



NUTS & BOLTS

... Teachers delivering knowledge that works to North America's Farm and Ranch Families

Volume 11 Number 1

Fall 1997

“Take charge of change ...or change will take charge of you.”Dr. David Kohl.

That was the message about 100 NFRB-MEA members took home with them from our 1997 conference in Salem, Oregon. We experienced four days of seminars, meetings, and tours designed to deliver that message. We discussed issues in enterprise analysis, farm marketing, time management, and family farm planning, among others. Tours to a grass seed farm, an ornamental nursery, a strawberry farm, a flower seed farm, and a

packing plant illustrated the diversity and prosperity of Oregon agriculture.

Thank you to our hosts, John Caster and Gene Panasuk, who did an excellent job of organization. The seminars and other events were uniquely Oregon's, making it a memorable and educational trip for everyone. Congratulations to John and Gene for their work on a successful conference.



Strawberry Fields Forever... or so it seemed to some of us Midwesterners who had never seen so many strawberries. The 1997 NFRBMEA conference in Salem, OR gave everyone an opportunity to see the wide variety of agriculture and horticulture that thrives on our West Coast. Stan Herr, second from the right, took time from his schedule to explain the intricacies of strawberry production to an NFRBMEA tour group.

A Message From Dr. Larry J. Klingbeil, NFRBMEA President

THE MAGIC OF THINKING BIG

I have recently reread the book by David J. Schwartz called *"The Magic of Thinking Big."* I feel that big thoughts are what it takes to make an effective NFRBMEA.

THOUGHT 1: *"Believe you can succeed."*

Everyone who attended the national conference in Salem, Oregon last June had an awesome experience. Co-chairs John Caster and Eugene Panasuk, with the help of the Northwest Instructors, put on an educational feast with big thoughts as the main course for the participants. They had world renowned speakers that helped to increase our knowledge and bring farm business management into perspective. The tours were excellent. We are looking forward to having the 1998 conference at Chillicothe, Missouri in June because we believe we can succeed.

THOUGHT 2: *"Attitude is more important than a person's intelligence."*

We elected an excellent set of officers to represent theor- ganization in this year's activity. This year's big thinkers are: Past President - Dennis Jackson (MN), President-Elect - John Caster (OR), Secretary - Mike Lockhart (MN), Treasurer - Tim Holtquist (MN) and Membership Secretary - Wayne Pike (MN). I am looking forward to working with them to shape the future of NFRBMEA. I would also like to give special thanks to Laurie Morris, Maylon Peters and Bob Bragg, last year's officer team, for their positive attitude and dedication to the organiza- tion.

THOUGHT 3: *"Belief is the thermostat that regulates what we accomplish in life."*

At the conference we established two committees to think big and direct the organization into the 21st century. The Program Standards Committee is chaired by Vic Richardson (MN) with members Pat Harrington (AZ), Dennis Jackson (MN), Maylon Peters (CO), Jim Riles (MO) and Gordon Williams (Canada). Paul Gor-

man (MN) is chairing the Electronics/Web Page Commit- tee. These two committees will regulate our organizational "thermostat". Their accomplishments will be reported in future issues of the *Nuts & Bolts*.

THOUGHT 4: *"You are what you think you are."*

We will be having our fall board meeting October 23-26 in Chillicothe, MO. We will plan the 1998 conference, set the stage for the 1999 conference, and determine the future thrust of the organization. If you have any issues regarding what can be done for you and farm business management education, please contact any of the officers so they can bring it to the fall board meeting. We can be the best with your input.

I feel that we need to "think big" when we look at what NFRBMEA can do and be in the future. We all have a stake in our professional organization. We are in a unique position that serves a segment of rural society that is facing a changing financial and managerial environment. We must teach skills that will integrate into their operations and keep them efficient, effective and profitable as they reach their personal, family and business goals. However, we must not forget to teach them to believe they will succeed and to have a positive attitude. By thinking big ourselves, we will show that big thought and big dreams can lead to great achievements. Living in Texas, one comes to think "big" on a daily basis. Be happy, be challenged, and have a tremendous day!!

—Dr. Larry J.
Klingbeil





Greg Tullis (L), Moorhead, MN and Ron Dvergsten (R), East Grand Forks, MN, work to keep up with Dr. David Kohl during a session in Salem. Dr. Kohl, a nationally known speaker from Virginia Tech, presented a day-long seminar entitled, "Megatrends of Agriculture— Taking Charge of Change".



Randy Allen (L), RWA Financial Services, discusses a finer point of farm commodities marketing with Darwin Bitz, FBM instructor from Jamestown, ND. Randy Allen presented two seminars at the NFRBMEA conference in Salem: "Farm Marketing" and "Time Management".

Positioning for Success - An Opportunity for NFRBMEA Members

The National Pork Producers Council (NPPC) is placing a great emphasis on education. In addition to producer education, they wish to work more closely with professionals who work with pork producers. Last Fall NPPC established an Adult Ag Educators Task Force to explore ways that NPPC could network with Farm Business Management and Young Farmer instructors. So far, the task force has established two working groups to: (1) develop instructional delivery strategies, and (2) plan and implement a national conference for educators.

The conference, *Positioning for Success*, has been organized and is scheduled for October 13-15, 1997, at the Des Moines Marriott Hotel in Des Moines, Iowa. Indicative of NPPC's commitment to this activity is the fact that participants need only get to the conference. *NPPC will cover the other costs for conference registration, materials, meals and lodging -- during the event.* It's not often that we have the opportunity to attend an industry sponsored conference of this quality. If you work with livestock producers, you will want to attend!

The purpose of the conference is to help increase awareness of modern pork production and to provide networking opportunities between participants. A number of experts in pork production, the new NPPC Production & Financial Standards, and adult agriculture education are all on the agenda. A brief overview of the agenda includes:

Monday, Oct. 13 (optional) The day begins at 10:00 am at the Marriott. Choose *Environmental Assurance Program (EAP)* or *Pork Quality Assurance (PQA)*. Then, an optional *NPPC Update* session at 4:00 pm (at NPPC Headquarters, 1776 NW 114 St., Clive, IA), addressing *Pork Quality, Health & Safety Programs, Producer Education, Reception, Exhibits & Dinner.*

Tuesday, Oct. 14:

- Registration begins at 700 am. Highlights of the day include:
- *Keynote Address*, three producers' views of *Positioning for Success*, *Talking the Language* (sessions on *New Technologies, Pork Quality & PSE, Environmental Issues*, and a *Market Outlook*), and an *Overview of the New Production & Financial Standards.*

Wednesday, Oct. 15:

- Three Adult Ag Educators' views of *Positioning for Success*, *Using the New Production/Financial Standards*, Concurrent Sessions -choose one (*Managing Risk, What It Takes to Get Along Today-Neighbors, Nuisances & Odors, and Keys to Finding & Keeping Good Employees*), more concurrent sessions -choose one (*Swine Health Challenges-Present & Future, Leasing of Capital Assets, and Networking*). Conference adjourns at 3:00 pm.

Due to our **Nuts & Bolts** publication date, time is running out! If you need more information, contact Darlis Wambold at NPPC, at (515) 223-3525 or 1-800-667-1436. To accommodate materials preparation and meal planning, **you must pre-register.** If you plan to attend, complete the registration form below and FAX it to NPPC at (515) 223-2646.

☎ ☎ For lodging reservations at the Des Moines Marriott, call (515) 245-5500 ☎ ☎

----- **Positioning for Success -- Conference Registration** -----

NAME _____

Some choices you need to make:

Title _____

Optional (Monday): -- only if you'll attend

Address _____

EAP Session, 10:00 am - Marriott

Cit/State/Zip _____

PQA Session, 10:00 am - Marriott

Phone _____ FAX _____

Update/Dinner, 4:00 pm - NPPC Hdqtrs.

More Choices— Concurrent (Wed.) Sessions - Marriott: — one at 10:00 am & one at 1:00 pm

- 10:00 am: Managing Risk
- What It Takes to Get Along
- Finding/Keeping Employees

- 1:00 pm: Swine Health
- Leasing Capital Assets
- Networking

Member Authors

Jim Grozinger and Brian Thompson, NFRBMEA members and teachers at Chillicothe, Missouri, are authors of *The Internet Guide* for Agriculturists.

As reported in the Summer issue of *The Source*, John Deere Publishing's newsletter, Jim and Brian have also conducted four professional development workshops on the Internet for the National Vocational Agriculture Teachers' Association.

John Deere Publishing offers preview copies of this book and others through contact with Cindy Calloway at 309-765-4951 or by e-mail at cc47433@deere.com.

Cost Control

Darwin Bitz and Marv Knell, farm business management instructors at Jamestown, ND caution their farmer-students, "There is no farming operation that should not be scrutinized for its necessity. Remember, you have more control of expenses than you have of the price you receive for your production. Control your expense!"

They cite early fall tillage as an example. Fall tillage tends to put weed seeds into safe storage. Just as crop residue breaks down better when left on the surface, so are weed seeds made non-viable when left to the elements on the surface. Could that tillage be delayed to allow weed seeds to weather? Might that delay in tillage reduce weed pressure and therefore reduce herbicide costs? Darwin and Marv encourage their students to question every cost issue.

Time Savers

One thing none of us will ever have enough of is time. Here are a few ideas for using what you have wisely.

- Listen. Once should be enough. Think. More often than not.
- Talk. Less, most of the time, but when you talk, tell them three times or you are wasting your breath.
- Write. You think, listen, and talk at the same time.
- Decide. More information will not necessarily change the outcome of most decisions.
- Do. Get your job done now and let others do theirs.
- Move on. Mistakes will be made. Finding fault takes time.
- Learn. Learning is changing. Change the way you do things to save time.



If the mailing label on your NUTS & BOLTS is green, you are already a member. If it is white, you are not a member.

TO: Wayne Pike
NFRBMEA Membership Secretary
Rt. 1, Box 217A
LeRoy, MN 55951-9763

Here's my check to NFRBMEA for:

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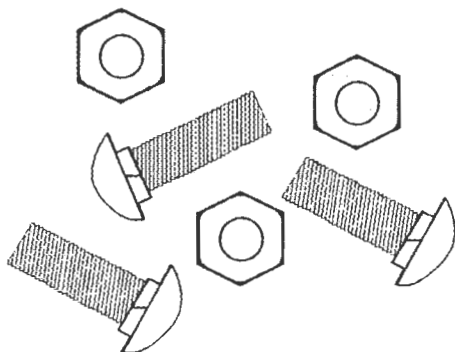
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