

AGNOTES

Extension Offers Estate-Planning Tips

BROOKINGS — The South Dakota Cooperative Extension Service has added a page focused on estate planning to their Web site.

The estate-planning page is available at this link: <http://sdces.sdstate.edu/estate>.

South Dakota Cooperative Extension Marketing/Farm Business Management Educator Heather Gessner said the new service should help producers, landowners, and others who seek to organize estate-planning information.

"This Web page is designed to help educate farmers, ranchers, and small business owners about the steps and tools available to start developing estate and transition plans," Gessner said. "There is a lot of educational material on this new Web page and more will be added in the coming months."

Gessner said educational material will be added to the site through the winter and that future Extension events will include these updates as they are developed. Registration forms for future estate-planning programs also are available on the Web site.

Gessner did remind users of the site that it is not meant as legal advice.

"We greatly encourage everyone to create their own estate-planning teams with their attorneys and tax consultants," said Gessner. "The Web site is a great place to begin and does compile useful information."

The South Dakota Soybean Research & Promotion Council helped to sponsor the estate-planning program. For more information on South Dakota Cooperative Extension Service estate-planning services, call Gessner at 605-425-2242.

Producers Sought For Local Foods Directory

Dakota Rural Action (DRA) is seeking local food producers from around the state to be listed in the newest edition of the South Dakota Local Foods Directory. The directory, a consumers guide to eating locally, connects consumers with farmers and other food producers in their area who are direct-marketing their products. After distributing thousands of copies of the first and second editions, DRA is expanding the directory and offering free listings to producers who qualify.

MJ Adams, owner of the Corn Exchange Restaurant in Rapid City, has found the directory to be very useful.

"Since discovering DRA and the local food directory, I've been introduced to new farmers and ranchers in the area. This has allowed me to find new food sources that I didn't know about," Adams said.

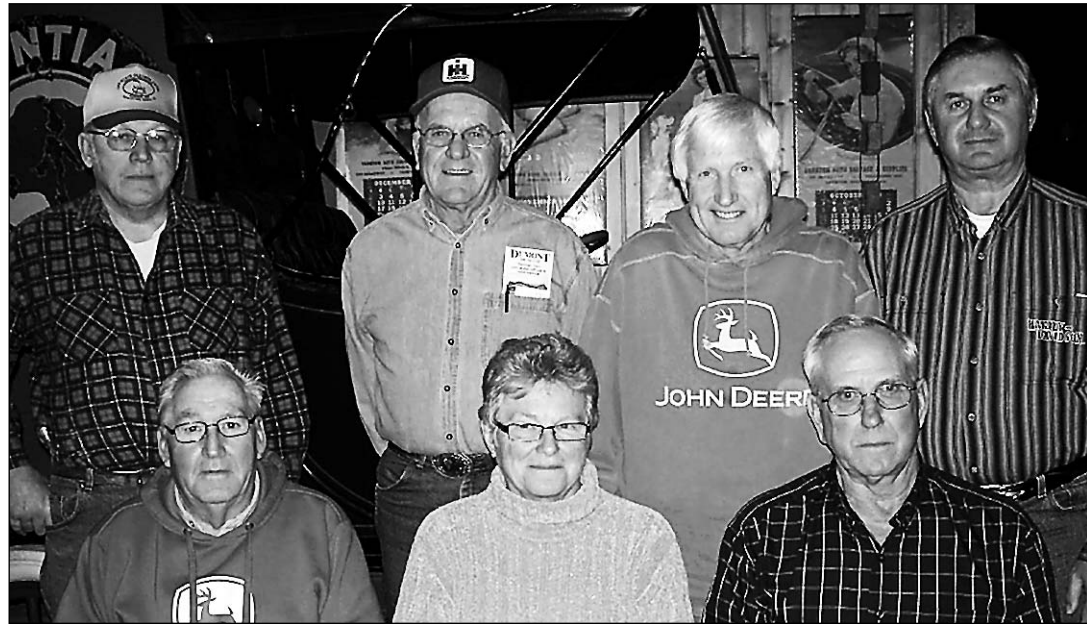
The South Dakota Local Food Directory was first created in an effort to increase support for local producers, to increase consumption of South Dakota products by South Dakotans, and to increase the number of small-scale producers. The food directory is part of a long-term vision to help connect and vitalize the people of South Dakota with good abundant food, clean and healthy communities, and economic prosperity.

The directory includes recipes, tips for buying locally grown foods, and original local artwork, and more. Copies are distributed free of charge at farmers markets, stores, and events across the state. The directory is also available online at www.sdlocalfoods.org.

Producers and retailers who meet the following criteria can be listed for free in the directory by contacting Dakota Rural Action at 605-697-5204 or by visiting www.dakotarural.org no later than Feb. 15.

Criteria For Producers:

- Producers must be from South Dakota.
- Must be food producers or produce farm-based products (utilizing ingredients produced on-farm.) Processed foods must utilize South Dakota ingredients.
- No non-food items unless the producer also sells food items.
- Must be directly marketed to consumers.
- Free listings must be 75 words or less plus contact information (half page).
- Enhanced listings are available, and producers and businesses can purchase advertising space in the directory. Ads are printed and businesses are linked on the online version of the directory. Producers purchasing an enhanced full page listing receive a discount on advertisement space. Contact DRA for pricing.



Tri-State Old Iron Association is an antique tractor and small engine club formed to help preserve the history and agricultural heritage of the farming industry. Organized in 2005, the club meets the second Monday of each month at 7 p.m. at JoDean's Restaurant in Yankton.

The newly elected board members, pictured above, are as follows:
Front row, left to right: Rodger Harts, president; Jo Hauck, secretary; Leon Becker, treasurer; Back Row, left to right: Francis Laffey, board member; Jerry Diekmann, board member; Jerome Mueller, vice president; Tom Sedlacek, Sr., board member.
 There are approximately 170 families who are members with 20 associate members.

Obama Names 5 To S.D. FSA

WASHINGTON — The Obama Administration today announced the individuals who will serve on the South Dakota Farm Service Agency State Committee. The State Committee members will oversee the activities of the agency, including carrying out the state agricultural conservation programs, resolving appeals from the agriculture community and helping to keep producers informed about FSA programs.

"These individuals will work with USDA to help farmers and ranchers build and maintain successful operations that produce the safe, nutritious food supply that America needs while spurring economic development in our nation's rural communities," said Agriculture Secretary Tom Vilsack. "They bring the experience and passion necessary to help continue the Obama Administration's efforts to rebuild and revitalize rural America."

The individuals appointed to serve on this committee include:

- Jim Burg (Chairperson) — Burg, from Wessington Springs, South Dakota, served as the South Dakota State Public

Utilities Commissioner from 1986 to 2003. Prior to that, he served in South Dakota's State Senate as Assistant Minority Leader. From 1975 to 1986, he was a South Dakota State Representative. Burg has been a farmer since 1967 and has a B.S. degree in Animal Science from South Dakota State University.

- Larry Birgen — Birgen, who farms near Beresford, South Dakota, has operated an 825 acre corn and soybean farm since 1983. He recently served as Vice President of the South Dakota Farmers Union. Mr. Birgen has served as Director of the Farmers Union Industries since 2002. He was also a field reporter for the Clay County FSA. Birgen graduated from South Dakota State University with a degree in General Agriculture.

- Bill Chase — Chase, from Wolvey, South Dakota, served on the South Dakota Corn Growers Association Board from 2001 to the present, and was recently elected as the Board's President in 2008. Mr. Chase was raised on a farm and began farming himself in 1976. Currently his opera-

tion consists of corn, soybeans, and wheat; he also maintains a cow/calf operation.

- Joyce Jobgen — Jobgen, from Scenic, South Dakota, has spent her entire life in agriculture. Jobgen spent more than 15 years on her town's local church board, eight years on the township board as clerk, and six years as election superintendent for her precinct. She was a member of several organizations including the National Organization of Raw Materials, Dakota Rural Action, R-CALF USA, South Dakota Stock Growers Association, and the South Dakota Farmers Union.

- Craig Severson — Severson, from Flandreau, South Dakota, has been an active farmer and rancher in his hometown for nearly 30 years. From 1987 to 1993, he served as Congressman Tim Johnson's Agriculture Field Representative. He also served on the Board of the East Central Cattlemen's Association and was President of the Moody County Farmers Union. Severson has a B.A. degree in political science from the University of South Dakota.

EXTENSION NOTES

Crop Clinic Info Still Available

BY STEVE SUTERA

Extension educator, Agronomy



Steve Sutera

Crop clinics are about wrapped up for another year. The weather has made extra work for a lot of us this winter. If you missed the clinics, you're welcome to stop at our Extension Office and pick up the new weed control guides.

There are five new herbicide guides available for corn, soybeans, small grains & millet, pulse crops, and oil seed crops. The guides give recommended rates, timing, approximate cost, and comments in regards to the size and kinds of weeds controlled.

There is no charge for the guides thanks to support from various commodity groups like the South Dakota Wheat Commission and Soybean Research and Promotion Council.

Mike Moechnig, SDSU Extension Weed Specialist, also put together a handout called "2010 — What's New and Notes for Weed Control". He outlines all the new products, formulations, and label changes for herbicides on row crops, small grains, pulse crops, and oil seed crops. Most of the new products are premixes.

The cost of glyphosate prod-

ucts is considerably less than last year. Moechnig said that glyphosate programs will probably be cheaper than most other herbicide alternatives. But he cautions producers not to get too comfortable with a total glyphosate program.

Timing of this herbicide is important. If weather does not allow you to get in the field early in the season, you may suffer some yield losses simply because you were too late with the glyphosate application. Some of the pre-emergence herbicides still have a good fit in our weed control programs.

Moechnig shared some research data in regards to timing of glyphosate after planting corn. Four weeks after planting is about as long as you want to wait to apply the glyphosate. Research shows that if you go one week later with this herbicide, you can expect a yield loss of about 3-4 percent or 4-6 bushels per acre.

Likewise with soybeans your first application of glyphosate should be done by five weeks

after planting. Again the research shows that waiting just one week you can expect a 6-10 percent yield reduction which is about 3-5 bushels per acre.

What about applying glyphosate on soybeans later in the season? The label says you can apply it through the R2 (full flower) stage. Moechnig had a test plot this past year where a full rate and two times the full rate were applied as late as pod and seed set. There were no yield losses — but Moechnig warns producers not to go beyond the full flower stage. The cool weather we had in 2009 may be the reason for no yield reduction.

The second reason to avoid a year-after-year glyphosate program is because of the potential for build up of resistant or tolerant weed species. It's good to rotate herbicide programs and use an herbicide with a different mode of action simply to avoid the development of resistant weeds.

Research is being conducted to develop a soybean variety resistant to Dicamba. It's hard to imagine soybeans being resistant to Banvel. I'm not sure when or even if this new technology will be released. Drift of this herbicide on to other susceptible plants will have to be of concern.

YOUR VIEWS

This is a letter in response to a picture and article in January 30 edition.

Misrepresentation is a terrible thing to do. In reality it's a lie. The impression a reader would get looking at the front page of Saturday's (Jan. 30th) section B would be just that. The article entitled "The Atrazine Controversy" has a picture of the skull and crossbones signalling fatality, along with the words "chemical danger."

The truth is that atrazine doesn't have this label on its container (whether liquid or dry). An atrazine label has the signal word 'caution' which means slightly toxic either orally or dermally or

through inhalation, or causes slight eye and skin irritation.

The point is that the farming sector can't handle much more misrepresentation such as the picture would project. There are so many people with skewed views due to their distance from agricultural production along with pictures, videos and articles that blemish the true face of agriculture, whether it be crop production or livestock.

One thing to remember is that food grown, raised and processed in the United States is still the safest in the world.

Terry Sestak — Tabor

If Beef Producers Gave Advice To Industry Officials, What Might They Say?

BY DARYLL RAY

January is meeting month for agricultural producers: producer group meetings, general farm organization meetings, and all the dealer meetings. At most of these meetings, industry officials and other experts offer advice to producers on ways to increase profitability through improved production practices and more attention to marketing.

Independent livestock producers are reminded that marketing begins with decisions about which heifers or gilts to retain for breeding and which bulls or boars are purchased. Providing what the consumer wants is paramount, and all decisions should take that into account.

Livestock producers are also encouraged to develop relationships with their buyers or brokers long before their livestock are ready to sell. Such reminding and advice are aimed squarely at the grass-roots, individual-producer level.

Industry experts also communicate directly with consumers via public relations campaigns, lobbying, advertising, and news releases, depending on the type of organization. They do these activities as representatives of one or more of the various segments of the livestock industry, including livestock ranchers and farmers, slaughter or packing houses, processors, wholesalers, and retailers.

Having attended a number of the meetings in which producers were on the receiving end, we wondered what it would be like if the tables were turned. What if farmers were the ones offering advice and constructive comments?

What advice and reminding might farmers—beef producers in particular—give to industry experts, especially those that primarily represent segments of the beef and livestock industry beyond-the-farm-gate.

Knowing farmers as we do, we suspect that beef producers probably would begin by reviewing their predicament.

The remaining beef producers have faced decades of decline in per capita consumption of their product. Projected domestic per capita beef consumption in 2010 is estimated to be 60.1 retail pounds—down 37 percent from the 1976 peak of 94.4 pounds.

The current economic crisis and high unemployment numbers have certainly added downward pressure to the long-term trend.

The export situation is not that great either. Again focusing on beef, for the decade prior to the BSE events in the mid-2000s, beef exports expanded rapidly, growing to over five times the export volume of the late 1980s. Nonetheless, the US remained a net importer of beef.

In 2010 beef exports are expected to be about 80 percent of their pre-BSE level, and the US is expected to import 25 pounds of beef for every 16 pounds exported.

Clearly, at this point the beef producers and other livestock producers could forcefully remind their industry-expert counterparts of the importance of cultivating ever-more positive relationships with domestic and export customers.

Then, after that preamble is delivered, we suspect some livestock ranchers and farmers would get to the "meat" of their advice. We do not just suspect but are confident that there are other producers who would want no part in providing such advice to the industry.

Yes, they would say, the livestock industry is being challenged on issues ranging from BSE and E. coli O157:H7 to antibiotic use, air and water quality issues, animal identification and traceback, country of origin labeling (COOL), and the conditions under which animals are being raised.

The perceptions, comments, advice and reminders provided by livestock producers to industry spokespeople, especially those representing the portions of the livestock industry beyond-the-farm-gate, might read something like the following:

Industry spokespeople's response to these issues has been to attack the critics and

then provide answers that make some in the industry feel better but do little to assuage consumer concerns.

In responding to the issues that have been raised, industry representatives suggest that the critics have one agenda in mind: the destruction of the meat industry. Undoubtedly some critics feel that eating meat is an immoral act and would welcome the end of meat production for human consumption. On the other hand, we would venture to say that most who express concern about these issues maintain meat as an important part of their diet.

Industry leaders should keep in mind that while it is easy to view "this" as a dispute between meat producers and those that would like to see the meat industry disappear, an "us" and "them" battle of that sort is likely to be counterproductive. The real battle is for the hearts and minds of John Q. and Jill E. Public. And so far the industry has ended up with a black eye.

John and Jill are told by industry officials that science says that small animal crates and cages are not cruel. But the Publics see photos and film in which veal, sows, and laying hens have little-to-no room to maneuver. As Urban Lehner of DTN asks: Are they going to believe industry or "their own eyes?"

The Publics hear and see stories about children and adults dying from E. coli O157:H7 and other foodborne illnesses. They are told by industry officials that the meat is USDA inspected, but then learn that what is inspected are slaughtering and processing plants' records, not the meat itself.

In the minds of the Publics, "USDA Inspected" brings to mind the hands-on inspection processes of the past, not the inspection of HACCP records—note: the USDA probably should have changed its labeling when it changed the system of regulating packing plants.

In addition, John and Jill learn that recalls are voluntary and plants are in charge of developing meat safety protocols for their plants, not the USDA. They also read stories that some slaughter plants will not sell meat to processors who test their product for E. coli. John and Jill are surprised and perplexed.

Stories of industry representatives arguing that the testing of whole beef cuts for E. coli at slaughter plants is not warranted make little sense when they also read that slaughter plants are virtually the only possible "original" source of contamination.

John and Jill hear the same industry organization say that needle-tenderized meat is as safe as non-tenderized meat even though food scientists report that the tenderizing needles can introduce surface contaminants into the interior of the cut of meat, including E. coli O157:H7.

When it comes to antibiotics, the Publics learn that some species of healthy meat animals are routinely given antibiotics even though their children suffering from colds and the flu are refused these same antibiotics because of antibiotic-resistance concerns.

In sum, much of what the Publics hear is contrary to their long-held beliefs about the meat industry, USDA inspections, "overuse" of antibiotics, and, most of all, that the consumer is always right, whether she wants to know which country produced the meat she buys or, as an importer, the stipulation that entering beef be tested for BSE.

Some livestock producers might close with a plea to industry spokespeople to take better care so as not to further erode or impede the demand for their products.

In the long-run, it may be better to admit that certain adjustments need to be made and go about facilitating those adjustments than to evade issues or construct defenses that sound unbelievable.

Darryl E. Ray holds the Blasingame Chair of Excellence in Agricultural Policy, Institute of Agriculture, University of Tennessee, and is the Director of UT's Agricultural Policy Analysis Center (APAC).

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