brier blames the energy industries as well as the government because the industry has failed to define energy problems to the satisfaction of the American people.

The problem deepens because agriculture is quite inflexible when it comes to energy conservation, the energy specialist explains.

"Production costs have always induced the farmer to be conservation-minded. Even relatively new practices, such as no-till farming, really don't reduce the demand for fuels that much in the long run."

"It would be unrealistic for the country to expect reduced energy demands for agriculture because it is the lifeblood and cornerstone of this nation's economy," Brier emphasized. "Also, our dependence on oil imports makes the \$22 billion in agricultural exports vital to the country's balance of payments."

Yet there has been much sentiment expressed to change energy policies so that they would adversely affect agriculture, the co-op spokesman pointed out. One is the recent attempt to divest major oil companies.

Cooperatives are especially concerned about divestiture because on-farm fuel supplies are only about three per cent of the total domestic market.

"Divestiture would force a restructuring of retail markets by major oil companies," Brier says. "Since rural markets have lower margins than urban markets, the rural markets might be cut out of the distribution system. Thus legislature which would hamper major oil companies' supply lines would make it difficult for large segments of rural America to find adequate fuels for agriculture's needs."

Such action would severely curtail agricultural production because agriculture is more vulnerable to fuel shortages than any other industry in the nation. Even regional shortages could drastically affect the production and marketing of a regionally produced commodity.

Legislators and the American public must also understand that domestic crude oil production must be encouraged, Brier said.

"We have the resources to provide enough of our own domestic energy," Brier concluded. All we need is the commitment to utilize it to the best advantage."

## MSU, MFB, Help at Energy Meeting

With the help of Michigan State University and the Michigan Farm Bureau, The Energy Administration of the Michigan Department of Commerce received practical suggestions on how to work out an energy policy best suited to the state's agriculture.

Larry Connor, an MSU agricultural economist and Claudine Jackson, Chairman for the Michigan Farm Bureau's Women's Committee, made up the advisory panel for the Agriculture workshop segment of the Michigan Energy Conservation Pre-Hearing Conference held in Lansing November 12-13. The Conference was designed to provide input for the writing of the state's energy plan. The Department of Commerce will be administering the plan once the plan is written. Suggestions developed at the conference workshops are to be considered as working tools for the development of the state energy plan.

Larry Ewing, director of Information and Public Relations for Michigan Farm Bureau, was the agriculture workshop moderator.

The workshop suggestions were to provide additional funding to energy conservation and research.

"Funding for research at the university level has been cut off drastically at a time when we need more money for research on energy problems," Connor said. Money is also short for the reproduction of educational materials.

A plan for effective land use management was also suggested to be one of the most critical for implementation into the state energy plan.

"Many farmers are being forced to produce crops on land that is poorer than what is used for urban development, Mrs. Jackson said. "Because it takes more energy inputs to produce crops on the poor land, we need to reverse this trend."



Larry Connor, MSU agricultural economist, Claudine Jackson, Chairman of the Michigan Farm Bureau Women's Committee and Larry Ewing, director of Information and Public Relations for MFB, served as the Agriculture workshop panel at the Michigan Energy Conservation Pre-Hearing Conference held November 12-13 in Lansing. The workshops served to coordinate recommendations to the proposed state energy plan.



## The holiday season is a time to celebrate, reflect and look ahead.

After the hustle of harvest-time comes the bustle of holidays. Surrounded by good friends and good cheer, this is the logical time to reflect on the good life Americans enjoy. □ Good food is an important part of that good life. And food is still a better bargain here than in any other country. □ Production Credit Association people are proud to have helped many farmers and ranchers make the most of the past year. PCA people pledge themselves to continued assistance in the months and years ahead. Happy holidays...from PCA.



Production Credit Associations of Michigan



We're spreading the word...

Farming is everybody's bread & butter

# CAPITOL REPORT

Robert E. Smith



Farmland Preservation, P.A. 116 - After months of effort to resolve a problem with the Federal Land Bank of St. Paul, a meeting was held at Farm Bureau Center with officers of the Bank, government officials, and Farm Bureau leaders. Seated left to right: Albert Mohr, President of the bank; Dean Pridgeon, Vice President, M.F.B.; Russell Prins, Attorney General's office. Stand left to right: Hans Behrens, Land Bank Credit Manager; Wallace Pearson, Bank Legal Counsel; Bob Smith, Farm Bureau Legislative Counsel; Karl Hosford, Director Office of Land Use, D.N.R. Others attending the day-long meeting included Bill Rustem, Governor's office; Dennis Hall, P.A. 116 Administrator; Dave Diehl, Farmer and Chairman of the Agricultural Commission; and Al Almy, Farm Bureau Legislative Counsel. See Article for further details.

The election fury is over, and the Michigan Legislature has returned to Lansing to windup the 78th Legislative Session. It is expected that the short session will last until mid-December. The Democratic majority in the House is jubilant that it will be even stronger in the new Legislative Session beginning in January, 1977. The majority will be 66 Democrats to 44 Republicans, a gain of 2 for the Democrats.

There are several bills on the calendar of importance to Farm Bureau. There are also numerous other pieces of legislation that need consideration before the end of the 1976 Legislative Session. Some of those are as follows:

New Trespass Act, S. 145, has been approved by both Houses and is ready for the Governor's signature. This new Act supported by Farm Bureau repeals the old Horton Trespass Act, and will be known as the Recreational Trespass Act.

The key words in the Act, applying particularly to farmland, are as follows: "A person shall not enter upon farmlands or connected wood lots for any of the purposes cited in Sub-section 1, without written consent of the owner, his lessee, or agent whether or not the farmlands or connected wood lots are fenced, enclosed or posted." The purposes referred to are for the purpose of "hunting, fishing any private lake, pond or stream; operating a snowmobile, off-the-road recreation vehicle, or other motorized vehicle without the written consent of the

owner." Under the new Act, farmland receives more protection than any other type land. Slightly different regulations prevail on other lands. The Act also includes a part of the old Trespass law which states in part: "No cause of action shall arise for injuries to any person who is on the lands of another, including farmlands and collected wood lots without paying to such other person a valuable consideration for the purpose of hunting, fishing, camping, etc., with or without permission against the owner, his lessee, or agent of the premises unless the injuries were caused by gross negligence or willful and wanton misconduct of the owner, etc."

The new Act provides that a Peace Officer or Conservation Officer may enforce the Act upon complaint of the landowner, etc., and requires the prosecuting attorney to enforce the law before a district court within one year of the offense.

Two other bills are tied to this Act. One is H. 6221, which applies to off-the-road vehicles and requires written consent of landowners. The other H. 6219, applies to snowmobiles and also requires written consent before entering upon lands of another. These have already passed the House and are expected to pass the Senate before the session is over. These new Trespass Acts, each tied to the other, gives maximum protection to farmland owners in particular but also to all other landowners.

Bean Commission, S. 1663, has passed the Senate and is now in the House for final consideration before the session ends. It amends the present Bean Commission law by providing for expansion of promotion and research activities and increasing the assessment from the present 3c per hundredweight to 5c per hundredweight. It also makes provision for special assessments upon petition and vote of the bean growers for special research or promotion activities. The assessment applies to all bean growers. Bean farmers have complete control of the program as the Act requires that a referendum be held at least every five years. Referendum also can be held during the intervening period by petition of the growers.

Phosphate Ban, H. 6555, is another environment bill that can be of importance to many farmers, especially dairy farmers. It would ban the use of detergents containing phosphates. Farm Bureau has opposed this bill inasmuch as detergents containing phosphates are the only known method of adequately cleaning dairy equipment on the farm and also in the processing plants. Its use is essential in order to meet high health and food standards.

Farmland Open Space Preservation Act - P.A. 116, S. 1683 and H. 6646 would amend P.A. 116 to provide protection to those who hold mortgages

on lands with farmland preservation contracts. This problem has resulted from the fact that the Federal Land Bank has in some cases refused to lend money to farmers with land under the Land Preservation Act, claiming that the mortgage was not adequately protected by the laws first lien provisions. As a result of a conference at Farm Bureau Center with Land Bank Official from St. Paul, Minnesota, Farm Bureau Officials, and others representing the DNR, Governor's Office, and the Attorney General's Office, language has been worked out that should solve this problem. The language in the bills is as follows: "A lien created under this Act in favor of the state or a local governing body shall be subordinate to the first lien of a mortgage which is recorded in the Office of the Registrar of Deeds before the recording of the lien of the state or local governing body." It is important to note that no lien is created until the end of the contract period. (See picture on this page.)

Transportation Issues - For the past year there has been brewing a very controversial issue based on whether the present Motor Vehicle Highway Fund (MVHF) should be changed to a "transportation fund," meaning that the present taxes that are earmarked for highway purposes, such as the gasoline tax, weight tax, and others, would become part of a "single transportation fund" out of which could be

allocated monies for not only highways but also mass transit, city and rural bus systems, railroads, waterways, etc. Farm Bureau strongly opposes this and is one of the organizations that has helped form the Michigan Forum for Balanced Transportation. The purpose of the forum is to protect the concept of user taxes being used for only highway purposes. The Forum which includes Farm Bureau and other local government organizations such as the Association of Counties, Michigan Township Association, and County Roads Association, along with other interested groups, are in opposition to a "single fund" and diversion of fund for non-highway uses such as costs for State Police that have been sent to Detroit for patrol purposes. However, it is recognized that Michigan highways especially local roads are in extremely bad condition and not only need all of the funds that are presently coming from earmarked taxes but in order to merely keep up with inflation at the present rate of repair need an added \$130 million of annual revenue. It is recognized that other transportation modes may also need funding, but the position is that these should be funded by a separate source of income and should not be a part of the highway revenue fund.

Michigan's county road system (88,000 miles), serving every segment of the population, is in trouble and can't meet basic operational needs. In fact in some areas, local governments are, by vote of the people, resorting to additional property taxes for road purposes. Many will recall that years ago many farmers lost their farms when roads were financed by property tax. Farm Bureau was a leader then to shift to the gasoline tax and other user taxes with them earmarked for only highway purposes.

Some of the revenue increases that are being discussed for the maintenance of highways include: an increase of the gasoline tax by 2c per gallon, and possibly changing the tax to a percentage of the value of the gasoline. An increase in the weight tax for passenger cars, presently the minimum is \$12, is being suggested that it might be raised to \$25, motorcycles present minimum of \$7.50 could be raised to \$15. Trucks and commercial vehicles would be increased by 25 percent. However, trailers and farm vehicles would have no change.

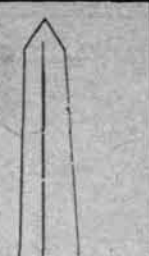
The Forum sponsored a number of hearings throughout the state, and county Farm Bureau Leaders were notified. The purpose of the hearings was to inform the general public of highway needs and also to have local leaders explain the problems in local areas.

## Stations Carrying MFB Farm News

STATION	LOCATION	MORNING REPORT	NOON REPORT
WABJ	Adrian	5:45 AM	12:45 PM
WALM	Albion	6:05 AM	12:55 PM
WATZ	Alpena	5:45 AM	12:45 PM
WPAG	Ann Arbor	6:15 AM	
WLEW	Bad Axe	6:30 AM	12:35 PM
WBCM	Bay City	6:30 AM	12:15 PM
WHFB	Benton Harbor		12:35 PM
WWAM-	Cadillac	6:15 AM	12:30 PM
WKJF-FM			
WKYO	Caro	6:27 AM	12:15 PM
WVOY	Charlevoix	6:00 AM	12:57 PM
WCER	Charlotte	6:15 AM	12:15 PM
WTVB	Coldwater	6:15 AM	12:45 PM
WDOW	Dowagiac	6:15 AM	12:45 PM
WSHN	Fremont	6:25 AM	12:45 PM
WJEB	Gladwin	6:30 AM	12:42 PM
WPLB	Greenville	6:00 AM	12:30 PM
WBCH	Hastings	6:15 AM	12:15 PM
WCSR	Hillsdale	6:40 AM	12:35 PM
WHTC	Holland		12:25 PM
WHMI	Howell	6:15 AM	12:15 PM
WION	Ionia	6:20 AM	12:45 PM
WTHM	Lapeer	6:45 AM	12:15 PM
WVMO-FM	Monroe	6:45 AM	12:30 PM
WCEN	Mt. Pleasant	6:15 AM	
WAOP	Otsego	6:04 AM	12:40 PM
WOAP	Owosso	7:00 AM	12:45 PM
WPHM	Port Huron	5:45 AM	12:15 PM
WJPW	Rockford	7:35 AM	12:49 PM
WHAK	Rogers City		
WSGW	Saginaw	5:35 AM	12:30 PM
WRBJ	St. Johns	7:15 AM	12:15 PM
WMIC	Sandusky	6:30 AM	12:45 PM
WJOR	South Haven	6:05 AM	12:15 PM
WSTR	Sturgis	6:15 AM	12:20 PM
WLKM	Three Rivers	6:15 AM	12:45 PM
WCCW	Traverse City	5:45 AM	12:00 PM
WBMB	West Branch		12:35 PM

# NATIONAL NOTES

Albert A. Almy



## 94th Congress left Much to Be Done

When the 94th Congress convened in January, 1975, many Washington observers projected that the large Democrat majority would result in quick legislative action on several issues. However, when the 94th Congress adjourned on October 2, 1976, the compiled record was far different than most had expected.

For example, many important issues such as estate tax reform, packer bonding, and grain inspection did not receive final consideration until just before adjournment. President Ford vetoed 33 bills, but Congress was able to override only 8 vetoes. Failure to override vetoes occurred on some issues strongly supported by labor groups such as the Common situs secondary - boycott bill. The expectation of a veto prevented House-Senate conferees from sending a Consumer Protection Agency bill to the Congress for final approval.

During the 94th Congress, a total of 37,820 bills - 17,015 in the First Session and 20,805 in the Second Session - were

introduced. The legislative record on agricultural issues and the role of Farm Bureau in these legislative record on agricultural issues and the role of Farm Bureau in these issues is one of success. Many important issues were decided consistent with Farm Bureau policy. These included:

-Veto of the Emergency Farm Act, which was sustained by Congress;

-Veto of the Common situs secondary - boycott bill, which was sustained by Congress;

-Enactment of the Beef Research and Information Act with valid referendum provisions;

-Approval of key amendments sharply limiting coverage of Unemployment Compensation to agriculture;

-Enactment of grain inspection reform without federalizing the system;

-Enactment of packer bonding legislation to protect producers selling direct to packers;

-Defeat of federal land use

legislation;  
--Enactment of federal estate tax reform legislation;

--Failure of conferees to meet on Consumer Protection Agency legislation;

--Enactment of amendments to the Federal Insecticide, Fungicide, and Rodenticide Act, removing the requirement for states to test private applicators of restricted pesticides;

--Defeat of federal no-fault automobile insurance legislation;

--Defeat of federal minimum wage legislation; and

--Enactment of the Railroad Revitalization and Regulatory Reform Act.

Of the issues listed above, federal estate tax reform generated the most interest and involvement among Farm Bureau members. Most members understand the major provisions dealing with estate tax reform, but some confusion still exists regarding the capital gains tax provisions. The following example of the capital gains provision may help to clarify the situation:

### Current Law

An individual buys property on March 1, 1977, for \$50,000. Ten years later the property has an appreciated value of \$75,000. The owner dies and the property is transferred by will to an heir. The \$75,000 becomes the basis of the property in the hands of the heir, but five years later he sells it for \$100,000. In this case, one-half of the appreciated value of the property (\$25,000 divided by 2 equals \$12,500) while in the hands of the heir would be subject to capital gains tax.

### New Law (Effective 12-31-76)

An individual buys property on March 1, 1977, for \$50,000. Ten years later the property has an appreciated value of \$75,000.

The owner dies and the property is transferred by will to an heir. The basis of the property in the hands of the heir becomes the value of the property on December 31, 1976, or later if purchase occurred after this date, which in this example would be the March 1, 1977 value of \$50,000. Five years later the heir sells the property for \$100,000. Now, one-half the difference between the value of the property when acquired by the deceased and the current appreciated value (\$50,000 divided by 2 equals \$25,000) would be subject to the capital gains tax.

The net effect of the new law, in the above example, is a doubling of the amount subject to capital gains tax upon sale by the heir of inherited property. However, as long as the heir retains title to the property and does not sell it, there will be no capital gains tax due. This is an important factor for family owned farms. The capital gains tax provision in the new estate tax law will be the subject of considerable discussion during the 1976 Farm Bureau Policy Development process.

The new 95th Congress is scheduled to convene on

January 4, 1977, to begin its First Session. All bills that were not acted upon by the 94th Congress must be reintroduced and begin their route through the legislative process all over again. The administration of President - Elect Jimmy Carter will undoubtedly affect many of the bills that will be reintroduced and will surely result in many new bills of interest to agriculture. Legislation to replace the current farm program, which expires at the end of 1977, is expected to be a high priority item of both President - Elect Carter and the 95th Congress.

## Here's a List of Safemark Dealers

COUNTY	DEALER	ADDRESS	AREA CODE & PHONE
Calhoun	Marshall Farm Bureau Oil	1021 E. Michigan Ave.	616-781-8221
	Wayne Gay, Jr., Manager	Marshall, MI 49068	
Chippewa	Rike Equipment Company	Route No. 1 - Box 125	906-635-1241
	E. Frank Rike	Daffer, MI 49724	
Copper Country	Daniel Linna	Route No. 1 - Box 42	906-827-3483
		Bruce Crossing, MI 49912	
Copper Country	Leonard Olliila	Route No. 1 - Box 149	906-482-4487
		Houghton, MI 49931	
Gratiot	Gilbert's Farm Service	3440 W. Monroe Rd.	517-463-5983
	Bruce Gilbert	Alma, MI 48801	
Hiawathaland	Farmers Supply Company	717 Stephenson Ave.	906-786-4522
	R.S. VanDyke	Escanaba, MI 49829	
Hiawathaland	Fred's Service	Main St.	906-439-5121
	Fred Woimanen	Chatham, MI 49816	
Iosco	C & W Equipment Co., Inc.	2120 M-55	517-362-8133
		Tawas City, MI 48763	
Iron Range	Lori Feed Mill	120 9th Avenue	906-563-3472
	Joseph Lori	Norway, MI 49870	
Isabella	Wiltse's Safemark	8493 S. Isabella Rd.	517-828-6677
	Virgil Wiltse	Shepherd, MI 48883	
Mac-Luce	Clifford McMichael	RR Box 157	906-477-9911
		Engadine, MI 49827	
			517-365-3644
Montcalm	Quisenberry Farms	Route No. 1	517-365-3619
	Gary Quisenberry	Six Lakes, MI 48886	517-365-3054
Newaygo	Grant Safemark Tire Service	21 N. Maple - Box 331	616-834-7903
		Grant, MI 49327	
Oceana	West Michigan Power &	3651 M-20	616-861-5009
(Muskegon)	Equipment, Inc.	New Era, MI 49446	
Osceola	Evert Milling Company	201 E. 7th Street	616-734-2421
	Loren Gerber	Evert, MI 49631	
Osceola	Steve's Tire Service	8880 W. County Line Rd.	616-825-2804
(Missaukee)	Steven VanHouten	Marion, MI 49665	
Presque Isle	Kranzo Feed & Farm Supply	3047 US 23, South	517-734-2083
		Rogers City, MI 49779	
Saginaw	William Kranzo		517-642-5920
	Hemlock Farmers Co-op, Inc.	South Pine Street	
		Hemlock, MI 48626	
St. Clair	Markwart Oil Co., Inc.	120 South Main	313-395-7711
		Capac, MI 48014	
Sanilac	Marlette Oil & Gas Co.	2977 Main	517-635-2096
		Marlette, MI 48453	
Shiawassee	Steven's Tire Company	1301 W. Main St.	517-723-7178
	Jim Fraley	Owosso, MI 48867	

FARM BUREAU SERVICES, INC.

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9%	15 Year Maturity	\$100.00 Minimum Purchase
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9 1/2%	15 Year Maturity	\$5,000.00 Minimum Purchase

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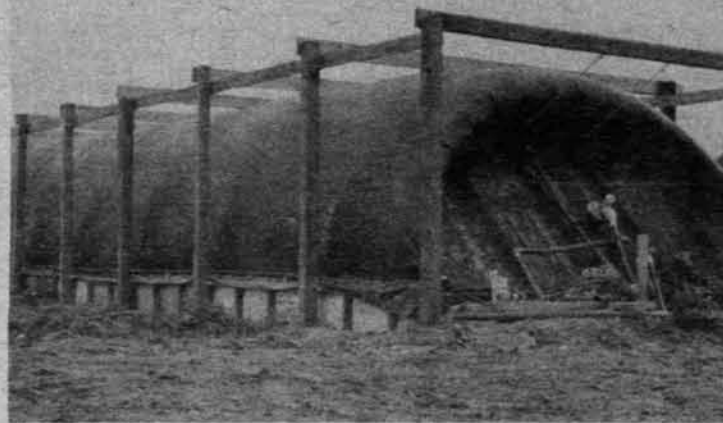
### State Annual Group Purchasing Special

One time only

Steel disk blades at three or four places across state for MEMBER pick up 25 blades minimum order Order at annual or following week. Order and payment deadline December 10, 1976 Delivery to drop points in mid-March 20" plain disk blades 9 gauge at \$7.50 each Another chance for members to work together with a group purchase for an economic advantage

Contact your county Farm Bureau Secretary or Safemark Chairman

## Solar Grain Drying -- Practical in Michigan?



Heart of the Allison methane digester is this 77-foot long airtight methane gas collection envelope. Animal waste is scrapped into the pit below the cloth-reinforced plastic and left to break down into methane, carbon dioxide and hydrogen sulfide gases. The gases inflate the envelope, which can hold about 6,000 cubic feet of gas.

## Methane Digestors Could Reduce Natural Gas Demand

Methane gas generated from animal waste may not be practical for cars and tractors, but new legislation and research could lead to the gas being used to power electrical generators on the farm.

The legislation is H.R. 15145, the Family Farm Energy Conversion Act recently introduced by Congressman Fred Richmond (D-N.Y.) It joins similar proposals introduced by Senator Gaylord Nelson of Wisconsin and Senator George McGovern of South Dakota.

The Energy Conversion Act calls for a study of anaerobic digestors, which convert animal and vegetable waste into methane gas and fertilizer. After this study, the Department of Agriculture's Soil Conservation Service would sponsor pilot demonstration projects on more than 100 family farms throughout the country.

The digester idea is not new one. Municipal waste treatment facilities use methane gas generated in huge generators to power pumps and other assorted machinery. But to date, no one has found a way to use the grade of methane gas formulated in digestors as a practical means to propel vehicles.

"The gas must be compressed to a great pressure because it has only 60 per cent of the energy value of natural gas, Dr. Ted Loudon, Michigan State University agricultural engineer says.

"For example, the methane gas needed to fill the regular gasoline tank on a 100 horsepower tractor would have to be compressed to 3,000 pounds per square inch so that the tractor could operate for one hour," the MSU ag scientist points out.

The digestors have a three-fold function: to provide

energy recovery, pollution control, and nutrient recycling.

"It would not be practical right now to construct a digester with only one or two of these functions in mind," Loudon says. "We can't even recommend that a farmer utilize a digester at this point. However, some experimental facilities have shown that the system has a good future."

Loudon feels that the digester system on Mason County Farm Bureau member Jim Allison's farm near Custer is the closest of any in the country to becoming a practical unit.

The unit is the product of three years' work by Allison and Gene Dahl of the Dow Chemical Company. The two have formed the Agricultural Energy Corporation to market the system once it becomes feasible to do so.

To charge the digester, manure from Allison's 350 beef cattle is scrapped from his feedlot into a 77 foot pit half-filled with water. The pit is lined and covered with cloth - cloth-reinforced 30-mill plastic. The cover provides an airtight seal.

Anerobic bacteria present in the waste then break the material down into a more liquified form.

"In about two or three weeks, enough methane, carbon dioxide and hydrogen sulfide gases have been generated to raise the cover to its full height," Allison says. "The envelope has a storage capacity of about 4 million cubic feet."

Allison and Dahl figure that the 350 cattle excrete about six tons of waste a day. This means that each beef animal generates about 15 gallons of gas per day.

To generate electricity, the gas is burned as fuel in an internal combustion engine just as natural gas would be. The methane is drawn into

Solar grain drying may not be practical in Michigan, says a Michigan State University agricultural engineer.

"I'm really not optimistic about the possibility of using this technique by itself because of this state's unreliable weather during grain drying season," says Fredrick Bakker - Arkema. "Michigan's high humidity also can cause such high moisture content in corn that it is impractical and even dangerous to try to dry it by solar energy alone."

Bakker-Arkema is experimenting with a solar

collector that traps radiant heat energy from the sun, much as a greenhouse does. Air blown through the collector conducts this heat to a grain drying bin. The research is funded through a grant from the Energy Research and Development Administration (ERDA). Similar tests are being conducted in Ohio, Illinois, Indiana and Minnesota.

"These are really feasibility studies to see if solar grain drying is practical in any of these locations, Bakker-Arkema pointed out. "Though the results are by no means final, applications of solar grain drying could be the least successful in Michigan. Humidity is not as high in the other states, and the lower moisture content of the grain grown in the other states could be dried out by solar energy alone more safely."

The moisture content of corn must be 24 per cent or lower before it can be properly dried in a solar operation, Bakker-Arkema explained. Since the amount of sunlight regulates the amount of time it takes to dry the corn to a safe 12 per cent, drying is practical only where the process can be accomplished in a relatively short time. Bakker-Arkema estimates that it would take anywhere from 20 days to several months to dry the 105 bushels of corn he has stored in the test bin.

heat of the internal combustion engine, Allison says. "So far the engine has provided enough heat even through the winter."

The methane digester has a more immediate future as a odor and solid waste control unit, Loudon pointed out.

"As a waste management system and odor control facility, the system can stand by itself," Loudon explains. "The system can help pay for itself because producers really should have some sort of waste storage facility. We wouldn't advise use of digester for this purpose alone, though."

Members of a recent tour to the Allison facility could authenticate claims for the system's odor control. Since most of the gases that cause noxious odors work out of the waste during its decomposition in the air tight digester, the liquified waste that flows into a lagoon to the side of the digester has only a mild aroma.

Allison has plans to use the lagoon water for his own system of "fertigation". Most of the nitrogen from animal waste is conserved inside the digester.

"The water expelled from

"You need to be able to predict grain drying time much more accurately to prevent the feedstuff from molding," Bakker-Arkema said. "The unreliability of Michigan weather makes accurate grain drying times difficult. You must have a consistent amount of sunlight during November through February to have a solar drying system you can depend on."

Bakker-Arkema expects to have his results by spring 1977. He cautions producers not to be taken in by equipment manufacturers claiming that solar grain drying is practical until reliable research proves this is true.

"It is possible that conventionally - powered high speed dryers could be used to dry grain down to 24 per cent. Then the grain could be dried to safe levels by the solar dryer. I would recommend that anyone who attempts to dry grain by solar energy use such a system. The conventional dryers could also be used as a back-up system if there was not enough sunlight for solar drying."

"Right now the cost of solar drying is prohibitively expensive compared to conventional means," Bakker-Arkema says. "However, in the long run solar drying may be the only technique we can use when LP gas becomes too scarce or expensive."

the digester into the lagoon has more nitrogen content than raw manure that is just spread on the soil surface," Loudon explains. "Though no studies have been made of the Allison lagoon water, research in other states, has shown that the nitrogen content in such lagoon water is up to 40 per cent higher than that of solid manure.

Solid manure has a large surface area, Loudon explains. As it dries out in the atmosphere, most of the nitrogen escapes before it can be incorporated into the soil.

"The digester breaks the solid waste down so that there are no large particles in the lagoon water to clog irrigation rigs," Loudon points out.

Proponents of the methane digester system point to successful operating units in France, India, Korea, Hungary and South Africa. There are also two or three in Wisconsin, Minnesota and other states. The advocates claim that if the manure of the 9 million cattle now in feedlots were converted to methane, this gas supply would meet approximately 5 per cent of the country's demand for natural gas.

# Is Ag Energy Conservation the Answer?

Agriculture cannot be called upon to conserve a large amount of the total energy expended in the United States, a Michigan State University agricultural economist pointed out at a recent energy conference.

"Agricultural production consumes only about three per cent of the country's energy total," Larry J. Connor said. "Because of this relatively low amount, it would be difficult to call for an energy policy that would severely cut back on the amount of energy used in this industry.

The consequences would be much more severe than the benefits."

Connor was speaking at the Michigan Energy Conservation Pre-Hearing Conference held November 12-13 in Lansing. This conference served as a vehicle for suggestions for the proposed state energy plan.

"This is not to say that energy cannot be practically conserved on the farm," Connor pointed out. "There are many means that are now being used and many that are not. However, they must be practiced in consideration of the total economic impact."

Ten to fifteen per cent of the total energy now used in agricultural production could be saved without a major shift in technology, Connor explained. The capital expenditures for more energy conserving machinery would cause food prices to rise.

"If overly stringent energy policies were to enforce on producers, areas where irrigation is predominant would suffer the most, Connor said. "The tremendous amounts of electrical energy needed to operate pumps and propel irrigation rigs would have to be cut down, causing many farms in these areas to be abandoned."

Next to be hit would be the row crop farm areas, where substantial amounts of fuel used in soil preparation and crop harvesting might have to be cut back.

More reasonable means of energy conservation could be pursued in just about every aspect of farming though, Connor said.

"Some of the things farmers could do immediately are to reduce the amounts of fertilizers and pesticides," the energy expert explained. "An accurate and frequent soil testing program will determine exactly where the chemicals are needed and the optimum time they should be applied for the best utilization of the materials."

No-till operations do offer some fuel-saving advantages, but the producer should consider whether the added amount of herbicides needed in this operation might negate the fuel-saving benefits.

Another means of energy conservation could be the switching of crops grown in

an area, Connor said. "For instance, it might be practical to switch from corn to soybeans, just on a conservation basis, rather than on just a cash crop consideration.

Connor believes this switch is practical because a great amount of nitrogen fertilizers are needed to produce good corn yields. The drying of corn also consumes enormous amounts of energy. Soybeans

do not require nitrogen fertilizers, and the crop can be used for livestock feed without drying, he adds, "Grain drying uses up 20 percent of the total amount of LP gas consumed in the nation, Connor pointed out." If grain dryers were designed in terms of energy efficiency, rather than in terms on capacity only, we would be able to reduce the consumption of LP gas con-

siderably." Connor cited the natural gas shortage as the most critical energy problem facing the country today.

Connor was careful to point out that farmers cannot be expected to solve land energy problems by themselves.

"Land use policy is an extremely critical environmental concern, but little is being done about it," Connor said. "Good agricultural land is being used up by the urban sprawl, while farmers are being

forced to produce on poorer land. "Since it takes more energy inputs to get good yields out of such poor land, this trend should be corrected."

Education and research are the most important element in getting producers to implement some of the energy conservation methods available now, Connors said.

"The farmer also needs an incentive program, one that would show the direct benefits of adopting these techniques."

# NU PRO Dairy Feed

**Now High Producing Herds Can Produce Even More Milk!**

Farm Bureau Services' Cooperative Research Farms has discovered a new way to increase milk production. Nu Pro Dairy Feed helps regulate\* soluble and insoluble proteins within the cows' rations. Field tests show that regulated protein aids in producing even more milk in good dairy herds! Make more milk production your goal. Ask your Farm Bureau feeds man about Nu Pro Dairy Feed today. He'll tailor a program to your herd's needs.

Where Your Farm Comes First

**Farm Bureau**

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\*Patent pending



# 1977 County Membership Chairmen -- United to Serve Agriculture



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Deni Hooper  
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Betty Traver  
Ingham County



Allen Dutcher  
Shiawassee County



Gary Nye  
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Cass County



Dan Bay Don Davis  
Clare County



Elmer and Rachel Michell  
Osceola County

## MAFC Annual Dec 8

MAFC Annual Meeting and State Co-op Clinic to be held December 8, 1976 at the Hilton Inn in Lansing.

It is expected a record crowd of managers and directors from Michigan agricultural cooperatives will attend the annual event. Reports of operations and election of council members for a one year term will be part of the business session.

The luncheon speaker will be B. Dale Ball, Director of the Michigan Department of Agriculture.

Other program participants will be: Report on the Governors task force studying "The Single Business Tax" by Lt.

Governor Damman, introduction of county extension staff by Jacob Hofer acting Dean of Agriculture, MSU, "Cooperatives' Challenge and the 1977 Congress" by Paul Weller, Vice President, National Council of Farmer Cooperatives, Washington D.C., a discussion of "Tomorrow's Energy and Electrical Rates by William Brook, President, Michian Ag Conference and Vernor Smith, Manager, Tri County Electric Cooperative, Portland.

MAFC members are encouraged to bring a member of the county extension staff as a guest to the meeting.



# Safemark Program Off to Good Start

The Michigan Farm Bureau - sponsored Safemark tire and battery program "for Farm Bureau members only", has been operating for two months, and already 20 County Farm Bureaus have approved its operation.

"Through the work of these counties' Safemark Committees and the Lansing Home Office Staff, 18 dealers have been approved to handle Safemark shipments," Gene Greenawalt, MFB coordinator for the program says.

Under the Safemark program, Farm Bureau members can purchase tractor, truck and auto tires and batteries at a reduced price without sacrificing quality, Greenawalt points out. A group purchase plan, low overheads and dealer control through the County Farm Bureau makes such prices possible he adds.

"Part of the savings comes from our 'cash only' policy," Greenawalt explains. "This eliminates extra bookkeeping costs. Members can also be assured that prices are controlled through a single statewide pricing system."

Saving members money while providing them with top-line products is what Safemark is all about. The program was initiated by the American Farm Bureau Service Company in 1965 for just that purpose. 40 state Farm Bureaus sponsored the program by 1975. Baling twine, disc blades and grease and oil are offered for sale in some of these states.

"It's been estimated that the Safemark program saved Farm Bureau members over \$8 million over competitive lines in 1975," Greenawalt points out.

Michigan became the 41st state to operate the money-saving program in September of this year. The Michigan Farm Bureau Board of Directors, after careful consideration of the program's record in other states, voted to initiate the program on February 23, 1976.

The Board also considered the findings of a committee established in June 1975, to survey the support County Farm Bureaus would give to such a purchasing program. Nearly 91 percent of the County members surveyed were in favor of the statewide purchasing program.

Dealers are beginning to see some of this interest.

"We've had a lot more inquiries than sales, but it takes time for a good program like this to get established," says Loren Gerber, manager of the Evert Milling Company in Evert. His firm is one of two Safemark distributorships in Osceola County.

Gerber reports that most of his sales have been in tractor tires. He has a warehouse full of truck and auto tires, as well. He does not sell a

competitive line of tires, but is disturbed that sometimes a farmers frugality may cause them to opt for cheaper products.

"The biggest problem with Safemark is that sometimes farmers are more interested in saving money on the initial cost of the tire or battery, rather than buying a quality produce," Gerber explains. "Our line doesn't cost more

than the cheapest line of tire products. We know that producers will learn the value of better quality rubber through bad experiences with the cheaper products though."

General Tire Company makes Safemark tires to AFBSC's own specifications, Greenawalt points out.

Gary Louis, Manager for Safemark's Osceola County

dealership, West Michigan Power and Equipment, Inc., in New Era, also has quite a bit of response to the products.

"People really don't know the line well enough yet, and anyway this is not a prime tire buying period," Louis explains. "We expect a real increase in sales in the spring and summer."

Louis is confident because

of the large number of Farm Bureau members in his territory.

"We're also doing our bit to provide more exposure to the products," Louis points out. "We have shown the products at County Annual meetings and other functions. We know we're offering an excellent deal, and that Farm Bureau members will take full advantage of it."

# Full Fertilization... Assures A Better Total Crop Profit

## Fertility Helps Solve Crop Stress Problems

Test results from a leading midwestern university confirm that fertilization does affect crop stress. Under-fertilized crops tend to be thirstier crops. By the same token full fertilization helps crops deal with stress caused by overabundance of water. A program of Full Fertilization with quality Farm Bureau fertilizer is the best way to assure high crop yields and better profits.

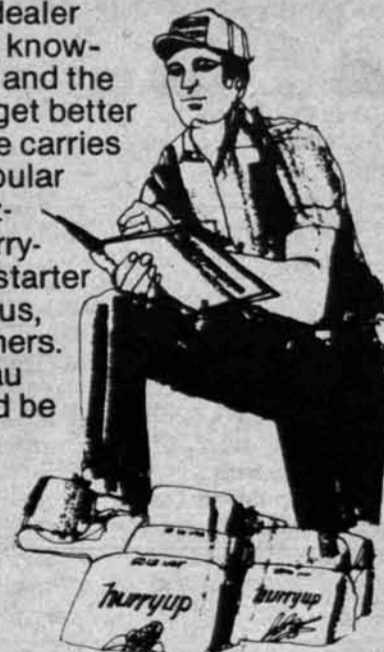
### Get Ready for Spring Now and Save

Your Farm Bureau dealer can work out a Full Fertilization program based on your soil conditions. You can order and take your fertilizer now, to be sure you have the proper type and amount when you need it this Spring. You save dollars per ton because of our Winter discounts... You save time with fewer planting delays.



### Farm Bureau Means Total Service

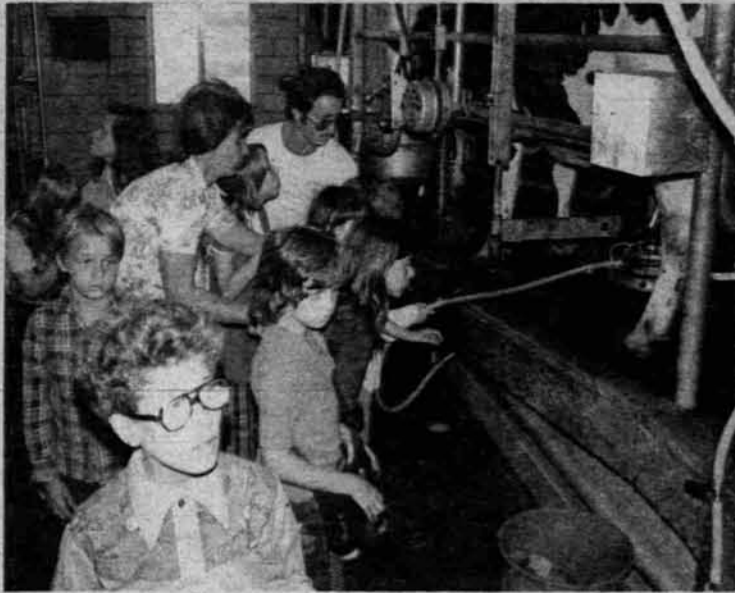
Your Farm Bureau dealer is a pro. He has the knowledge, the products and the service to help you get better total crop profits. He carries the full range of popular and effective fertilizers — including Hurry-up™ high analysis starter fertilizers, anhydrous, bulk-blends, and others. Ask the Farm Bureau people today... and be ready this Spring!



Where Your Farm Comes First

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FARM BUREAU SERVICES, INC

## MFB Tour Lets Blind Children "See" Farm



Ingham County Farm Bureau member Vivian Lott tells students of school for the blind how a cow is milked; school volunteer Paul Cutler looks on.



School leisure director Kathy Ryan and student volunteer Donna Kulazenka watch as students get better acquainted with two calves on the Lott farm.



Feeling a shovelful of corn silage gave the children a better understanding of the cow's eating habits.



It's feeding time for the calves, some of which were only a few days old.

Large implements also attracted a lot of attention. The youngsters touched the huge pieces of machinery carefully in order to get a better idea of their size, and a few inquisitive boys were interested in how the big tractors operated.

After the tour the kids were treated chocolate milk and serenaded the Lott family with a rousing version of "Old McDonald had a Farm." The tour was arranged through the combined efforts of the Lott family, Kathy Ryan, director of leisure activities for the State School for the blind, and Jim Bernstein, of the information and public relations staff of The Michigan Farm Bureau.

Sound, smells, and things to feel delighted about 25 students of the Michigan School for The Blind on October Fourth. The children, all visually - handicapped, were able to visit the farm thanks to Ingham County Farm Bureau Members Marvin and Vivian Lott.

As Vivian conducted the tour through the various farm buildings, the kids mocked different animals that their keen hearing senses were able to pick up. "Moo-o-o," "quack, quack," were noises coming not only from cows and ducks, but also from happy children.

A walk through the barn keyed another sense, especially when the smell of manure permeated the air. Many children made their barn visit brief. "It stinks in there," they claimed.

The domestic animals on the Lott farm were more to the liking of the students. The three dogs -- Laddie, Brownie, and Coca -- Two kittens, and several ducks were fondled throughout the visit.

## Pajtas To Soybean Comm.

Gov. William G. Milliken Thursday announced the appointment of John S. Pajtas, 4141 E. Copas Rd., Owosso, to the Michigan Soybean Committee, for a term expiring September 23, 1977.

Pajtas, a farmer for the past twenty years and Shiawassee County Farm Bureau member, will serve as a representative for District No. 5 representing Clinton and Shiawassee counties. His 480-acre cash crop operation consists of soybeans, wheat, corn and navy beans. He plants 150 acres of soybeans annually.

He is chairman of the Michigan Farm Bureau Soybean Producers, member of the Michigan Farm Bureau Shiawassee County Land Use Committee, former chairman and present member of the Shiawassee County Michigan Farm Bureau Soybean Action Committee, the American Farm Bureau Soybean Advisory Committee

## USDA Gearing Up for New Grain Inspection Law

Grain inspection officials in the U.S. Department of Agriculture (USDA) are taking steps to implement a grain inspection and weighing law signed Oct. 21 by President Ford.

A new Federal Grain Inspection Service (FGIS), required by the law, will be established in USDA, effective Nov. 20. Initially, the agency will be staffed by the 778-man grain inspection force now employed by USDA's Agricultural Marketing Service (AMS).

Plans are underway to recruit additional samplers, inspectors, weighers, and weighing supervisors necessary to carry out the legislation's provisions. Many of the people currently employed by designated non-state inspection agencies at export markets will be offered positions with the new Service.

In general, under terms of the U.S. Grain Standards Act of 1976, all grain exported from the United States must be inspected for a determination of grade before it is shipped overseas. The original inspection must be performed by the FGIS or by

states that have been delegated export inspection authority by the FGIS administrator.

Similarly, all grain that comes into or goes out of any export facility in the United States must be officially weighed, with the entire weighing process supervised by the FGIS or by states that have been delegated export weighing authority by the FGIS administrator. The supervising federal or state official must certify the weight of the grain.

Ten states are eligible to apply for delegation of export inspection or weighing authority: California, Oregon, Washington, Wisconsin, Minnesota, Alabama, Mississippi, Florida, South Carolina, and Virginia. Together, the 10 states account for roughly 25 percent of all U.S. grain exported each year.

For domestic grain, marketed at inland locations, the present inspection arrangement continues, with FGIS officials authorized to designate private firms and states to operate as official agencies in specific geographic areas. The

federal role is generally limited to supervising the activities of the official agencies and performing appeal inspections when requested to do so. The new law allows FGIS officials to suspend or revoke an official agency's designation and use federal graders to perform the service until a replacement can be found.

Under the new law, passed by Congress Oct. 1, weighing of domestic grain at inland locations like inspection, is generally voluntary. At a facility using inspection services, however, FGIS officials can require supervision of weighing if they believe it necessary. Officials believe many private or state agencies providing inspection services at inland markets will also ask to be authorized to perform weighing supervision. In all cases where private grain com-

panies elect to have Federal supervision of weighing of domestic grain with supervision by state or private personnel, FGIS officials must exercise close surveillance over the weighing operation.

In addition to its revising the present national grain inspection system and adding to it official weighing for export and domestic grain, the U.S. Grain Standards Act of 1976, among other items:

- Institutes new prohibitions against conflict of interest relationships between private or state agencies and the grain companies that use their inspection and weighing services;

- Requires individuals and firms that export U.S. grain to register with the FGIS;

- Increases civil and criminal penalties for anyone who violates the U.S. Grain Standards Act of 1976, and allows the administrator of the FGIS to assess a \$75,000 fine for each violation; and

- Directs FGIS officials to make a study to determine the effectiveness of the present U.S. grain standards.

USDA officials noted they are receiving many inquiries on the new grain inspection law. Additional information on implementation of the law will be made available through fact sheets to be issued soon.



# Farm Bureau -- United to Serve Agriculture

The purpose of Farm Bureau is to unite farm families to analyze their problems and formulate action to achieve educational improvement, economic opportunity and social advancement and, thereby, to promote the national well-being.

## What is Farm Bureau?

- ★ Farm Bureau is a free, independent, non-governmental, voluntary organization of farm families. It is the nation's largest general farm organization.
- ★ Farm Bureau is local, statewide, and national in scope and influence. It is organized to provide a means by which farmers can work together toward the goals upon which they agree.
- ★ It is wholly controlled by its members and is financed by dues covering county, state, and the American Farm Bureau Federation membership paid annually by each member family.
- ★ Because it is a farm family organization, Farm Bureau's basic strength stems from the involvement of a substantial portion of the membership in local and state organizational activities.
- ★ Programs and activities are designed to meet the needs of farm families and to "achieve educational improvement, economic opportunity and social advancement".
- ★ Policy decisions are made by members through a development process which give individual members numerous opportunities to influence policy.
- ★ The viewpoints of Farm Bureau members, as expressed through official policies, are represented before the Legislature and Congress by full-time staff serving as Legislative Counsels.

## Why Families Join Farm Bureau

- ★ To improve their economic well-being as participants in the best organized, most influential farm organization in the world.
- ★ To preserve a private competitive enterprise system.
- ★ To become better informed on issues affecting them.
- ★ To participate in the surfacing, analysis and solution of local problems.

# Michigan Farm Bureau Working for You

## Public Affairs

Membership in Michigan Farm Bureau provides each member the opportunity to help formulate policies on key issues facing farmers and a voice in implementing the policies through legislative action. Farm Bureau legislative programs are widely respected at the national, state and local levels. During 1976, several legislative accomplishments were attained. These include:

### National

A major victory was realized when the President signed federal estate tax reform legislation in September, 1976. Enactment of this legislation was a top priority Farm Bureau legislative goal. The legislation was essential because inflation and declining value of the dollar had rendered the original law passed in 1942 virtually useless in the case of modern farm and small business estates. The new law includes the following major provisions: (1) increases the outdated \$60,000 standard deduction to \$175,000 by 1981; (2) increases the outdated marital deduction which the surviving spouse may claim from one-half the value of the adjusted gross estate to the greater of one-half the value or \$250,000; (3) increases the outdated 9-month period followed for payment of estate taxes except in cases of extreme hardship to 15 years with a special 4 percent interest rate; and (4) changes the method of appraising real estate at potential market value for estate tax purposes to actual use value. Farm Bureau will seek additional changes in the capital gains provisions of the new law benefit heirs of family-owned farms and small businesses. This new law will benefit thousands of family-owned farms by allowing the transfer of property to succeeding generations without the necessity for liquidation of all or a portion of the estate to pay federal estate taxes.

### State

Property tax relief through P.A. 20 or the Circuit Breaker System limits property taxes to a percentage of household income. Farm Bureau worked to include farmland in the law and supported the increase of the tax limit from \$500 to the present \$1200.

Farmland and Open Space Preservation Act, P.A. 116, was strongly supported by Farm Bureau and is proving to be successful. Farmland owners can qualify for tax relief of a difference of 7 percent of household income and the total of his property tax plus exemptions from assessments for sewers, lights and nonfarm drainage. Tax relief for some land owners is exceeding 90 percent.

Sales tax exemption on farm machinery, equipment and other production inputs were threatened again. Farm Bureau fought to maintain the exemption. Intervention in agency sales tax regulations has also resulted in favorable interpretation on the law. A new law this year exempts household repairs of up to \$4000 per year from tax assessment for three consecutive years.

Farm Bureau successfully opposed H.B. 4921 which discriminated against farmers by lowering the minimum age to 16 with no upper limit (all others 18 to 65) and subjected farmers to time-and-one-half overtime requirements. (No other state has such requirements and agriculture is exempt from federal overtime law.)

Farm Bureau successfully opposed MI-OSHA regulations which were far more stringent than federal regulations.

Passage of a new Trespass Act will provide strong protection to farmlands requiring written permission for anyone wishing to hunt, fish, or use snowmobiles or off-road vehicles. Farm Bureau supported several pieces of legislation during 1976 to update numerous promotional commissions laws including beef, bean, apple, cherry and potato commissions.

New permit provisions for farm trucks used only to haul commodities from fields to storage should cut costs for many farm uses. Exemptions were achieved in legislation requiring the covering of trucks.

Many, many bills contrary to the best interest of agriculture were opposed and did not pass.

### Local

Many important issues facing farmers are local in scope. Farm Bureau now has a Local Affairs Program structured to provide information and assistance to County Farm Bureaus in their efforts to help solve local issues of importance to members. This new program has helped many counties in their efforts to solve problems such as bridge replacement, movement of oversize farm equipment, burning bans, zoning, rural crime and many others. Through these efforts and meetings with local officials, problems have been addressed which if not solved locally would result in more costly state and national programs.

Michigan's pesticide act was amended to comply with federal requirements which will permit farmers to continue to use essential pesticides. Farm Bureau also supported strongly the updating of state fertilizer laws, feed laws, fluid milk act, weight and measures act, and provision for use of animal technicians to work with veterinarians.

Farm Bureau supported "pricelater" legislation which was enacted to regulate and bond all grain dealers in-

cluding trucker dealers. This will assure to the greatest degree possible that farmers be paid for their grain.

## Market Development

The Market Development Division consists of three highly trained, experienced and knowledgeable marketing specialists. And, whether the job consists of researching a marketing problem, aiding in the policy development and execution process or providing information on markets and marketing to members, the Market Development staff is there to help.

During the past year the Market Development Division has been instrumental in getting a checkoff referendum passed in Michigan for the promotion and research of soybeans. Division personnel have also worked hand in hand with the Michigan Soybean Committee appointed by Governor Milliken to make sure the Checkoff Program gets off to a smooth start.

Members of the division staff also work closely with the livestock industry and any issues affecting the animal side of agriculture. The issues range from working for the creation of a feed analysis lab at Michigan State University to supporting the cattle feeders and the National Beef Checkoff.

The fruit and vegetable industries also receive specialized attention from the Market Development Division. One of the recent issues involving the Market Development Division was the F.D.A.'s decision to delist Red Dye Number 4. Working closely with the sweet cherry industry, the Market Development Division sought to save Red Nbr. 4 and the Maraschino industry.

Research is also an important part of MDD activities. Examining key questions such as processing cooperatives and P.A. 344, dairy pricing alternatives or new methods to market farm commodities, are only part of the job. Division personnel also provide background information, or in some instances actually deliver testimony on critical issues affecting farmers.

The Market Development Division is willing and eager to serve the many needs of modern agriculture. MDD personnel have a vast array of resources at their disposal. Thus, as a Farm Bureau member, you too can take advantage of these resources because the Market Development Division will be there when you need them!

## Information and P.R.

Michigan Farm Bureau attempts to tell the story of farmers to the public each day. Consumers need to know that farming is a business, given fair treatment by politicians, consumers and other groups, if there is to be food supplied.

### Radio and Television

Radio is used on a daily basis to provide the farmer viewpoint on the issues of the day. Each week day two five-minute programs are carried on a network throughout Michigan. A weekly fifteen-minute program is carried by 72 radio stations.

News features are made available frequently to radio stations, on a call-in basis.

TV activities are conducted primarily through news conferences, providing film to stations and arranging for guests to be interviewed.

### Newspaper Activities

Each week an editorial column is sent to 140 newspapers. It always tells a story as the farmer sees it. Many newspapers use the column as their own editorial.

News releases are a part of helping create understanding for the farmer. Releases are sent whenever there is opportunity to inform consumers of the effects of an issue on the farmer and the supply of food.

### Displays

Wherever people congregate, there is an opportunity to tell them about agriculture. Farm Bureau has conducted many mall displays where consumers and farmers meet and discuss issues.

Members used the 1976 Michigan State Fair to talk to consumers. Some 243 members manned the booth in 12 days. Many consumers now know food comes from farms, not stores.

### Helping Keep Members Informed

With today's fast changing pace, farmers must be kept informed of issues, legislation and news developments which will affect them. To help in this area, the Michigan Farm Bureau publishes a monthly newspaper and assists many county Farm Bureaus to publish newsletters.

### Can You Help?

By being a member of Farm Bureau, your voice will be heard in the organization and to the public through the organization. You will gain information to assist you in telling the story of farmers to the public. It's everyone's job.

That's what Farm Bureau is all about -- doing together what can't be done alone.

## Community Groups

The organizational philosophy of the Michigan Farm Bureau is deeply rooted in the basic principles of democracy, and democracy is successful only when there is knowledge and participation. That is the principle upon which the Community Farm Bureau Group Program is based.

Throughout the state, in every county, groups of families meet informally in one another's home to discuss issues and recommend action or take action which will lead to their solution. Every meeting is an opportunity for Farm Bureau members to suggest to Farm Bureau what they think should be done to meet the common problems of farm people at the county, state, national or international levels.

To become a part of a program dedicated to analyzing problems, formulating action, educational improvement and dignity of the individual and preserving our heritage, contact your county Farm Bureau secretary.

## Farm Bureau Women

The purpose of having organized women's activities is to involve women members in the program of the total Farm Bureau (county and state), to develop and conduct special interest projects of concern to farm women, and to surface and train leaders, thereby making Farm Bureau a strong and valuable organization to its members.

Most counties have an organized County Women's Committee which plans activities for all Farm Bureau women of the county. They hold business as well as educational meetings, and also plan and carry out projects, with the help of the women in the counties, which are of concern to members. All women of Farm Bureau families are encouraged to be a part of these activities.

The Michigan Farm Bureau also has a State Women's Committee made up of women throughout Michigan. This committee plans a state program of activities which they may carry out and also which may be developed by county committees, thereby involving women throughout Michigan as there is need and interest.

### Projects of Farm Bureau Women

#### Legislative Activities

Studying issues of concern to farmers, helping make decisions on such issues, and contacts with Legislators and Congressmen and other government officials to inform and influence them in order to protect farmers and their business of agriculture.

Sponsor a Washington Legislative Seminar each year. Participate in regional Legislative Seminars with Legislators and Farm Bureau members.

Promote understanding of local government

#### CONSUMERS

Promote good Consumer Understanding

#### Public Relations Activities

Speakers' Bureau of Farm Women to improve the image of farmers and exchange information with non-farm people.

Network of knowledgeable farm women to speak up for agriculture and issues of concern to agriculture.

Promotion of agricultural commodities through displays in shopping malls and fairs.

Conducting farm tours, and rural-urban projects of good rural - urban communications.

#### Safety and Health

First Aid Kits and Training  
Hazard Identification on farms  
Tractor Safety Lessons for Women  
Cancer detection and other health projects  
Fire Safety Program  
Rural Crime Prevention

## Young Farmer Program

The purpose of the Young Farmer organization is to develop agriculture leadership in the county, state and national organization through Farm Bureau.

Young Farmer Committees throughout Michigan are developing district training programs to better meet the leadership needs of agriculture today.

These training seminars include instruction in the development of communication skills, leadership techniques, management objectives and general organizational flow.

The Young Farmer Committees also sponsor many leadership contests through the year, through involvement in the State Outstanding Young Farmer Contest; Discussion Meet; Queens Contest and Outstanding Young Farm Woman Contest.

Michigan young farmers also have a vital role in the development of Farm Bureau Policy, and actively participate in State and National Annual Meetings.

# Farm Bureau Affiliates Serving You

## Farm Bureau Insurance Group

When Farm Bureau Insurance Group was founded in 1949, its cornerstone was Member service. Our commitment to Member service today is as strong as ever, and after nearly 27 years, many varied programs have been developed.

**GUARANTEED AUTO INSURANCE:** Extended through 1981, this program guarantees that any FBIG named insureds or spouse having a personal auto policy in force for 55 days and maintaining current MFB membership will not have their auto insurance cancelled. Since auto insurance was first offered to MFB members in 1949, the competitive structure of auto rates has offered striking proof that a rural oriented insurance company can best serve the farm community.

**CHARTER LIFE AND DIVIDENDS:** The support of those members who helped create Farm Bureau Life in 1951 has been well rewarded by strong investment returns. Charter Life policies, purchased for member, their children and grandchildren, today pay a Special Charter Life dividend of 60 percent. Combined Special Charter Life and regular dividends in most cases exceed the insured's annual premium. The handshake and promise of 1951 has been especially significant for the 3000 Farm Bureau Members who purchased these original Charter Life policies. Twenty-five years after Farm Bureau Life's start nearly 80,000 life policies for FBIG insureds are in force, with total benefits already paid since 1951 exceeding \$50 million.

**FARM BUREAU MEMBER LIFE:** Introduced in 1974 for the exclusive benefit of Farm Bureau members and their families, this low cost insurance plan - \$25 annually - now protects over 7,800 families, with 190 claims already paid now totalling over \$202,000 in benefits. Over 5,800 Member Life policyholders already have received an automatic 10 per cent increase in member protection following the plan's favorable results in the first year.

**ACCIDENTAL DEATH AND DISMEMBERMENT:** Farming remains one of the most hazardous professions. Updated in 1975, this nine year old program provides member death benefits due to accident of \$2,000 and provides \$1,000 in death benefits on the Member's spouse and \$500 in death benefits for children. Benefits for dismemberment range from \$1,000 to \$250 for members and spouse, depending on the severity of injury.

**ESTATE PLANNING:** Farm estate planning has long been a specialized service offered by FBIG. With four full time Estate Planning Specialists and Home Office back-up, FBIG's estate planning service is a team effort involving the farmer and his family, lawyers, trust officers and highly trained insurance agents. With death, disabling injury and other unforeseen contingencies to guard against, estate planning is instrumental in keeping the farm in the family.

**MEMBER REWARD PROGRAM:** Every Farm Bureau member prominently displaying a Member Reward sign on his premises is eligible for this program. A \$200 reward is offered for information leading to the arrest and conviction of persons committing theft, arson or vandalism to Member premises or to Member automobiles and trucks. Over 1,000 Farm Bureau members are part of this crime deterrent program.

**AG WORK COMP SAFETY DIVIDEND:** Dividend checks totalling more than \$162,000 were mailed out in November to more than 2,000 Farm Bureau members participating in FBIG's Agricultural Worker's Compensation Safety Group program. The dividend, which equalled 15 per cent of each policyholder's annual premium, was the result of the Safety Group's excellent safety record and low Worker's Compensation losses in the July '75 to June '76 period. Available only to Farm Bureau members employing agricultural workers, four dividends totalling more than \$343,000 have been declared since the program's inception five years ago. Based on the actual safety experience of all participating members, dividends can range from 5 per cent to 45 per cent.

**GUARANTEED ARREST BOND CERTIFICATE:** The back of each Farm Bureau membership card contains a guaranteed arrest bond certificate which guarantees bail for any member when arrested for specified violations of any motor vehicle or traffic law ordinance. This guarantee applies to violations throughout the United States.

## MACMA

The Michigan Agricultural Cooperative Marketing Association, Inc. (MACMA) provides group marketing and related services to Farm Bureau members. MACMA is designed to increase the bargaining power of farmers through group action in the market place.

MACMA is a voluntary membership organization, operating under the Federal Capper-Volsted Act and Michigan laws as a bargaining and marketing cooperative.

MACMA marketing services have the objective of obtaining the full market value for commodities that members produce. Marketing used to be simple. The

farmer took his produce to town and sold it to a large number of small buyers and customers. Marketing is no longer simple. It's a complex business with ever-changing concepts, new approaches, and new directions.

Farm Bureau members use MACMA services by joining one of the thirteen commodity divisions. MACMA is currently providing group action services for processing fruit, processing vegetables, feeder pigs, feeder cattle, and retail farm markets.

"Member to member" high quality food products are distributed through county Farm Bureaus both as a service to member program and as a marketing program to expand the sales of Michigangrown products.

MACMA is one of the largest multi-commodity marketing associations in the nation. Its unique approach to unify commodity marketing activities and its affiliation with the Michigan Farm Bureau has many advantages which work to the benefit of MACMA members.

MACMA consists of commodity - divisions geared to the needs of particular commodities. Each division has a marketing or operations committee, elected from the membership, with the responsibility of planning and carrying out their particular commodity division programs. Each division conducts a specialized marketing service, but every division provides members with timely information through newsletters and meetings.

The organizational philosophy of the Michigan Farm Bureau is deeply rooted in the basic principles democracy, and democracy is successful only when there is knowledge and participation. That is the principal upon which the Community Farm Bureau Group Program is based.

Throughout the state, in every county, groups of families meet informally in one another's home to discuss issues and recommend action or take action which will lead to their solution. Every meeting is an opportunity for Farm Bureau members to suggest to Farm Bureau what they think should be done to meet the common problems of farm people at the county, state, national or international levels.

To become a part of a program dedicated to analyzing problems, formulating action, educational improvement, dignity of the individual and preserving our heritage contact your county Farm Bureau secretary.

## MASA

MASA was incorporated in 1956. The purpose of the organization is to provide service and assistance to members of the association and to render all types of service required by members employing farm laborers.

**Labor Management**  
Today's farm employer must not only compete for the available labor supply, he is faced with a complex set of laws, regulations, and practices which define how he will compete in hiring and retaining the type of employee he needs. Wage and hour laws, Social Security, Workman's Compensation, hazardous occupations, child labor, Occupational Safety and Health Act, housing standards, unionization, liability insurance, strikes, boycotts, labor contract negotiations, farm labor records, and anti-discrimination laws are all part of today's farm labor management.

### Consulting Service Available

Just as he has turned for assistance and guidance to specialists in production, finance, and marketing, the manager of today's farm business needs assistance in avoiding labor problems where possible, and preparing to meet and deal with problems when they arise. This type of assistance can best be provided by farmers pooling their resources. Only then can agricultural employers effectively deal with the problems on an industry-wide basis. MASA provides a consulting service for members concerning labor management problems.

Several years ago, farmers balanced the scales by forming mutual insurance companies to meet their needs. They pooled their resources to spread the risk and underwrite the costs. This is what MASA is designed to do with today's labor situation.

## Farm Bureau Services

Farm Bureau Services, Inc., originated in 1920 with a Seed and Supply Department of Michigan Farm Bureau. The Supply Service Department of Michigan Farm Bureau was separately incorporated in 1929 as Farm Bureau Services, Inc. The Michigan Elevator Exchange was organized as a separate cooperative by local co-op elevators and became a division of Farm Bureau Services in November, 1962.

Farm Bureau Services, Inc. is a federated cooperative organization owned by Michigan Farm Bureau, 96 affiliated farmers' cooperative associations and 14,750 farmers.

A dealer organization of over 125 points, including its own 22 branch stores throughout Michigan, a wholesale warehouse and store in Jenison, a supply center at Carrollton and a number of local elevators under management contracts, provide service to an estimated 75,000 farmers.

Farm Bureau Services is an extensive cooperative handling thousands of items and performing many services for Farmer Patrons.

1977 Farm Bureau members may utilize their \$5.00 Purchase Certificates at participating dealers towards the purchase of Farm Bureau Services' farm supply items.

The leadership provided by Farm Bureau Services, farmer - owned and controlled, plays an important role in stabilizing priced and maintaining the quality of farm supplies in Michigan.

- Farm Supply: feeds, fertilizers, chemicals, seeds and hardware.
- Statewide retail dealers with one-stop service.
- Grain and bean marketing.
- Sound financial assistance.

## Farmers Petroleum

In 1920 and 1921, The Supply Services Department of Michigan Farm Bureau mentioned "handling some oil." By 1929, Farm Bureau Services was distributing some motor oils. But it was in 1949 that the petroleum business really got started. That was the year FARMERS PETROLEUM COOPERATIVE, INC., became a separate corporation.

Objective of the new petroleum cooperative was, "To assure a source of quality petroleum supplies whose specifications surpass the rugged needs of agriculture and to do this job for the cooperative's stockholder - patrons at the lowest cost, thus adding to their economic betterment. This objective is still the major goal of Farmers Petroleum Cooperative.

**Crude Oil Production.** One of the compelling reasons for the incorporation of FPC was the need to secure basic sources of supply. With this in mind, the first crude oil wells were acquired in 1949 in Gladwin County, Michigan.

At the present time, FPC has interests in many oil wells located in Michigan and Illinois. Production from these wells supplies approximately 12 percent of the daily liquid fuels sales requirements for the cooperative.

The crude oil is basically exchanged for finished fuels which is refined to the cooperative's specifications. The additional fuel required to meet sales demands is purchased using the same rigid quality standards.

During 1976 Farmers Petroleum Cooperative, Inc., joined with eight other interregional cooperatives to purchase a refinery at East Chicago, Illinois called CF Petroleum, Inc.

Farmers Petroleum Cooperative serves Michigan farmers with a complete "top" quality line of petroleum supplies and services available throughout the state from their 47 service centers.

- Quality liquid fuels: Power Balanced gasolines, Custom Diesel fuels and Flame Balanced fuel oils.
- Top quality lube oils and accessories.
- Performance proven CO-OP tires.
- Statewide retail dealers with one-stop services.
- Special services: farm and field tire service, oil burner repair and maintenance, financial assistance.

Farmers Petroleum is a farmer - owned and controlled co - operative organized to stabilize prices and maintain the quality of petroleum supplies in Michigan.

Farmers Petroleum, through its participating dealers are accepting the 1977 Farm Bureau Member \$5.00 Purchase Certificate.

## Group Purchasing Inc.

The newest member of the Farm Bureau Affiliate Companies is the Michigan Farm Bureau Group Purchasing, Inc., which was incorporated on February 23, 1976. This new company provides economic service to members only through the sale of top quality tires and batteries at the lowest possible cost with a cash - only program through local dealers who are selected by the County Farm Bureau.

This committee of the County Farm Bureau works with the local dealer and the local membership by promoting and advertising the program. They also counsel their local dealers on the kind of inventory that is needed by the local membership.

By the third month of operation, 21 safemark dealers have been approved by 19 counties and are stocking tires and batteries for the use of the local Farm Bureau members. The program stresses basically the following points: top quality of tires and batteries, the lowest possible cost, a cash-only program and available to Farm Bureau members only.

# Farm Bureau Membership Benefits Farm Families

## ACCIDENTAL DEATH AND DISMEMBERMENT PROGRAM

Maximum \$2,000 protection for member. Also coverage for spouse and children at NO. additional cost. (Excludes Automobiles)

## BLUE CROSS-BLUE SHIELD GROUP BENEFITS

Your choice of 2 plans, Comprehensive or a low cost Econo-plan. Plus optional services to deduct Blue Cross - Blue Shield payments directly from the farmers milk check.

## MEMBER LIFE INSURANCE

A decreasing term group life insurance program is available for the entire family.

## AUTO INSURANCE, MUTUAL AUTO

Designed for agriculture's needs at agricultural rates.

## WORKMEN'S COMPENSATION INSURANCE, SAFETY GROUP

Designed for agriculture employer - employee liability protection.

## MARKETING SERVICES-WHEAT, FOWL

Aggressive commodity programs to meet the marketing needs of farmer members.

## PURCHASE CERTIFICATE

A Certificate worth five dollars toward the purchase of fifty dollars or more of Farm Bureau Services, Inc. or Farmers Petroleum Cooperative Products is provided every member.

## LABOR MANAGEMENT SERVICE

Information and assistance in the recruitment and management of farm labor.

## FARM RECORD-KEEPING SERVICE

Low-cost, modern, computer accounting.

## ARREST BOND

\$50.00 Guaranteed Bond Certificate.

## \$200 REWARD

A program for members offering \$200 reward for information leading to the arrest and conviction of vandals, arsonists, and thieves.

## GROUP FAMILY EYE CARE DISCOUNT PLAN

Through Nu-Vision Optical

## MACKAY INDUSTRIES

Power transmission products at wholesale prices.

**For MFB Members  
Blue Cross Blue Shield  
and Coverage**

### OUTLINE OF BENEFITS

if you're under age 65... full group protection!  
if you're 65 or older... protection to complement Medicare Master Medical... to pick up many additional charges! Econo Plan... 30 percent - 70 percent co-pay plan

# Farm Bureau Saves You

	Sample Farm Savings	Your Farm Savings
Michigan gas tax refund 9c per gallon x 4,000 gallons .....	\$360	_____
Federal gas tax refund 4c per gallon x 4,000 gallons .....	160	_____
Farm truck license 8,000 lb. truck x \$1 per 100 lbs. ....	80	_____
Farm wagon license 3 wagons at \$7.80 per wagon .....	23	_____
Sales tax exemption 4 percent sales tax x \$20,000 farm input .....	800	_____
Repeal of farm personal property tax 50 percent of value of personal property x local millage rate .....	800	_____
Tax relief for households and farms - limits property tax to 3 1/2 percent of household income, with refund up to \$1,200 .....	1,200	_____
<b>TOTAL .....</b>	<b>\$3,423</b>	_____

Plus exemption from tax assessment for growing crops; transportation legislation; marketing and bargaining legislation; amendments to labor laws; increase of livestock indemnity payments; tax appropriations for livestock and crop research; program to limit property taxes for farm land to seven percent of household income, and amendments to environmental regulations.

**ADD'EM UP FOR YOUR FARM - AREN'T THEY WORTH MORE THAN \$35 MEMBERSHIP DUES?**

# New Regional Reps for Reorganized Regions



Ray Wood has been named as the new Regional Representative for the reorganized North region. He was formerly employed by the City of Sault Sainte Marie as a tax assessor. Wood is a graduate of Lake Superior State College and holds a B.A. degree in Social Science.



Charles Buchholz has been named as the new Regional Representative for the new Southeast Region. He is a graduate of Northwood Institute with a B.S. degree in Business Administration and an Associate Degree in Banking and Finance. Buchholz was formerly the executive vice-president of the Farmers and Manufacturers Beet Sugar Association.



John VanderMolen has been named as the new Regional Representative for the reorganized Southwest Region. He had been employed by Farm Bureau Services in the Kalamazoo Branch as a sales representative. VanderMolen is an honors graduate from Western Michigan University with a degree in Agricultural Distribution.



Patrick Lause has been named as the new Regional Representative for the reorganized West Central Region. He was formerly employed by Farm Bureau Services in Bay City as a sales representative. He holds a B.A. degree in Agricultural Education from Michigan State University.



Jim Shiflett has been named as the Regional Representative for the Northeast Region under the new region reorganization plan. He is a graduate of Olivet College and holds a B.A. degree from that institution.

## Ag Labor Rules Defined

The Michigan Commission on Agricultural Labor has announced a clarification of the state's construction code act as it relates to seasonal farm labor housing.

A commission spokeswoman said, "Seasonal farm labor housing which is licensed under the Agricultural Licensing Act is exempt from requirements for building permits and code compliance."

"However," she said, "the Bureau of Construction Codes wants it clear that this exemption applies only when building structures are utilized solely for seasonal farm labor housing."

If the housing is used for other purposes, the state's construction code act must be followed.

For example, if the seasonal farm labor housing is rented out in the off season, the Construction Code Act requirements apply.

This structure would then require a certificate of occupancy prior to use.

Another special case involves the use of mobile homes for migrant housing. Any mobile home purchased after December 6, 1974, requires a smoke detector and fire extinguisher.

Currently under the Agricultural Camp Licensing Act, seasonal farm labor housing is inspected by the Michigan Department of Public Health.

## MASA Open House at Annual

The Michian Agricultural Services Association (MASA) cordially invites Annual Meeting delegates and their friends to a hospitality hour Thursday, December 2 in the Continental Room of the Pantlind Hotel. Representatives of MASA will be present from 4:00 to 5:30 p.m. Refreshments will be served.



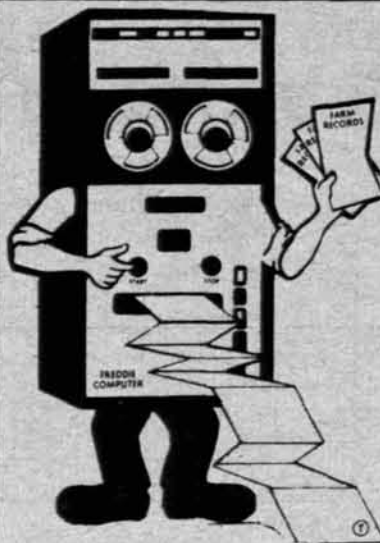
Don Currey has been named manager for the Young Farmer Department and Training Coordinator for the Michigan Farm Bureau.

Currey has both a B.A. and M.A. in Vocational Agriculture from Michigan State University, plus specialty training from Central Michigan University and the University of Michigan.



Jerry Nyberg is new to Michigan Farm Bureau. He is assigned to the Market Development Division as a Horticulture and Marketing Specialist. Nyberg was most currently a County Extension Agent in Washington State. Prior to this appointment, he served in a similar capacity in Michigan. He holds both a B.S. and M.S. degree in horticulture.

## New State Regions



# NOW! Freddie Computer can help you save Time and Money

## At the Tax Office-At the Bank-On the Farm-At Home

Good Farm Records make tax reporting a lot easier -- and save you both tax dollars and time.

Good Farm Records help you get the loans you need, keep interest costs down, and help you make more money on your operation.

What is your return per dollar invested? What enterprise best fits your situation? How Can you improve your net farm income?

Save time with Freddie Computer -- Just write down your income and expenses and send them in. Also -- if you want -- get complete family records too.

Stop by and see us at the Freddie Farm Records Display Booth during the product show at the Annual Farm Bureau Meeting at Grand Rapids Nov. 30 - Dec. 2.

Interested in signing up for Freddie Computer? Then Send for an enrollment application. Fill out the following form and Send to: Gerald Nyberg, Michigan Farm Bureau P.O.Box 30960 Lansing, Michigan 48909

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

# Michigan Marketing Outlook

## Grain Dealers Act Impact

On August 1st, 1976 the Grain Dealers Act of 1976 became effective. The 1976 legislation was virtually a complete rewrite and update of Act No. 141 of the Public Acts of 1939. Under the 1939 law the commissioner of agriculture was given the authority to regulate, license and inspect storage and warehouse facilities in Michigan. The Grain Dealers Act of 1976 however, broadens the authority and responsibility to include such marketing tools as price later agreements. The act also broadens the licensing requirements to include nearly anyone who buys or sells grain on a commercial basis. The title from the Grain Dealers Act demonstrates the expanded powers: "An act to permit the Director of Agriculture to regulate the storage, warehousing, buying and selling of farm produce within this state; to provide for the licensing, regulation and bonding of grain dealers; to provide for warehouse receipts and price later agreements; to provide for the establishment of an inspection service and personnel for licensed grain dealers; and to provide penalties for the violation of this act."

The commodities covered under the provisions of the Grain Dealers Act include any or all of the following:  
Dry edible beans  
Soybeans Grass seeds  
Small grains Legume seeds  
Cereal grains Corn

Perhaps one of the most sweeping changes was the redefining of what constitutes a grain dealer. A grain dealer now includes any person in the business of receiving, buying, exchanging, selling or storing farm produce with the exception of:

a. A grower or producer selling farm produce he actually produces.

b. A person buying farm produce for his own feeding purposes.

c. Or, a retailer who makes incidental sales of farm produce. Thus, under the new Grain Dealers Act, more people must be licensed and inspected allowing the state to place tighter control over grain trading in Michigan.

The Grain Dealers Act also provides adequate protection for the users of price later agreements. Many farmers complained that a price later agreement offered little or no protection for the farmer selling his grain to an elevator. It was different from the standard warehouse receipt which most producers

had known and grown accustomed to. Under the 1976 legislation, anyone offering a price later agreement is required to do one of the following:

a. Procure a commitment for a future selling price for the amount of the farm product.

b. Keep the farm produce, or fungible farm produce, on hand as his own property.

c. Have farm produce certificates representing equal amounts in value of farm produce, as approved by the Director of Agriculture.

d. Have an irrevocable letter of credit or money in escrow to cover not less than 30 percent of the value of the farm produce.

In other words the grain dealer must buy futures, store the commodity, have a certificate like a warehouse receipt or have th credit or money to pay (up to 30 percent) of the value which is similar to warehouse receipt bonding.

Failure to uphold the provisions of the Grain Dealers Act can lead to a fine of \$10,000 and/or imprisonment for not more than 5 years.

Dr. Paul E. Kindinger,  
Director  
Market Development  
Division

## Pork

The projected hog slaughter for February is 18 percent over last year. This coupled with the latest U.S.D.A. projections of farmer intentions showing a possible 16 percent increase in farrowings during this quarter and 9 percent during Dec.-Feb. quarter paints a pretty rough picture for the next few months.

On the brighter side of the picture there are at least two points to consider:

1. Cold storage inventories of pork are down 3 percent from a year ago, which is not very significant in light of all the access pork that is predicted to come to market but it's much better than having our cold storage full at the onset of this cycle.

2. When you look at the total picture, we should be reminded that an excess of pork or poultry products is no where near as serious in total volume of product to consume as the excess beef supply that we just went through. The estimated total production of beef and pork for 1976 is 37,111 million pounds. Of this, 25,234 million comes from the beef side.

I am predicting that pork producers will react and reduce the intended farrowings for next quarter and begin the liquidation phase that has to come before

prices improve.

Tom Reed, Marketing  
Specialist  
Market Development  
Division

## Corn

Amid news of a record U.S. corn harvest, record Soviet grain production, and general uncertainty in grain markets, corn prices have dipped to their lowest levels since June 1973. Prices (at the time of this writing) are 10 to 15 cents per bushel below the \$2.00 mark at most local elevators. Many farmers simply are refusing to sell corn at those prices. Such prices barely cover average direct or out-of-pocket costs. According to a recent U.S.D.A. study, production costs (not including land) were in the range of \$1.60 to \$1.70 per bushel for Michigan.

The November corn crop estimate was 3 percent higher than the October 1st figure, placing this year's crop at 6,093 million bushels. Even the private forecasters raised their estimates from the previous month. The market is still searching for its proper level.

A factor in the grain markets are the questions still being asked as to just what is taking place in the cattle and hog industries. Cattle numbers seem to be on the decline while hog numbers are increasing. This still leaves the question of feeding intentions, however. Not only

how much corn vs. wheat vs. soybean meal but also to what weight will their cattle and hogs be fed.

Similarly, no one really can firm up a set of figures for what is likely to happen in the export market. The Soviet Union has experienced a good harvest and there are nations like Canada, Brazil and Australia with grain to sell. A remaining question concerning exports is just how much some of the Western European countries and countries like Japan will take off the market.

Where does all this leave the farmer? It seems to be leaving many farmers looking for a place to store all or part of their 1976 harvest. A place to hide until the storm clears. Throw in a change in government come January and the outcome in terms of prices is still anybody's guess. The higher prices which seem likely for soybeans and soybean meal may help pull corn prices up a bit. But with large stocks of wheat and corn on hand it looks like the dark clouds may be around a little while longer.

## Dairy

The U.S.D.A. milk production report will not be good news for most dairymen. The report estimates October production at 9,685 million pounds, 5.6 percent about a year earlier

in Michigan. It's even worse with close to a 9 percent increase and approximately 14 percent increase in Wisconsin, just across the lake.

Last month milk cows increased 12,000 head nationwide over the previous month. This represents the first increase in cow numbers over the preceding month since December of 1974.

With lower feed costs and low values for cull cows the results are fairly predictable; you simply keep more cows around that probably should be sold and you feed them all a little better thus increasing production.

The next step in the chain of events is also fairly predictable, with increase production comes some depression in price as our dairymen are now beginning to experience.

The only real bright spot that probably most dairymen forget is that with feed costs below year ago levels and milk production above year ago levels, your milk feed price ratio should improve enough to offset any short term lower price adjustments.

Tom Reed, Marketing  
Specialist  
Market Development  
Division

## Apples

The fresh market picture

and the processing apple market picture continue to be optimistic and bright, according to Fred Burrows, Executive Vice President, International Apple Institute. The U.S. Department of Agriculture (USDA) October 1 estimate placed the national crop at 146.4 million bushels a slight reduction from its August 1 estimate. According to information received by the USDA, Michigan's crop is below the 11.9 bushel estimate, due to the adverse impact of the drought on fruit size.

Also, there is some slippage in tonnage in the appalachia region not fully reflected in the USDA's estimate. Further, in the light crop areas in the east and midwest (due to low temperatures in the spring) frost and misshapen fruit, plus the difficulty in getting light crops picked, will reduce the marketable fresh tonnage. Fresh market f.o.b. prices are substantially above last year and stable. And, for the long pull, the picture is optimistic. Processors continue to be active cross the country in search of raw products. In the east and midwest, the supplies of juice apples don't meet the demand and prices have increased. Some fruit for processing has moved from the northwest to the east and midwest.

# mfrn farmers of the week

QUALITY FARMING OPERATIONS • AGRICULTURAL/COMMUNITY INVOLVEMENT



**Duane H. Fair**  
274 acre Branch  
County dairy farmer -  
District Vice  
President DHIA  
Board - past member  
advisory council of  
P.C.A. - member  
Pleasant Hill  
Missionary Church.



**Pete Short**  
200 acre Gladwin  
County dairy farmer -  
President county  
Farm Bureau  
township trustee -  
member and former  
secretary-treasurer  
Artificial Breeders  
Association.



**Paul Vasold**  
448 acre Midland  
County cash crop and  
beef farmer - member  
of advisory board of  
Farm Bureau Ser-  
vices - President of  
F.B. Community  
Group - Chairman of  
Deacons Lutheran  
Church.



**Carlton Hewitt**  
275 acre Cass County  
grain farmer -  
member Cass County  
Farm Bureau Board -  
Vice Chairman of  
County Agriculture  
Stabilization & Con-  
servation Committee.

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**MICHIGAN FARM RADIO NETWORK  
AND FARM BUREAU INSURANCE GROUP™**



# CROP Helps Nations Help Themselves

Perhaps this is the time of the year to be thankful for being a minority. Perhaps some farmers feel disadvantaged because only four per cent of United States citizens are involved in agricultural production.

They should consider some underdeveloped countries, like Indonesia, India, Bangladesh and others. Here over 80 per cent of the population must work to produce food or starve.

In these countries agriculture is labor-intensive, instead of capital-intensive, as it is in the United States. It's unthinkable to buy a \$20,000 tractor and go till 500 acres in an underdeveloped country. Not only would it be difficult to raise the capital, but a producer would risk putting many people out of work who have not other skill than cultivating soil for handfuls of beans as payment. Officials of CROP, an organization that helps countries increase their food production through projects best suited to a nation's economic structure, are quite mindful of the differences.

"Instead of just raising money and shipping food and agricultural implements to any country that asks for help, we work to determine just what kind of project will help a certain village become

self-sufficient," says David Bower, director of the Michigan Chapter of CROP. Then we help coordinate the funding project. A community that has requested help may have to wait six months until the needed equipment arrives.

One such project was completed by the people of Sparta, a rural community of 3,100 in Southwest Michigan. "Operation Windmill," coordinated by Kent County Farm Bureau members' Pat and Robert Bradford and Gail and Leroy Klein first started off as an auction of donated merchandise. Money raised from the sale was the first of the community's goal of \$3,000.

"The project was started through a church group, but soon became one strongly supported by farmers and in the community as well," Bower says. "It was looked upon as an opportunity not only to help disadvantaged people but also as a tool to help overcome some of the adverse publicity farmers have received from the urban press."

Within a short time, the necessary funds were raised. Several local media picked up on the story in a positive light. Two goals were accomplished.

"The windmill paid for the

Sparta fund-raising project was sent to the Cape Verde Islands, which lie off the west coast of Africa," Bower points out. "It is one of 25 used to pump water so that hundreds of acres of land thought useless for agricultural production now help poor communities become capable of providing enough food for their own people."

Funds raised through the CROP organization are also used to purchase percolation tanks, water pumps, hand tools such as shovels and hoes and other equipment used in agricultural production. Village leaders must work with CROP personnel overseas to see that all the donated equipment is used properly.

Approximately \$95,000 of Michigan produced split beans have been shipped overseas through donations to CROP. Another \$8,000 in Michigan produced dry milk is donated by Michigan dairy cooperatives to be used in the organization's nutrition programs.

"CROP started off as a food donation program, but now we use the food as a way to encourage disadvantaged village members to work for the benefit of their communities," Bower points out.

Merelegowan, a village of

250 outcast Hindus in India, provides a good example of how the food-for-work program operates, Bower says.

"These people are isolated from all governmental help," Bower emphasizes. Drought-bred malnutrition had hit the community so hard that children were too weak to walk to the next town to beg for food."

Since CROP helped the town organize five work-for-food projects, it's a changed village with hope for the future, Bower says. In two year's time the village residents had dug five

irrigation wells. They were paid for their work with CROP corn and wheat for their work. Now the village is growing 45 acres of sorghum as its staple crop, with eight acres of sugar cane for cash. Enough food is grown to support the village, to have a trade commodity and to have the resources to expand their food production.

Many CROP aided villages are able to sell their cash produce to buy cattle, fertilizers, health care facilities, school books for children and many other self-help tools they would otherwise have to do without.

## FB Women Help CROP

Michigan Farm Bureau County Women's Committees will be devoting much time and effort to help the CROP organization raise funds in 1977 says Helen Atwood, manager of Michigan Farm Bureau's Women's Activities.

"Farm Bureau women have been active in supporting this organization since its inception in 1947," Miss Atwood explains. "The first projects were the collection of funds through coin folders. We know that Farm Bureau members have also helped CROP through their church groups. Projects to assist CROP are a part of the 1977 Farm Bureau Women's activities

programs." Miss Atwood is a member of the CROP executive committee. Michigan Farm Bureau is a member organization of the Michigan CROP board. Several other agricultural organizations and a number of church groups are also organization members.

Any member who wants to help CROP, particularly during this holiday season, should contact their county Farm Bureau Women's Committee or Miss Atwood at the Michigan Farm Bureau Center in Lansing. Her telephone number is (517) 485-8121, extension 207.

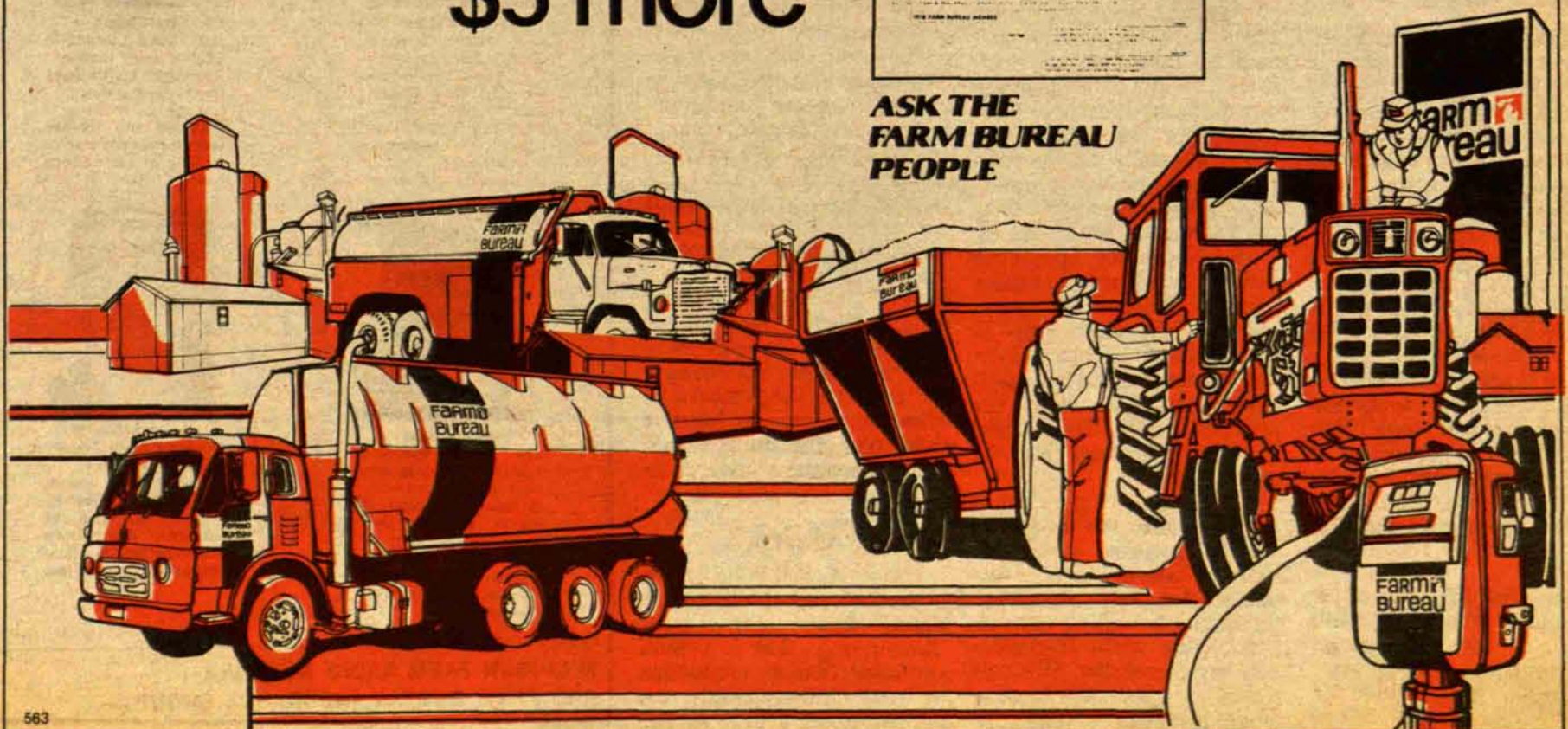
# YOUR Farm Bureau membership IS WORTH \$5 more

Sign-up now for your 1977 Farm Bureau membership and we'll give you a \$5 certificate good toward the purchase of \$50 worth of merchandise at either a Farm Bureau Services or Farmers Petroleum dealer.

This \$5 certificate is one more way your Farm Bureau membership's worth even more today. Stop at your Farm Bureau office and sign-up.



ASK THE FARM BUREAU PEOPLE



# DISCUSSION TOPIC



TIRES - BATTERIES

by **KEN WILES**

Manager Member Relations

Three years ago the voting delegates at the Michigan Farm Bureau annual meeting asked for a study to assure the continued growth and viability of their farm organization. They asked for a review of existing programs and recommendations for adjustments, an analysis of membership make-up, and the development of a financial plan which would assure a strong, viable Farm Bureau in the future.

The delegates were concerned. As farmers, they were beginning to feel the effect of a steadily spiraling inflation on their own farms. They realized their county and state Farm Bureaus would also be affected by the culprit -- inflation. They wanted their farm organization to be financially strong in order to serve the future needs of Michigan farmers.

## STATE STUDY COMMITTEE

In accordance with the adopted policy, President Smith appointed fifteen operating farmers, representing a cross section of commodity interests and geographic areas, to a State Study Committee. These farmers were recognized as leaders in agriculture and in their home communities. And, most important they cared about the future of Farm Bureau.

It was a dedicated group of farmers who searched for the right future course for their organization. It was a rather overwhelming assignment with which they were charged. They knew the decisions they made could effect not only the future of their farm organization, but the future of agriculture in Michigan. They realized that in a labor-oriented state, Farm Bureau membership growth was vital. Without membership gain, Michigan Farm Bureau, the voice of agriculture in our state, would lose its political strength, and its image would suffer with members, potential members and the public.

So from the very beginning of their assignment, the committee was dedicated to surfacing a strong, attractive, members-only program which would be a clear demonstration to members and potential members that Farm Bureau was an organization worthy of their continued support.

## THE SEARCH

In their concerted search for economic services which would attract and maintain membership, they were impressed with the "members only" benefits of the Safemark group purchasing program. They studied the program with American Farm Bureau Federation personnel and with other state Farm Bureaus which had realized tremendous membership growth since initiation of the program. During their tour of other states, they visited Iowa because of its similarities to Michigan. Iowa had initiated, and still have, two member services which are in competition with their own affiliate companies -- Safemark and Blue Cross-Blue Shield. It is their philosophy that if their affiliate companies cannot, or will not, offer competitive services, products or prices to members, then the parent company will offer "outside" services.

The State Study Committee was well aware of the competitive factors involved in recommending the Safemark program be

brought into Michigan. They labored long and hard in their attempts to have Michigan Farm Bureau affiliates offer an alternate program that would provide comparable benefits to members only. They were unable to present a proposal which was judged equal or superior, so it was decided that initiating a group purchasing program in Michigan was in keeping with Farm Bureau's philosophy of good competition and should be, in their words, pursued vigorously.

It was the consensus of the committee that, although the existing services of Farm Bureau were of considerable value to farmers, they were not specific enough, state wide in availability, or readily recognized by many members, and that the Safemark program could fill this economic void.

## DELEGATES SPEAK

On June 28, 1975 at the Special Delegate Session of the Michigan Farm Bureau, the State Study Committee recommended that the Michigan Farm Bureau Board examine the Safemark Program and give it top priority consideration. This recommendation was accepted by the voting delegates.

In line with this adopted policy, the Michigan Farm Bureau Board appointed a committee of three board members and a staff assistant to examine the Safemark Program. In carrying out its charges, the Research and Development Committee met with personnel from the AFBF Service Company, with representatives of Farmers Petroleum Cooperative, surveyed county Farm Bureaus regarding potential support of a group purchasing program, gauged the interest at the President's Conference and other meetings throughout the state, took a tour of North Carolina and Kentucky Farm Bureaus to study the program at the state and county levels and interviewed local dealers involved in the program, and once again met with personnel from Michigan Farm Bureau affiliates.

Also, to obtain an indication as to the interest and potential support of a group purchase program in Michigan, the committee surveyed members at the 1975 county Farm Bureau annual meetings, Young Farmer meetings and County Farm Bureau Boards. The results were ninety-one percent for the program. In the Northeast region of the state, one hundred percent of those surveyed said they would be interested in the program.

## COMMITTEE REPORTS

On February 12, 1976 the committee presented three recommendations to the Michigan Farm Bureau Board of Directors. First, based on the findings of both the State Study Committee and the Research and Development Committee, that the key to membership growth is to offer members a service they cannot get through any other organization, and that the group purchase program fills a need for a tangible economic service for members only, they recommended that a group purchasing program be adopted for Michigan Farm Bureau members only.

The second recommendation was that the group purchase program be Safemark, and that a separate corporation be established, to start with tires, batteries, and accessories, with other items on an order basis only.

The third recommendation involved the administration of the program. They recommended that it be operated through the Michigan Farm Bureau Field Operations Division, using existing staff, until volume justifies necessary expansion.

The Board accepted all three recommendations and work began to work out the necessary details to implement the program. Thus, after much research and serious consideration, Michigan Farm Bureau's newest affiliate company -- Michigan Farm Bureau Group Purchasing Company -- became a reality.

## HOW IT OPERATES

Each County Farm Bureau Board decides whether or not the county will participate in the Group Purchasing Program. If they decide in the affirmative an agreement is signed between the County Farm Bureau and the Group Purchasing Company. The County Farm Bureau then appoints a Group Purchasing Committee which has specific duties and responsibilities for operating the program within their county.

The duties and responsibilities of the county Group Purchasing Committee includes contracting prospective Safemark dealers and recommending to the County Board a specific dealer or dealers for their county. The County Farm Bureau Board approves the committee's selection and recommends to the Company that the dealership be awarded to their choice.

The Company thoroughly examines the credit limitations and background information of the prospective dealer. When this is completed and approved the dealership is open for business and he is shipped an inventory of tires and batteries in the sizes he requests. The dealer pays for all items upon receipt and Farm Bureau members pay cash to the dealer for merchandise purchased.

The prices members pay for Safemark tires and batteries are established by the Company. These prices are the same throughout the state regardless of where they are purchased.

Dealers are able to operate on a low margin of profit as the responsibility for advertising rests with the County Group Purchasing Committee. This is not an overall advertising program, but rather is directed to Farm Bureau members through county Farm Bureau publications and by word of mouth. Another reason the cost of the top quality products is low is because the dealers usually are in some other business which relates favorably with the Group Purchasing Program. Thus the cost of operating that business is shared with other sources of income.

## THE FUTURE

The Group Purchasing Program is a service which will provide a real economic value to members and will result in membership strength for our organization. In its less than four months of operation it has already caused many members to say: "We can achieve economic gains because we belong to Farm Bureau." As the program spreads to more counties in the state and more items of merchandise are offered many more people will realize that it pays to belong to Farm Bureau.

# FBS Feed Lab to Open in Battle Creek



Paul Mulleneaux, manager of the FBS Battle Creek feed Plant and Brian Gates, supervisor of the plant's quality control division, look over the plans for the new FBS quality control laboratory next to the feed plant. The new facility will provide on-the-spot analyses of both feed ingredients and the final feed mixes.

A new quality control laboratory will provide on-the-spot analyses of feed and feed ingredients at the Farm Bureau Services feed processing plant in Battle Creek.

Construction on the new laboratory began November 5. The structure is scheduled to be completed in April 1977. It will be operated by the Technical Services Section of FBS' Farm Supply Division.

"Presently our quality control system consists of sending feed and feed ingredients samples to independent laboratories at the rate of 30 a week," says Dr. Marvin Wastell, director of the Technical Services section. "At times this system prevents us from receiving analyses before the ingredients are put into a final feed mix. With the lab right at Battle Creek, it will be possible to get the analyses much quicker. This will be a real asset to the whole operation."

Wastell feels that the laboratory will help to provide for a more uniform

final feed product.

"We won't have to ability to check for hydrocarbon contamination, though," Wastell points out. "This kind of examination must be done with a gas chromatograph."

The presence of hydrocarbons would indicate contamination by a PBB-like substance. Present quality control methods of sending feed ingredients to independent labs to check for such contamination and the careful scrutiny of all ingredient shipping records has provided adequate protection against such contamination.

However, the laboratory will be built so that additional equipment can be added if the need arises for it, Wastell says.

The new laboratory will also be able to analyze nutrient levels in fertilizers. This service will be available for FBS product dealers only.

"However, Farm Bureau members who would like quick forage and feed analyses can send samples in to their FBS feed dealers."



## Supply Report

By Greg Sheffield

### FEEDS

The Nu Pro Dairy Feed program for high producing animals is taking hold rapidly. Farmers with high producing herds can gain hundreds of pounds more milk with Farm Bureau's new, patented invention, a result of CRF Cooperative Research Farms. Inquiries on the startling production advantages of NU PRO Dairy Feeds should be made to local dealers and our Feed Department Fieldman.

The Farm Bureau FBS Minerals line has now been greatly expanded so we now have the broadest line of superior minerals available in the state from one supplier.

Bulk textured feeds are now available at the Battle Creek Feed Plant. This includes Trophy and Manna Mate.

Feeds have been selling well from our Battle Creek Feed Plant.

LPS, liquid protein supplement, keeps growing in popularity as more farmers find out about its convenience and economy.

### FERTILIZER

The fertilizer situation looks good with adequate supplies in prospect and prices having stabilized for now. Some of the best buys on fertilizer can often be made in the winter months.

Farmers who can take fertilizers early and have a place to store them will be in the best position this spring. Talk over your specific situation with your Farm Bureau dealer.

### PESTICIDES

Farm Bureau Services has been meeting with pesticide manufacturers to determine

programs and supplies for the coming spring season. Most pesticides look like they will be in good supply. Prices appear like they will remain the same with some important items lower and a few slightly higher.

### SEEDS

There still remain many economic advantages for farsighted farmers who wish to order their corn seed for spring. Farmers should see their dealers, have a planning session, and order now. By doing this they will have a better chance of getting the kernel size and variety they want to plant. The Seed Department and seed salesmen are booking sunflower and wild bird feed.

### HARDWARE

Winter hardware items are in good supply and now delivered for the most part to dealers across the state. Farmers should check their livestock hardware for adequacy for winter use. Boots, gloves, snow shovels, snow blowers, humidifiers, and salt are all in and ready for sale.

Farm Building sales have been excellent throughout the year. Contacting a Farm Bureau Building Center can allow time for planning a useful building. Fencing, steel and aluminum roofing and siding, steel and wooden posts are all in stock now at excellent prices.

### RETAIL DIVISION

All stores are now set up for winter sales and are ready to assist farmers in total planning on all of their enterprises. The winter months are ideal for this pursuit. Have your farmer patrons in

for dealer - farmer discussions and line up sales for winter and this coming spring.

### FUELS

The inevitable cost prize squeeze from high payments for crude have pressured another slight rise in prices for liquid fuels. Fortunately our CF Refinery has been able to hold these prices to a minimum. The availability of fuels at present is not hampered, but a cold winter could make for tightness. Farmers not on Farmers Petroleum gasoline or fuel oil programs would do well to sign up now before winter demands have an effect on consumption.

### TIRES

All tire sizes, with the exception of snow tires, are showing in better inventories throughout Farmers Petroleum dealer locations. Snow tires are available too, but not in as great quantities. This condition was expected as an aftermath of the rubber workers' tire strikes.

### WINTER CHECK-UPS

Farmers Petroleum dealers are now active with their winter service to farmers. They are busy checking out equipment for winterizing, making sure that the proper greases and oils are being used, avoiding freeze ups with antifreeze, changing oil filters, checking tires, and assisting in equipment maintenance for late corn harvests.

Winter time can cause large drains on weak batteries. The new Maintenance Free or CO-OP DYNAMIC batteries are available at competitive prices.

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Serving the financial needs of agriculture has been the sole business of the Farm Credit System for nearly 60 years. So the Farm Credit Banks of St. Paul are in the best position to know the credit needs of farmers, ranchers and cooperatives in Michigan, Minnesota, North Dakota and Wisconsin.

That's why every farmer can be glad to be acquainted with his Production Credit Association and Federal Land Bank Association, and every co-op can take pride in the Bank for Cooperatives. Know the people there...and you'll know lenders who really know farming.

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# Rail Groups, Short Lines Ease Abandonments

State and local officials agree that unless Michigan's rural communities can generate support for the maintenance of branch line rail service, more and more lines will be abandoned. Termination of certain routes could spell economic disaster for some major agricultural areas of the state.

The problem stems from two factors, the reluctance of solvent railroads to maintain and operate marginally profitable lines and a new federal rail classification system designed to provide financial aid only to main trunk lines.

"New federal policies for financing railroads could wipe out service to two-thirds of the state," Governor William G. Milliken testified before a U.S. Department of Transportation Committee. "The rail funding plan that the Department adopted on August 3, 1976, encourages more abandonment of rail lines," the Governor explained.

A review of the impact of a new classification system was provided in the October addition of Michigan Farm News. There are two effective means of combating rail line abandonment.

One is to establish action groups comprised of rail shippers and other rural community members. These groups function to present a unified voice in testimony against abandonment of rail lines at Interstate Commerce Commission public hearings and work with local governmental transportation groups to gain additional support.

Another is to establish short line rail loads after Conrail or other solvent carriers terminate service. If a group can show that it can provide enough money and sound management to operate such a line, the State of Michigan

## Landis, Korte To Soybean Comm.

Theodore R. Landis, Calhoun County Farm Bureau member, and Donald M. Korte, Wayne County Farm Bureau member were both appointed to the newly established Michigan Soybean Committee.

The appointments were announced on September 24. Their term will begin immediately and expire on September 23, 1979.

Landis farms 544 acres of wheat, oats, corn and soybeans on his farm at Homer. He is chairman of the Calhoun County Farm Bureau Soybean Committee. He has also served as chairman for the Calhoun County Soil Conservation Board.

Korte is a corn and soybean farmer at Plymouth. He is a member of the Board of Directors of the Michigan Soybeans Association.

may provide a partial subsidy to help fledgling rail companies over the first difficult years.

Presently, the state is providing funds for at least two short line companies, The Michigan Northern and the Hillsdale County Rail Company.

Right now a successful citizen's rail action group, the Michigan Rail Action Association, is in a hold pattern, says Al Almy, legislative counsel for the Michigan Farm Bureau. He is also a member of the Railroad Advisory Committee to the State Highway and Transportation Commission. The Commission oversees the State Highway and Transportation Department, which has responsibility for programs affecting Michigan railroads.

"They presented a solid case for the shipper and the community in general, based on economic impact. The railroads often justify their abandonment petitions purely on an unreliable economic basis," Almy adds. "The real economic impact of abandonment would never be known without the testimony

involving shippers and concerned citizens."

"Most people outside of the issue wonder what the battle is all about," Almy continues. They feel that if rail lines are terminated all the shipper has to do is turn to trucks. It's not that simple. Some commodities, such as bulk fertilizer, are needed in quantity that would be difficult to supply by truck. It is also much more expensive to ship by truck than by rail."

The Michigan Farm Bureau has been a leader in organizing support for the continuation of rail service in Michigan. Almy has been the coordinator of most of the organization's rail preservation activities.

"Farm Bureau first got into the matter when federal rail reorganization plans were first being formulated in 1972," Almy explains. "We felt that it was extremely important for an agricultural representative to be a member of the U.S. Railway Administration's advisory board. Through Farm Bureau efforts, former American Farm Bureau president Charles Shuman was appointed to the board in 1972.

The Board was responsible for preparing a final plan to reorganizing the rail network as directed in the Regional Railroad Reorganization Act of 1973.

Farm Bureau supported this Act to avoid possible nationalization of the rail network, but when it became obvious that the Act could lead to the abandonment of 2,300 miles of track in Michigan, Farm Bureau decided to support other means of continuing rail service.

"We also became affiliated with the Michigan Rail Action Association, a group of about 30 organizations opposing the proposed massive abandonment of the state's railways," Almy said. "I was appointed chairman of the group's policy committee, which developed proposed amendments to the Act that would benefit Michigan."

The association met with Congressmen to obtain support for the amendments, which were later adopted by the 94th Congress.

Then Farm Bureau went to the county Farm Bureaus, the groups that could have the most influence in local line abandonment cases.

Many of the County Farm Bureaus obtained accurate data from shippers in their boundaries and presented testimony at public hearings. This testimony stated how important rail service was in certain areas of the state.

"Our primary objection was to the way the U.S. Railway Administration determined what lines should be abandoned," Almy explains. "Their methods included simply counting the number of rail cars that passed a certain point on a given line."

Con't. on page 21

## Metric System To Be Used Soon in Food Marketing, MDA Says

Buying milk and gasoline in liters, bread and produce in kilograms, may soon be commonplace for Michigan consumers, according to B. Dale Ball, director of the Michigan Department of Agriculture. Our state is slowly making the changeover to the metric system, keeping pace with the rest of the nation.

"It's an important step for MDA," Ball said, "because it is our responsibility to test and control the accuracy of all weighing and measuring devices used in buying and selling all consumer commodities in Michigan. Metrics will also aid our farmers in the sale of Michigan agricultural products abroad."

Dr. Edward Heffron, acting chief of MDA's Food Inspection division, of which weights and measures is a unit, said food inspectors carry measures to test the accuracy of everything from grocer's scales to gasoline pumps. Food inspectors are generally responsible for small weighing and measuring devices like counter or produce scales while weights and measures specialists check for accuracy for larger capacity scales like those used for livestock or vehicles. They also check meters and other devices in cooperation with city and county sealers.

"Consumers are probably more familiar with metrics than they think," Ball said. "Electricity is measured in kilowatts. Skis are sold in metric sizes and camera lenses are described in metric terms. Physicians write prescriptions and pharmacists fill them in milligrams."

Heffron said in supermarkets you'll notice cans and packages on grocery shelves list weight or volume of contents in both systems, and metric measures are also indicated on nutrition labels. Along state highways more signs are appearing with distances calculated in kilometers.

Metrication will greatly benefit U.S. agriculture in the world market, according to Mansour Bejaoui, MDA marketing advisor. Almost 97 percent of the people in the world use the metric system and the U.S. is the only major industrial nation still using the old system.

"With Michigan and other states seeking more profitable international trade, pounds and bushels are not the most accurate way to sell agricultural products," Bejaoui said. "Take the bushel for example. It is commonly agreed to be 2150.42 cubic inches in volume, but its weight ranges from 60 pounds for wheat to 56 for corn and 32 for oats."



Claudine Jackson, chairman for the Michigan Farm Bureau Women's Committee, receives a plaque honoring Michigan Farm Bureau Women as a Distinguished Michigan State University Cooperative Extension Service Cooperator. Gordon Guyer, director of MSU Extension congratulates Mrs. Jackson.

## FB Women Help a Friend

Helping a friend is the most rewarding thing a person can do. For many years, The Michigan Farm Bureau Women Committee has worked with the Michigan State Cooperative Extension Service because both organizations have many of the same common goals.

In gratitude for this help, the Extension Service has named Farm Bureau Women as a 1976 Distinguished Extension Service Cooperator. At an October 20 banquet for Friends of Extension, Mrs. Claudine Jackson, Chairman of the Michigan Farm Bureau Women's Committee, was presented with an honorary plaque.

"Both Farm Bureau Women and the Extension Service are vitally concerned with leadership development and improving the quality of life for rural families," said Doris Wetters, program director for the Extension Service's Family Living Education department. "Farm Bureau women have had a statewide impact in all counties of the state in working with the extension Service, in support of and in carrying out educational efforts. The organization can always be counted among the first to enlist in projects which focus on educational, economic and social betterment and the well-being of individuals, families and communities."

## Railroads Contd

Thanks to the testimony from the county Farm Bureaus, the Michigan Elevator Exchange and the Michigan Farm Bureau, some key sections of track were put back into the final reorganization plan.

"Michigan Farm Bureau also supported state legislation giving authority for the State of Michigan to provide its part of the state subsidy to maintain branch lines.

With the current problems created with this funding system, Michigan Farm Bureau continues to offer assistance to county Farm Bureaus in any way, Almy stresses.

"The whole rail issue is really a local problem," the MFB spokesman points out. "Local shippers will be putting themselves against railroads that have wanted to shut down certain lines for years. Since there is such a tremendous cost difference between shipping by truck and by rail shippers themselves must prove how important it is to preserve the railways that serve them." "Under the amended Railroad Revitalization and Regulatory Reform Act of 1976, Congress is to allot a certain percentage of federal funds to 17 states to help maintain rail service for five years. The states are to provide the balance of this amount."

With the current problems created with this funding system, Michigan Farm Bureau again is offering to assist county Farm Bureaus in any way, Almy stresses.

"The whole rail issue is really a local problem," the FB legal expert points out. "Local shippers will be putting themselves against railroads that have wanted to shut down certain lines for years. Since there is such a tremendous difference between shipping by truck and by rail, shippers themselves must prove how important preservation of the railways that serve them is."

According to a U.S. News and World Report study, shipment by air is the most expensive at 100 percent. Shipment by truck is rated at 40 percent, while rail is 20 percent.

Simply telling the people who design the fate of railroads that there is another voice to be heard is the basic function for rail action organization.

Don Beagle, director of the Northwest Michigan Economic Development Commission, cites how concerned citizens in his area provided enough influence to let their voices be heard. This area could be hard hit by the pending abandonment of the Chesapeake and Ohio Railway Track from Manistee to Traverse City and Petoskey.

"When initial reorganization hearings were being conducted, the only one scheduled for Michigan was to be held in Detroit," Beagle explains.

"The Northwest Michigan Rail Users organization protested, stating that many concerned citizens in this region were prevented from stating their viewpoints because the hearing was so far away. Consequently, a hearing was scheduled in Traverse City."

Since then, the group has provided a continuing testimony to point out the need for continuing rail service. Many shippers have submitted testimony on how a shutdown would adversely affect their business. The Traverse County Farm Bureau Service Elevator in Traverse City has been a major contributor in this regard, Beagle says.

"There is strong sentiment for maintaining rail service in this area," Beagle adds. Personally I feel that we just can't afford to be without rail service. We don't have a major freeway that would adequately serve both the larger cities and the smaller grain elevators in the country. As long as shippers make statements about the positive effects of continued rail service, we hope to maintain it."

Cliff Croft, director of the Thumb Area Rail Users Association, feels somewhat less optimistic about the rail situation in the Thumb Area. The Grand Trunk Western line from Imlay City to Caseville is the most important in the area and is now pending abandonment.

Croft's group was also quite vocal during the initial rail reorganization.

"Now the group is at a loss as to what to do next," Croft says. "We have a lawyer in Detroit to oppose the closing of our line, but it can't do much until an ICC hearing for the abandonment of this line comes up."

Since the initial flurry of activity, Croft has been the driving force of the action group to get support for the line.

"We have made contact with virtually every shipper on the line," Croft points out. Unfortunately, only one outside of the Cass City area has provided any evidence that we can use to prove the importance of this railroad. I don't know if other shippers can't see what might happen if the line shuts down or if they just don't care."

The Thumb area is also another major agriculture area without adequate Class A truck routes.

Croft has succeeded in getting support from shippers and non-shippers in Cass City, though.

"We have support from a number of businesses and banks," Croft points out.

Cont. on page 22

# Joys of Holiday Season Outweigh Perils

by Connie Lawson

Despite the last minute, hectic shopping and the burgeoning balance on my Shopper's Express credit card, the Christmas season is my undisputed favorite. The effect of the holiday season is magical; perhaps because I am mesmerized by the garlands of light and lulled into a seasonal security by the sights and sounds of Christmas. Baking Christmas cookies, sending greetings to faraway friends and relatives and choosing just the right gift for that special friend are the really joyful traditions of Christmas.

I am admittedly a traditionalist when it comes to holidays. I get sentimental about the Christmas angel my mother made for the tree when I was ten and the delicate globes of color "inherited" from my grandmother. The wonder of Christmas is in these tissue-wrapped memorabilia. Whatever the magic, when the last shimmering icicle is carefully hung, the spell is cast - this tree, too, is proclaimed "the best ever".

There must be a potion in the hot chocolate we sip, a trance on sugared stars. That it is enchantment cannot be denied for though we have searched for the perfect tree, deep in our hearts we know that the perfect tree is likely boxed and ready for assembly on the shelves of the local department store. But I resist mightily. A tree with a trunk as straight as an arrow and manufactured symmetry is cold. Besides I still believe in magic.

It has to be magic; only magic could have triumphed

over the perils I encountered in last year's search for the perfect tree. Circumstances were such that I selected the tree entirely by myself - an awesome responsibility when perfection is the goal. Furthermore, I had the opportunity to establish my self-reliance by tackling the problem of getting the tree to remain firmly upright in the tree stand. Let me tell you that I set both causes back considerably.

From the start, selecting the tree was doomed by poor light, cold hands and frost-bitten toes. For an hour, I trudged through rows of cut trees. The attendant patiently followed calling to my attention the best of his wares. Finally it became apparent that the time had come for compromise. I closed my eyes, made a wish and pointed. "I'll take THAT one". Well, it wasn't so bad after all I told myself. The branches would probably relax and a few extra strings of tinsel would make that hole vanish.

Once at home, I located the tree stand and began what was to be one of the most discouraging experiences I can recall. That insufferable tree keeled over on its side five times. On the third fall, the house became uncommonly silent and the children were sitting so very quietly on the sofa. My arms were itching and red to the elbows and I was close to tears when I decided, independence be hanged, I was going to get my neighbor. There is a particular irony here because they have an artificial tree. He was

gracefully silent about the virtues of artificial trees and even admitted that he actually preferred a pine tree.

Nevertheless, I made embarrassed conversation while he skillfully sawed the trunk and trimmed away shaggy branches. I could see that experience was the advantage I had lacked and I knew painfully well that standing stocking-footed in the garage while I watched was not gaining me that experience. There was definitely something unmagical about that moment.

Soon, however, the tree was standing straight and steady in the base. Over my shoulder, I saw three expectant, young faces grinning in obvious relief. The situation had been pretty tense for a while.

We were all so appreciative I told him as he carried the tree through the door. I offered hot chocolate and sugar cookies, but he protested it wasn't necessary; he was happy to give me a hand. When he left, the children and I waved and shouted, "Merry Christmas" until he was out of sight.

My spirits were renewed. Soon we were munching sugared stars and sipping mugs of hot chocolate. Just when we were all beginning to feel the enchantment, I opened the box marked CHRISTMAS. Carefully I unfolded the first tissue wrapped treasure. "You see this golden angel," I began. "Well, when I was very young, just like you..."

## FBS, FBC Board Nominees

The Nominating Committees for Farm Bureau Services, Inc. and Farmers Petroleum Cooperative, Inc. will be reporting the following as nominees to the respective Boards of Directors at the Annual Meeting of the two cooperatives on November 30, 1976, to be held at the Civic Auditorium in Grand Rapids.

For Farm Bureau Services -- Kenneth Wadsworth, Chairman -- Nominees: Loren Black (incumbent) - Grand Traverse County; Frank Crandall (incumbent) - Calhoun County; Bruce Leipprandt (incumbent) - Huron County; Ruvert VanderMeulen - Missaukee County; Richard Woodhams - Clinton County; and Kenneth Wadsworth - Sanilac County.

For Farmers Petroleum Cooperative -- Ivan Sparks, Chairman -- Nominees: William Brewer (incumbent) - Clare County; Alwin Marion (incumbent) - Washtenaw County; Gerald Elenbaum - Huron County; and Peter DeRuiter - Missaukee County.

The opportunity will also be available for nominations from the floor.

## FBIG, JCs Look For '77 Outstanding Farmer

The Michigan Jaycees and Farm Bureau Insurance Group have teamed up for the second year in a row in the search for the area's Outstanding Young Farmer, according to Mike Chaffin, President of the Michigan Jaycees.

The Outstanding Young Farmer (OYF) Program, sponsored by the Michigan Jaycees for the past 11 years, honors farmers between the ages of 18 and 35 in communities throughout Michigan for their contributions to agriculture, conservation and the community.

"This is the second year we've co-sponsored the Outstanding Young Farmer Program with the Michigan Jaycees," said Robert Wiseman, who heads Farm Bureau Insurance Group. "Young farmers who contribute so much to Michigan agriculture and their own communities, deserve the

recognition this program gives them."

Nominations for the Outstanding Young Farmer of 1977 are made by Jaycee chapters and individuals throughout Michigan. Entries are submitted to the local chapter or to the Michigan Jaycee Office in Lansing.

Nominees need not be Jaycee members, but they must be farm operators who derive at least two-thirds of their income from farming.

The person selected as Michigan's Outstanding Young Farmer of 1977 will be honored at the Jaycee state meeting in Wyoming, Mich., on Feb. 5, 1977. In addition to other awards, the winner will also receive an all-expense paid trip to the U.S. Jaycees award program in 1977 in Bismarck, North Dakota.

Many Michigan Jaycee chapters also select a local Outstanding Young Farmer. Full information is available from the local Jaycee chapter.

# Decline in World Grain Production But Food Supplies Stable

Recent reductions in grain production estimates for Western Europe, Eastern Europe, and the United States have not seriously altered forecasts of a general easing of tight world food supplies.

Although the impact of drought on European feed and forage crops is forcing increased grain imports and adjustments in their livestock industries, the USSR's agricultural performance is much improved over last year and North American output is likely to be up despite drought in some areas.

The developing countries are generally experiencing the second consecutive year of good crops, although erratic rainfall at the end of the Asian monsoon could blunt advances there. These gains have permitted some rebuilding of stocks and some recovery in consumption from recent depressed per capita levels.

U.S. agricultural exports in fiscal 1977 are expected to about equal the \$22.15 billion

shipped in fiscal 1976. While export volume is likely to decline because of generally improved crops around the world, prices are expected to be stronger for soybeans, natural fibers, and oilmeal. The quickened pace of growth in the world economy also should stimulate U.S. farm exports.

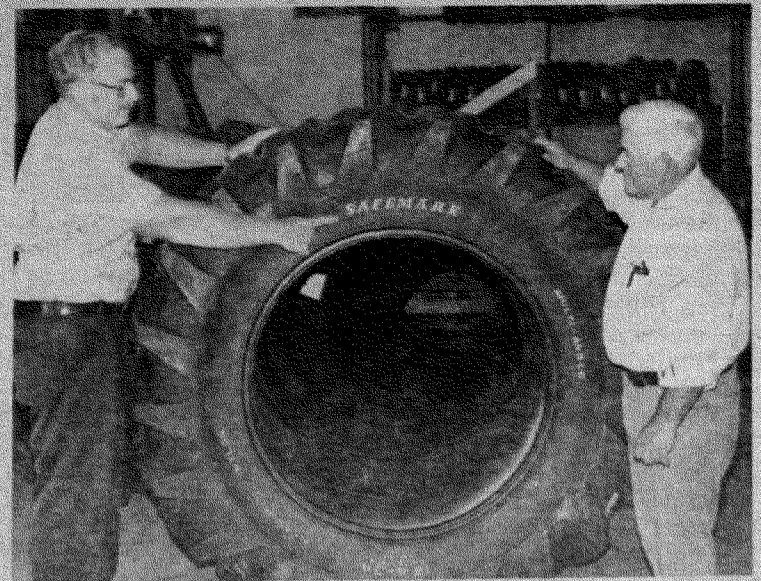
World wheat, milled rice, and coarse grain production forecasts for 1976-77 is up 5 percent to a record level matching the 15-year trend, following 2 years of mediocre or poor crops. A 1.5-percent increase in harvested area and generally favorable weather are largely responsible for the increase.

Grain consumption, however, is expected to grow less rapidly than production in 1976-77 due largely to relatively unfavorable livestock - feed price ratios in many of the developed countries. Only the European Community and the Soviet Union are now expected to increase feeding substantially. The bulk of in-

creases in consumption of food grains will be in the low income countries - particularly the developing market economies of Africa and Asia - but despite increases in per capita intake there, per capita levels will still likely lag behind previously achieved modest peaks.

World trade in grain is expected to fall off somewhat because of better crops in the USSR and a number of developing market economies of Africa and Asia despite some drought-induced increases in imports into Western and Eastern Europe.

World trade in meat continues restricted in the face of rising production in major beef exporting countries of the Southern Hemisphere. With slaughter rates increasing, herd numbers are either leveling off or declining there, as in the United States where a cyclical downswing in cattle inventories is underway.



Wayne Gay, manager of Marshall Tire Co., the Calhoun County, Safemark distributorship, and Myron Bishop, member of the Calhoun County Farm Bureau Safemark program, look over one of the larger tractor tires Safemark offers.

## Railroads Cont'd

"This support will be valuable especially if we have to find economic support to maintain our own private railroad."

Hillsdale is a community that was able to enlist such financial aid to start a short line railroad when the former Penn Central route and surrounding southern Michigan Community was to be taken over by Conrail. But Conrail chose to abandon this section of track, as it had 7,150 other miles of lightly traveled track throughout the country.

"The Hillsdale railway was founded by John Marino in November, 1975," says Charles Lapp, executive secretary of the railroad. "It went into operation April 1, 1976."

The company operates 55 miles of track that services Hillsdale, Quincy, Richville, Reading, Michigan, and Angola, Indiana. It is one of the few short line railroads in the country. Section 402 of the Regional Railroad Reorganization Act of 1973, allows routes left out of Conrail to be kept in operation by private companies under state and federal subsidies.

"Marino chose the Hillsdale area to start his railroad because there was strong sentiment to preserve efficient rail service in the area," Lapp points out. He approached the Hillsdale County Industrial Com-

mission and received full support. He then solicited stockholders in the corporation. Nine of the fifteen investors in this railroad are shippers."

This support, plus \$307,000 in subsidy funds from the State of Michigan, was more than enough to get the railroad started.

The railroad now has 60 shippers and a promised 5,500 carloads of material to be shipped throughout the first year of operation.

"The key element of Hillsdale's success is shipper and community enrollment," Lapp points out. The shippers have found that not only is there pride in referring to the line as 'our railroad' but that they are assured of dependable schedules."

A major "turnoff" for shippers is an undependable service that has been supplied by railroads in the past, says Mike Patrick, a Michigan State University graduate student who is conducting extensive shippers studies for Michigan State University's Department of Agricultural Economics.

"Solvent carriers are especially negligent in meeting the needs of shippers on lines that the railroads want to abandon," Patrick points out.

Lapp agrees that the Penn Central's prior poor service on the Hillsdale line adversely influenced some of the shippers. However, the

present rail line users are quickly realizing the full benefit of dependable rail service.

Bruce Southerland, vice-president of manufacturing for DCA Food Industry in Hillsdale, says that the Hillsdale line should enable his corporation to expand his plant's production facilities by about 50 percent. The poor service provided by Penn Central prevented this expansion, and forced DCA to often ship its products by truck at a substantial increase in cost. Southerland is also a director of the Hillsdale County Railroad.

Numerous rail authorities have praised the State of Michigan for its quick action on providing subsidies for privately owned short line railroads and to rehabilitate deteriorating rail beds and track.

"We are hoping that other shippers and community groups will take action to start additional short lines," says Don Riel, manager of Rail Freight for the State Highway and Transportation Departments Bureau of Urban and Public Transportation.

"Any such group can apply for funds if they follow these rules," Riel says.

1. Each application must include a statement that the project will be in conformance with federal guidelines and requirements for financial assistance. Under the Regional Reorganization Act of 1973, it is amended in the Railroad

Revitalization and Regulatory Act of 1976. In addition, the following information should be addressed with as much detail as possible.

2. Project Description - A clear statement of the problem and an outline of project purpose.

3. Justification - A statement as to why the proposed project would be in effect or resolution of the transportation problem.

4. Cost - Estimates of the total cost, federal and state shares.

5. Financing - Brief description of how all financing will be arranged and managed.

6. Timing - Indications of critical dates for project accomplishments.

7. Implementation Process - Description of the experience of all participants in the project.

8. Limitations - Description of any factors that could adversely affect the project.

9. Statement of Understanding - Of need for conformance with the Michigan State Rail Plan and appropriate approval procedures.

In its 1975 report and recommendations, the Transportation Committee of the American Farm Bureau Federation favored that section of the Railroad Reorganization Act that allows non-railroad interests, such as farmer cooperatives, to assume ownership of light density branch lines.

"We also urge farmers, through appropriate cooperatives or other entities to seriously consider the ownership of such lines were feasible," the report continues.

A new chapter in Michigan's short line railroads could be started before this article is read. Charles Lapp and several

shippers have submitted a proposal to the State of Michigan to start a railroad to operate on 43.5 miles of track, southeast, northwest, and northeast of Vassar. It would service Millington, Vassar, Denmark Junction, Richville, Reese, Munger, Wahjamega, Caro, and Colling. The decision for approval of the subsidy contract will be made on November 1.

"This line is now operated by Conrail," Lapp points out. "Conrail is just not interested in operating branch lines and their service record shows it. A private operation could provide better service on this route for about half of Conrail's operating expenses on this line." Lapp points out.

Several agricultural shippers such as the Michigan Sugar Company, Wicks, Sohigro, and others on the route, have pledged financial support if the state approves the operations proposals. Lapp will be the president of this line, once it goes into operation. The shippers have promised to buy \$200,000 in stock, which could help defray some initial operating expenses.

"Like any new business, this is a risky operation," Lapp points out. "However, we hope to double the number of carloadings Conrail handled on this line within a short time."

Though there is a risk, Lapp sees short lines as the only real hope for the continuation of rail service on branch lines.

"Thousands of miles of branch lines could be abandoned across the country in the near future," Lapp explains. "States are not going to care about most of these lines."

The Michigan Farm News will be following development of this new line as a learning example for those who might be interested in starting their own short lines.

# Large Food Supplies in 1977

Large food supplies will help hold down food prices next year, according to James Donald of the Department of Agriculture's economic research service.

In remarks delivered November 16 to the National Agricultural Outlook Conference, Donald said that although increasing consumer demand and rising marketing costs will keep upward pressure on food prices, the retail food price rise in the first half of 1977

may average only around 3 percent.

This percentage is minor compared to the increases of 14 percent in 1973 and 1974, and another 8 percent in 1975, he said.

Donald pointed out that an important factor in the whole retail food price picture is the cattle industry. As cattle numbers decline, the price of beef will rise, he said. But the department anticipates that the expansion

now underway in the pork industry will help keep down total retail food prices.

In this discussion of food prices, Donald said, the department is counting on continued large supplies of crops other than livestock.

Rex Daly, also of the Department of Agriculture's economic research service, said that the department expects farmers to plant 4 to 5 million more acres of soybeans next year and 1 million more acres of cotton.

# FBS, FPC Offer \$5 Certificate

The "\$5 Off" membership incentive that was introduced last year by Farmers Petroleum Cooperative, Inc. and Farm Bureau Services, Inc. is again being repeated for all farm people who join Farm Bureau in 1977. All members will receive a \$5.00 certificate along with their 1977 membership identification card. Each certificate will be good for a \$5.00 price reduction on a \$50.00 or more purchase from either a Farm Bureau Services or a Farmers Petroleum

Cooperative participating store.

Both Farmers Petroleum Cooperative and Farm Bureau Services are affiliates of Michigan Farm Bureau and are the major distributors of farm supplies in the state as well as major marketers of grain and beans.

This Farm Bureau membership incentive was first offered in 1975 and was accepted with much enthusiasm in all areas. The \$5.00 certificates are good until May 31, 1977.

# FARM BUREAU MARKET PLACE

SPECIAL RATE TO FARM BUREAU MEMBERS: One free 25 word ad per month per membership, additional words, 10 cents each. Figures such as 12 or \$12.50 count as one word NON-MEMBER advertisers: 15 cents per word one edition, two or more editions, 10 cents per word. Copy deadline: 13th of Month. Mail classified ads to: Michigan Farm News, P. O. Box 960, Lansing, Mi. 48904 Publisher reserves right to reject any advertising copy submitted.

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**HARLEY ROCK PICKERS.** Rock Windrowers. Picks 1 to 16" dia. The World's Best. Phone 313-376-4791. Earl F. Reinelt, 4465 Reinelt, Deckerville, Mich. 48427. (5-11-23p)

**SPRAY-TEC** insulation for metal, wood and block buildings. UL Lab. as Class A building material. Gerald Oakley, 1420 M-52 North, Stockbridge, Mich. 49285. Phone 517-851-8062. (5-121-25p)

**GRAIN DRYING AND STORAGE EQUIPMENT.** Farm Fans Dryers, Brock Bins, Bucket Elevators, Sales, Installation, Service. Keith Otto, K & R Equipment, Inc., Adrian 49221, 517-265-5487. (10-11-25p)

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**FOR SALE:** Cleveland 140 tiling machine. Can be used for clay or plastic tile. Herman Engel, Reading, Michigan. Phone 517-283-2842. (12-11-20p)

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**WANTED** - John Deere D or GP Tractor. For sale: Delaval 210 Gallon Bulk Tank. Wheat and Oat Straw. LeRoy Keinath, R No. 4, Vassar, Michigan 517-652-2388. (11-11-24p)

**WANTED TO BUY** - John Deere GP or D model Tractor. For sale 1938 John Deere A Tractor with extras. LeRoy Keinath, R No. 4, Vassar, Michigan 48768. Phone 517-652-2388. (8-11-25p)

"Calf Buggy" Something new. Individual pens for newborn calves. Write for pamphlet. Alvin Frahm, 10320 Holland Road (M-46) Frankenmuth 48734. Phone 517-652-6692. (12-11-23p)

**FOR SALE:** 13" hammermill with 1/2 ton mixer & bagger. Montell Harrington, 7915 Bunkerhill Rd., Jackson, Mich. Phone 769-2785 - ask for Jerry Walker. (12-11-22p)

**Boy Builders,** Lansing 517-882-5869, Copemish 616-378-2375, Muskegon 616-773-2669. (6-61-30b)

**ROUND BALE FEEDERS** for 1500 lb. round bales. Heavy duty 1" square tubing. Only \$86.95. Rectangular feeders also available. Free literature. Dealerships available. Starr National, 219 Main, Colchester, Illinois 62326. (12-11-29p)

**FARROWING STALLS** - Complete \$86.50 1" tubular steel construction. Dealerships available. Free literature. STARR NATIONAL, 219 Main, Colchester, Illinois 62326. (12-11-19p)

**FOR SALE:** DeLavel Magnetic milk machine: 3 unit pump with 2 complete 40 lb. buckets. Phone 517-652-2301, Vassar, Mich. (12-11-19p)

**FOR SALE:** Choreboy feed bin - holds 7-1/2 tons, never used, 10' discharge auger, non-bridging bottom. Reasonable. Don Clark, Lake Odessa. Phone 616-693-2369. (12-11-25p)

**FOR SALE:** Cleaning equipment for 400 chickens, also 6 stanchions wooden lining, like new, drinking cups, and salt trays. Kass, Phone 517-592-2704, Brooklyn. (12-11-21p)

**WANTED TO BUY:** Allis Chalmers 780 or 782 Forage Harvester with one row corn head in good condition. Edward Mikowski, Box 94, Cedar, Mich. 49621. Phone 616-228-5567. (12-11-25p)

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**QUARTER HORSES** - Disposition for 4-H, ability for cattle, conformation for show. Reasonable prices. Customer satisfaction a priority. Visitors welcome. Walton Farms, Rosebush. Phone 517-433-2925. (3-11-24p)

**FOR SALE:** 2 yr. old heifer - standard bred Hereford - registered \$250.00. Polled Hereford yearling heifer \$200.00, 4 yr. old cow - polled hereford \$300.00. Leonard, Mich. Phone 313-628-4438. (12-11-25p)

**BEEFALO** - Genuine Basolo Pureblood Semen from \$7.00 ampule. Beefalo "Wonder Cattle" bought and sold. Limited Beefalo meat. Free Beefalo story and prices. American Beefalo Breeders, 4152 N. Lapeer, Lapeer 21, Michigan 48446. Phone (313) 793-4552. (12-11-33b)

**FOR SALE:** Registered Jersey Heifers. Bred and Open M.A.B.C. Breeding. Priced right due to barn fire. Phone 517-642-8461. Vern Ballien, Hemlock, Mich. (12-11-22p)

**FOR SALE:** 4 year old proven registered polled Hereford bull, WIB Roundup breed. Paul DeLuca, 1025 Madison, Brighton, Mich. 48116. (12-11-20p)

**REGISTERED** Corriedale Sheep for sale. Rams, Ram lambs, ewes, good bloodlines. Also Hampshire Rams. Leo Eccles, Mendon 49072. Phone 616-496-7650. (7-11-21p)

**FOR SALE** - New Zealand White Rabbits, bred for top meat production. "Rabbits are our only business." Dettmers Bunny Patch, Phone 517-584-3765, Caron City, Mich. (7-11-24p)

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**CHAROLAIS** - For sale polled or horned bulls and bred cows, performance tested. R. J. Eldridge & Sons, 7911 Alden Nash Rd., (M-50) Alto, Mich. (616) 868-6223. (3-11-25p)

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**MILKING SHORTHORNS** - Young bulls, yearlings and calves for sale. Write or visit Stanley M. Powell and Family, Ingleside Farm, R.R. 2, Box 238, Ionia, Mich. 48846. (6-11-25p)

**FOR SALE** - YORKSHIRE serviceage boars and open gilts top bloodlines tested at MSU test station. All registered stock. Richard Cook, 1/2 mile east Mulliken, M-43. Phone 517-649-8988. (3-11-24p)

**FOR SALE:** 2 yearling Polled Shorthorn heifers, 4-H caliber. Come see them. Ray Peters, 3 miles S.E. of Elsie on Riley Road. (11-31-22p)

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**FOR SALE:** Purebred English Shepherd puppies; just weaned. Also, Reg. Holstein bulls, service age. Records to 21,052M & 830F. George Robb, Fowlerville. Phone 517-223-9462. (12-11-22p)

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## MISCELLANEOUS

**FOR SALE:** 500 Wood Beer Lugs & Potato Crates. \$50.00 takes all, stored in dry building. Edward F. Heyn, Baroda - 616-422-1061. (12-11-19p)

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## MISCELLANEOUS

**FOR SALE:** 500 New bushel crates \$1.00. 20-bushel apple boxes \$20.00. While supply lasts. Phone 616-275-7646. Geo. Barber, Empire, Mich. 49630. (10-11-22p)

**FARMERS** - Multi-manufacturer distributor expanding business throughout Michigan. Need agriculturally experienced associates. Work independently. Excellent products - commissions - benefits. Send name - address. P.E.D., Box 781, East Lansing, Mich. (7-61-25p)

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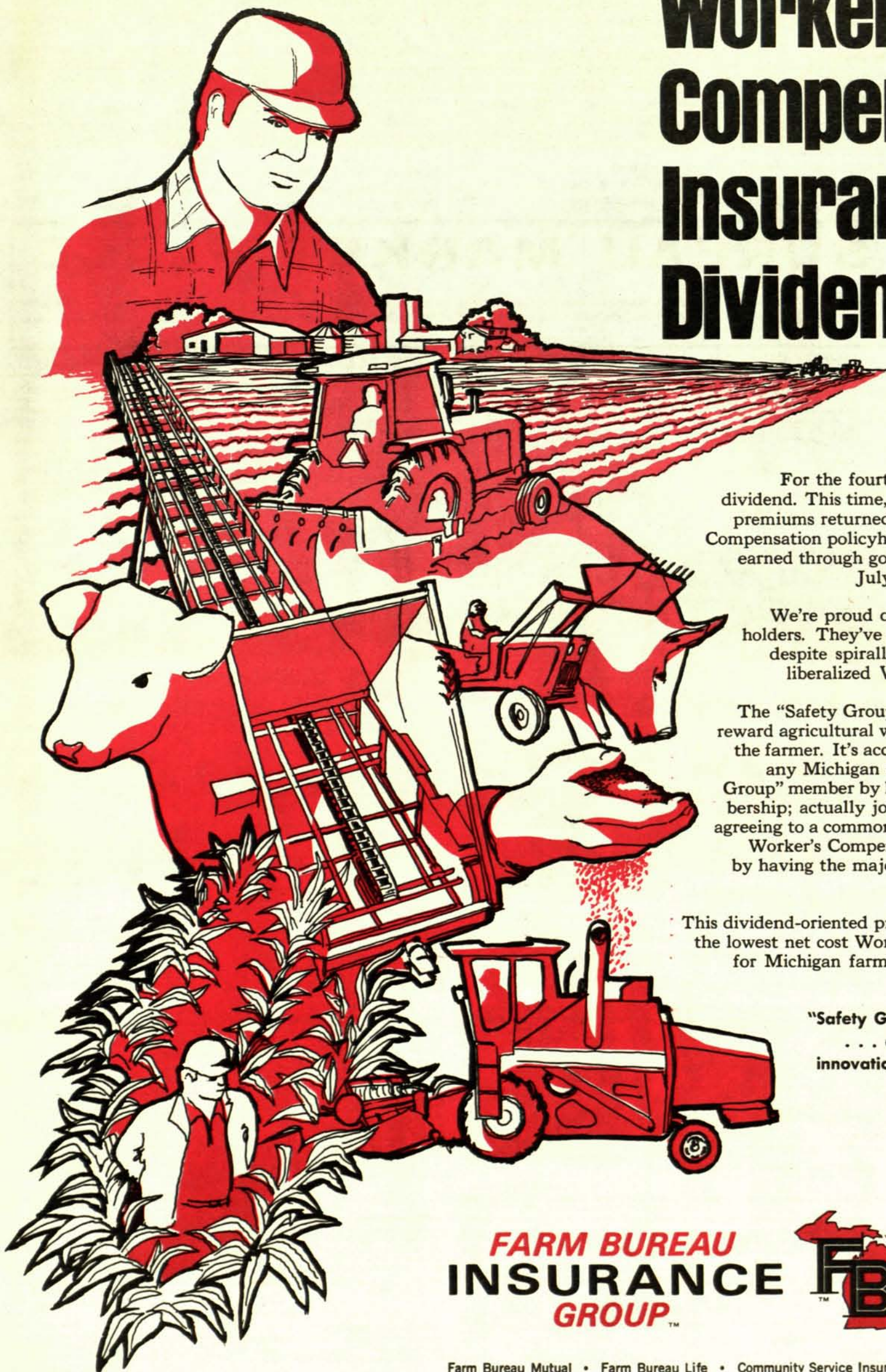
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