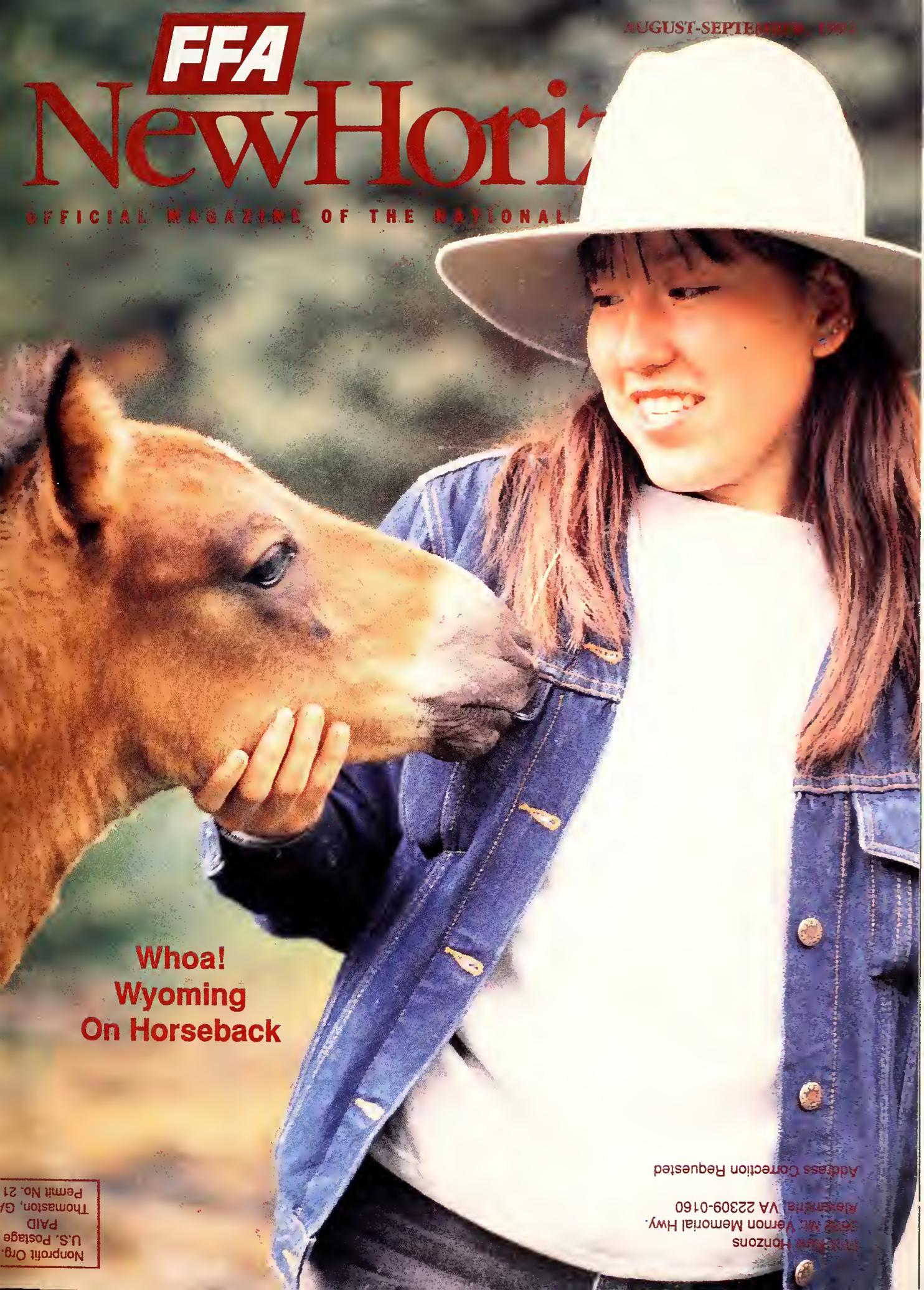


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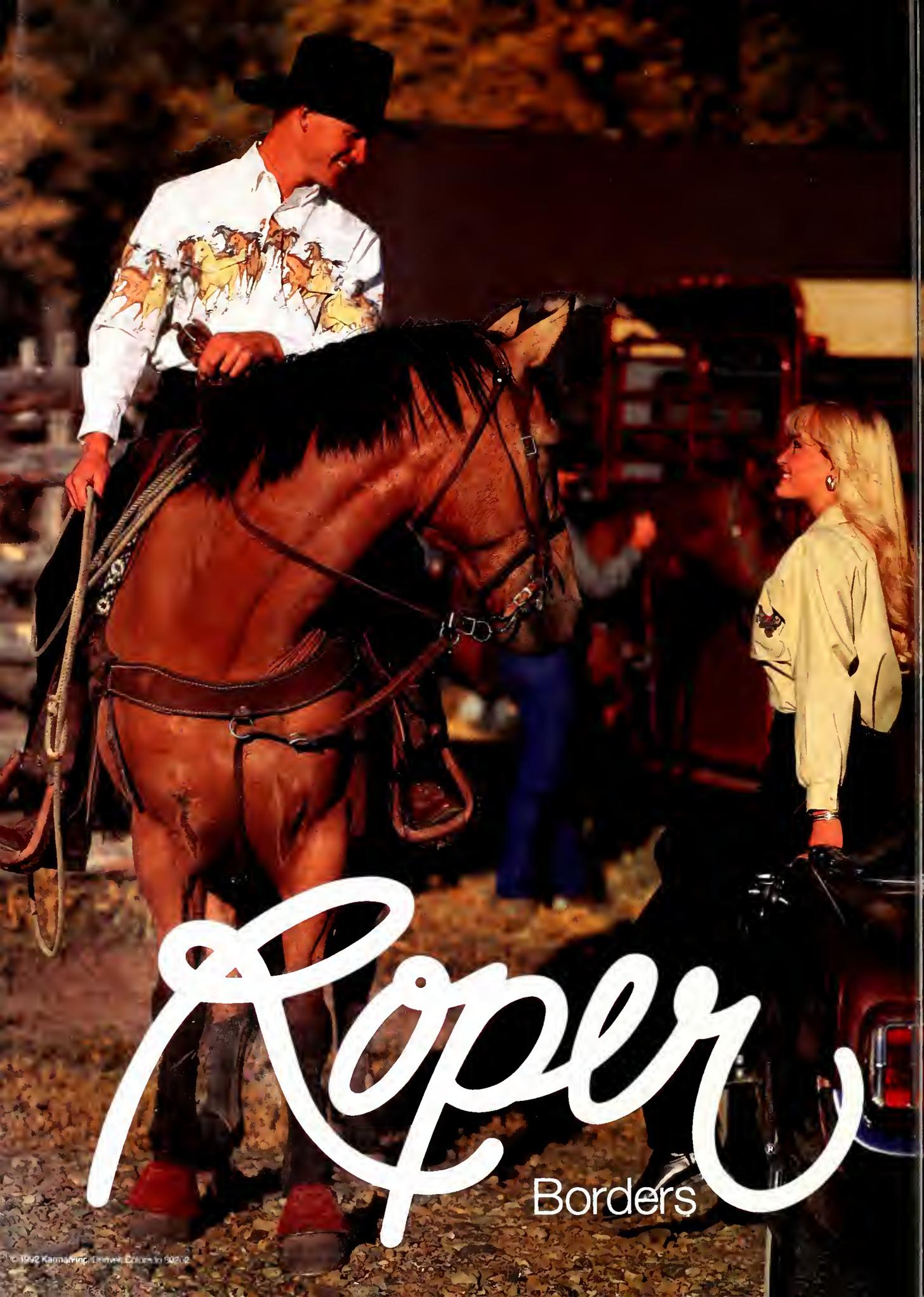
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August-September, 1992

Volume 40 Number 6



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Confessions Of An FFA Fruit Salesman

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Suzette Nanto plays with a trail ride tag-along. Nanto, along with other members of her Lodge Grass, Montana, FFA chapter spent five days in the Wyoming wilderness. Photo by Lawinna McGary.

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THE FRONT LINE

Why does anybody join the FFA? Between school, sports, part-time jobs, boyfriends, girlfriends, and all the other time commitments teens have, why would anyone want to subject themselves to memorizing the FFA Creed, learning Parliamentary Procedure and tolerating general Greenhand abuse?

It's because we all want to feel like we belong.

A guy named Abraham Maslow figured out a long time ago that people have a common set of needs. After the basics of food, water, shelter and a sense of security, the need to feel accepted is next on the list. No matter what people may say, there are very few loners out there.



That's why there are cliques of people at school. Most people have a strong desire to fit into a group, even if they know it isn't good for them. We hear of the growing number of street gangs in this country. What do gangs offer? They offer a place to belong, especially to young people who feel like they don't belong at home or at school. To some extent, gangs fill a void in society that used to be filled by families, churches, schools, clubs and other organizations that traditionally supplied a place to feel accepted. Sadly, violence and drug use are mainstays of gang life.

Your local FFA chapter, on the other hand, is a gang of people who have chosen the positive road. In many schools, the relationship between FFA members and their advisors/agriculture teachers is different than with other teachers. The advisor is a friend, a counselor, someone who takes a personal interest in your life.

The FFA also gives young people a chance to show their stuff. It gives you a chance to stretch your abilities and go beyond what even *you* thought you could do. It's a chance to find what you're good at and what you like to do.

There aren't many requirements to get into FFA. You don't have to be a great athlete or be an honor student. All you have to do is want to get involved, work with other members and try to improve yourself.

There aren't many FFA members that "ride the bench." Good advisors find a way to get everyone involved.

Because of these reasons and lots of others, national FFA membership in 1992 is 400,746, an increase of nearly 18,000 over 1991. That is the first increase in national membership in 11 years. It happened in 40 states. By the way, this is all taking place while the total population of teenagers is decreasing.

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Americans At Their Best.



Tracy Lawrence: "Sticks and Stones" and a Drive to Succeed



"Sports, clubs and organizations like FFA teach people how to be team players. They teach you to play your part and not be a ball or glory hog," says Jackson.

By Bobby Conner and Jeri Mattics

Tracy Lawrence is one of Nashville's hottest rising stars. He's also a former FFA member with a great story to tell about persistence and following your dreams.

Born in Texas and raised in the small town of Foreman, Arkansas, the 24-year-old Lawrence has been hooked on music since childhood. He started playing in local clubs at the tender age of 15. After playing with several local bands in high school and college, Lawrence decided he was ready for Nashville.

"I came up 1-40 in a 1980 Toyota Corolla that had about 250,000 miles on it, expired tags, no insurance, running on three cylinders and a fan with a piece of tire wire wound around it so it would spin constantly and cool the car," he reminisces. "I saw the skyline and it was an incredible feeling. This was the place I'd dreamed of all my life. It was like looking at Gotham City."

"I was here and I was scared to death. I didn't know what to do

or how to do it, but I was determined to stay."

That was August, 1990. Seven short months later, Lawrence landed a contract with Atlantic Records and recorded his debut album. Then tragedy struck. Only a few hours after finishing the final recording session, Tracy was shot four times in a bloody Nashville robbery.

He was lucky. Although the bullets damaged his knee and hip, he lived. Jackson still wears a leg brace and has a bullet in his hip.

Throughout the summer of 1991, several performers held benefit performances to help pay his medical bills. "There were so many people in the industry that were there beside me and did things for me. It was an incredible feeling to be loved and appreciated by people in a town that I had been in for such a short period of time," Lawrence explains.

Recuperated and ready to roll, Tracy's debut album, *Sticks and Stones*, was released October 15. More radio stations

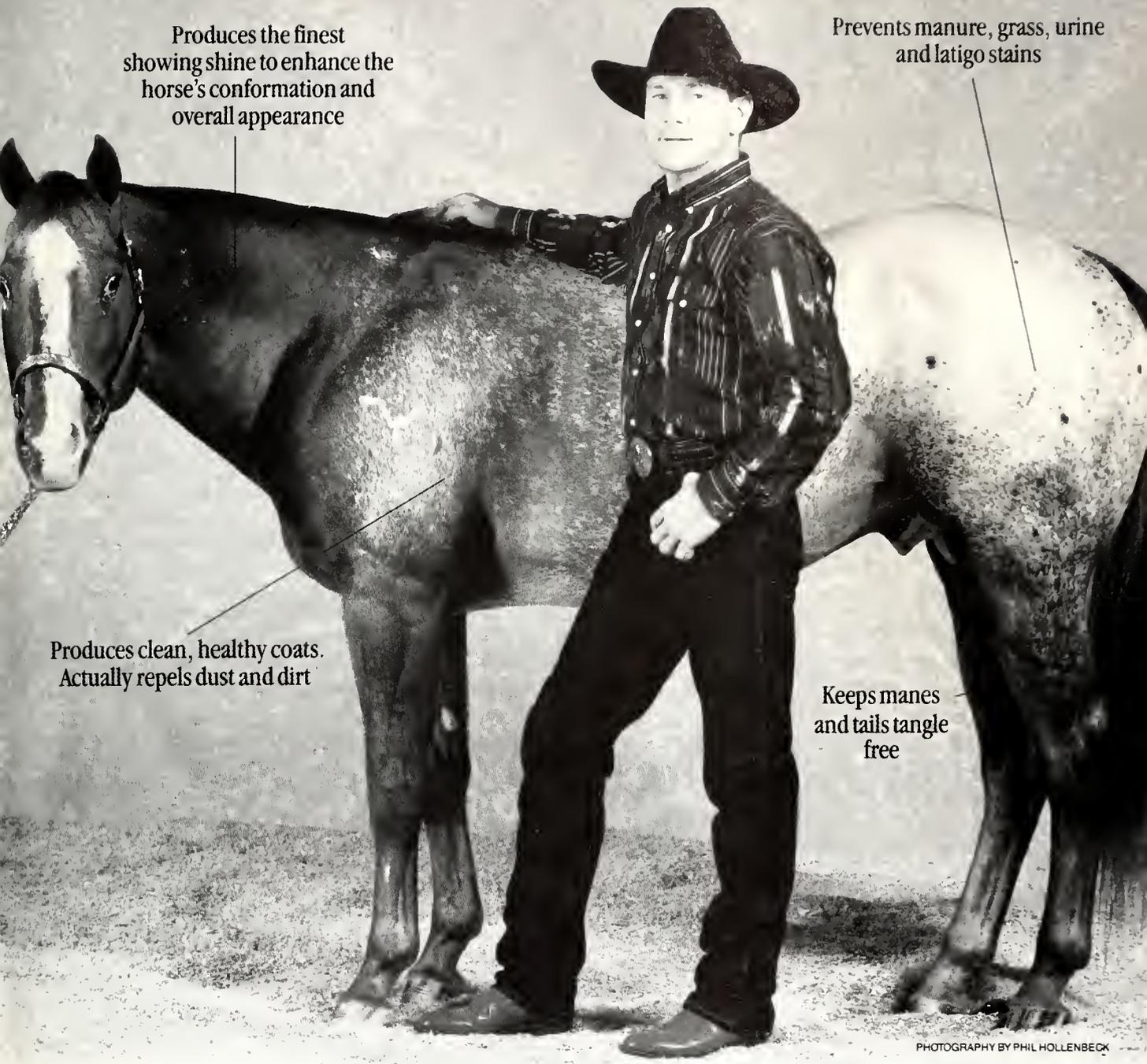
added *Sticks and Stones*, the title cut, to their playlists than any other new act's debut record in history. By his birthday on January 24, Lawrence was celebrating his first national number one single. The second single, *Today's Lonely Fool*, was soon number one on the charts while the album pushed into the top 20 nationally. Tracy's third single, *Running Behind*, hit the R & R Country Charts at slot 39 and shows promise of being another chart-topper.

Lawrence is quick to acknowledge the important role FFA played in his life. "Organizations like FFA teach teamwork. I believe one reason I have been successful in the music business is because I realized early on that people cannot accomplish much by themselves.

"It's like a football team. The quarterback is nothing without the line. I have so many people around me that I need and depend upon. I have to trust that they are going to be there working for me like the quarterback's line."

Lawrence says he is a perfectionist. "I want everything to be the best, whether I'm writing or performing. I want people who buy my CD or pay to see me perform to feel like they've gotten their money's worth."

(Continued on Page 24)



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The VIDEO Trainer

Craig Bard uses a video camera to train riders and sell horses

By Kellie Tomita

The video camera doesn't lie. It's everywhere these days. You try to film your dad doing something embarrassing so you can send the tape to "America's Funniest Home Videos." Admit it, when no one is looking, you make faces at the cameras in the department store's electronic section. And what family hasn't taken a camera on vacation?

Even when taking horseback riding lessons from Craig Bard, a horse trainer in Danville, Indiana, there is no escaping the dreaded video camera.

Craig says he sometimes uses it to show students what they're doing wrong. Other times he sends video tapes of horses to potential buyers. For example, if some-

one in California is interested in buying one of his horses, he sends them a tape of the thoroughbred in action.

Because Craig believes it's important to develop good customer relations in the horse business, he uses much more than video when relating to his customers. He combines experience from FFA and from working with horses to promote himself as a professional.

A former member of the Clinton Central FFA chapter in Kirkland, Indiana, Craig has been riding horses since he was big enough to walk. He says riding the family pony just came naturally. At age 12 he was competing against 4-H members at horse shows.

Now 19 years old, his interest in horses

has never faltered. He joined his high school rodeo team and spent four years riding saddle broncs, steer wrestling, team roping and calf roping on state and national levels. He also learned a lot about animal health while he helped a veterinarian on calls and in treatment of the animals. Craig eventually gave up rodeo and now focuses on what he likes most...training western pleasure Quarter horses.

In FFA, Craig competed in speech contests and was a district officer. Today, he applies the confidence he learned from speaking in front of people to his business. He says that anybody who is in the horse business is in the people business. "You make it riding the horses, but you've got to get the customers before you get the



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Photo by Author

Last year Craig was a national finalist in the horse proficiency award area. He says it helped him keep incredible records. "Before I was guessing and hitting or missing about things. Now I know exactly what I spend and exactly what I make. It has helped me on taxes and everything else."

good horses. You have to relate to people and not be afraid to get in front of them and talk to them no matter what you do." Craig says that the best way to prove himself to his customers is to ride. "They've got to see what you've ridden and you have to show them that this is what I've done with this colt." Once given

a horse to train, he goes to work to keep his customers satisfied. He spends three to four hours a day on the phone informing them of his progress and even teaches them how to ride. "I feel better about a customer being able to show their horse and win than if I had shown the horse and won." He says he can train the horse and

show it, but he can't ride it for them. Up at 6 a.m., Craig has breakfast and then rides from 8 a.m. until lunch. Then he rides all afternoon and does chores around 5 p.m. "The thing about this business is it seems everything I do revolves around it. I might leave here and go to the sale barn to check the local market or talk to a farmer about pricing hay. I can't sit idle. If I don't have something to do I'll ride my horses two or three times a day. I have to be busy all the time or I'll go nuts. That's just the way I am."

Whether it's communicating subtle cues to his horse or convincing students through video to correct their riding style, Craig says effective communication makes difference between keeping or losing a customer. ...

The National Horse Proficiency Award is sponsored by Equicare Division of Ziecon Corporation and Justin Boot Company as a special project of the National FFA Foundation.



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Riding The Wilds



Of Wyoming

Up, down and around the mountains, four Lodge Grass, Montana, FFA members toughed out a trail ride in the Big Horn mountains.

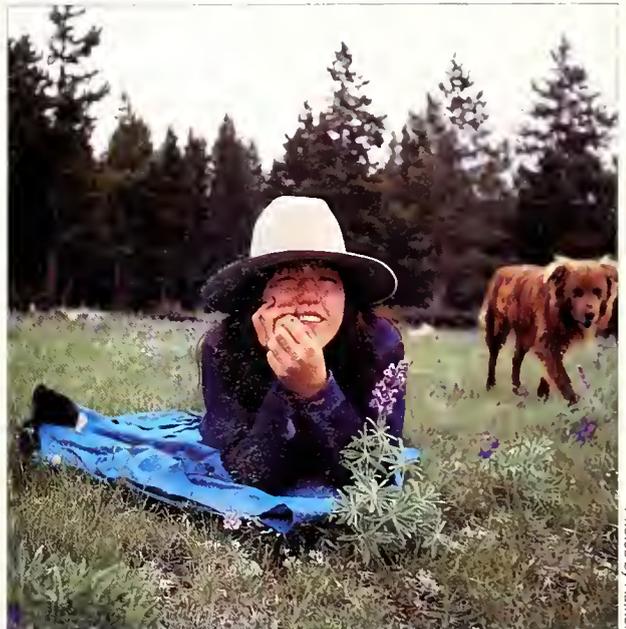


By Lawinna McGary

Wyoming on horseback means braving rain, sleet, snow and sore muscles. The ground is hard (and gets harder every night). The cold creeps up on you when you're sleeping and shivers you awake. Rain seeps through your tent to soak everything within it's reach. Your clothes get damp, sometimes from a drenching downpour, sometimes from the sun's heat and sweat that follows.

This is roughin' it. There's no electricity. And the only running

(Continued on Page 12)



Photos by Author

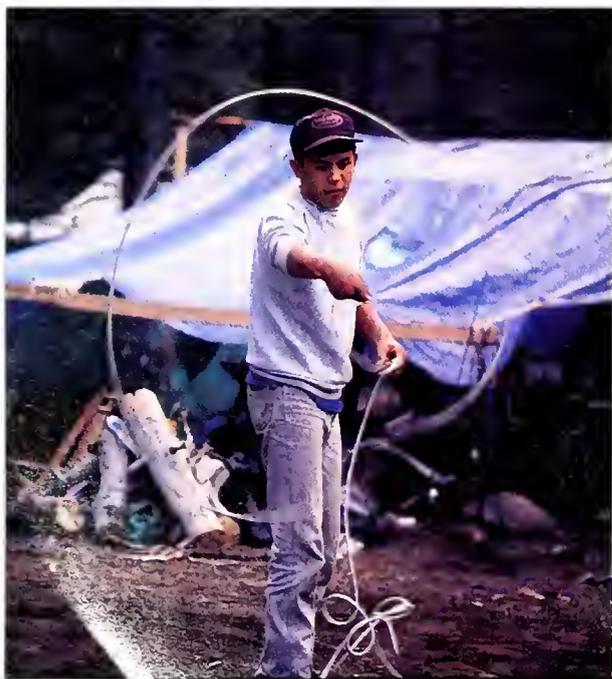
water is the river that runs through your campground. Communication is quiet. Talking in soft tones to the person right next to you replaces telephones, televisions and radios.

Living without modern conveniences also means leaving behind the sometimes suffocating pressures to conform. Society's normal restrictions don't apply here. If you want to wear the same pair of pants two days in a row, chances are, nobody will notice. If someone does catch you, they probably haven't been in the mountains long enough. "In town people care about what you wear. Here nobody cares," says student Suzette Nanto. "It feels good to be in the country where you can be yourself and smell the fresh air," she says.

Four Little Big Horn chapter members, their advisor, his wife, and several supporters have camped out before, but this is the first time they've gone together as an FFA group.

Money Doesn't Matter

There's something special about roughing it in the outdoors, says Wade Morton, chapter advisor. "In



Rodeos are popular in Montana and Wyoming. Here Andrea LaFrance practices rope tricks.

the mountains, it doesn't matter if you're a millionaire or you don't have a dime. It doesn't matter what color you are. It's a place where everybody is created equal. There's no prejudice. Wilderness gets everybody back to the way it ought to be."

"I love it here," says Suzette. "Every chance we get we go to the mountains. It's our Disneyland."

Beauty surrounds you. Forested, dark paths give way to wide-open grassy areas full of wildflowers. Clouds float above snowcapped peaks. "It's one of the last places that's not ruined by people. They can't control it yet, and I don't think they ever will. Mother Nature runs you up there [in the Big Horn mountains]," says Brenda Morton, chaperone for the trip.

Wild animals, rocky, rough terrain, and sudden weather shifts can appear at any time. All you can do is react to the elements. When snow drifts stole away any signs of the trail, the group shivered under a tree for shelter. Several tried to light a fire and gave up...the wind was blowing hard, and the matches just didn't want to stay lit. Everyone gave up...except Suzette. She persisted and, before long, the fire warmed their feet.

Suzette says she's camped out before for weeks at a time. "My family would go home from the mountains in the summer just long enough to check on things and then head back."

"Sometimes when I'm home alone I think back to how I survived up there. Living in town so much spoils us," she says. "I like to keep coming back to see if I still know what I learned last year...to see if I can still jump in the [ice-cold] water and wash my hair...to see if I can still survive up there."

Coping with these challenges gives you confidence says Brenda. "It makes you less afraid to face anything down here [off the mountain] after what you've faced up there."

Getting back to basics, she says, "shows you how little you need to survive. You can do without a lot and still do quite well."

Each time these FFA members leave civilization behind they find out more about themselves. They learn how to adapt and they have fun. "When I return," says Suzette, "my body just feels a lot better from the fresh air and clean water. I'm more energized."

...



Hats and slickers helped keep out the rain for rancher Ellis Murdock, center, and FFA members Helmeg Hill, and Suzette Nanto. The rain soon turned into snow as the group went on to higher elevations.

Horse Sense

One essential for staying alive on a mountain trail ride is a horse you can count on. The group travelled 16 miles one day. They crossed rivers several feet deep and snow drifts just as high. Under these conditions, a sure-footed, patient pack animal is a trusted friend and a means to survival.

As members of the native American Crow tribe, these FFA members have a heritage of relying on horses. Before the explorers from Spain introduced horses to the continent, their tribe packed and travelled with dogs. As the population of horses grew, the tribe's patterns changed. They kept moving in search of buffalo. Over time the pack animals became multi-purpose and were used for sports, ranching and mountain climbing.



The end of the trail.

Agriculture in the Air?

Pilot Scott Rainey's plane has stalled before, but his career never has

By Melissa France



As owner and pilot of Rainey Aerial Ag Services, Inc., Scott keeps his hangar immaculately organized and washes his plane every day.

Photo by Author

It was a routine day. Things were going well...until Scott Rainey's airplane engine quit. No warning. A sudden deathly quiet was his only sign that something was wrong. He spotted an apple orchard to land in, and says, "I didn't get scared until I was on the ground and safe."

But that wasn't Rainey's scariest flight. No, that would be the time his plane's landing gear hooked the wire between two utility towers. The thought of electrocution wasn't too appealing.

"Lucky for me the cable broke," he says. "It took me two years to get my nerve up to spray that field again."

Low-level flying is a risk Rainey accepts every day as he sprays chemicals and fertilizers on crops. But he says the possibility of being sued (for chemical

application in the wrong spot) is an even greater risk for him. Today, more than ever before, concerns are high about accurate application. Pressure is so intense, Rainey makes sure he attends National Agricultural Aviation conventions. "I go to learn about new equipment and to keep up with the Environmental Protection Agency (EPA) standards. An EPA violation can cause me to lose my commercial pesticide licenses," he says.

To make sure his West Tennessee-based business is a success, Rainey usually works seven days a week during crop season. He takes off in his 680-horsepower, turbine engine plane at sunrise and often makes his last landing at sunset. He stays on the ground through the winter months, but since he loves to hunt for duck and goose, having the winter months off makes up for the long summer hours.

Rainey got into the business by taking technical school courses and by working for an agricultural aviator.

He says you can get basic flight training at any FAA approved flight school. Although only a few colleges have a Bachelor of Science degree in agricul-

tural aviation, there are several private schools that offer the courses.

Earnings

Most agriculture pilots are paid per acre. Fees range from around 50 cents up, depending on: amount of farmland, length of a growing season (the shorter the application time slot—the more in-demand a pilot will be), economic condition of area, volume of product being applied and pilot's experience.

A beginner pilot can earn \$10,000-\$15,000 per year. An experienced pilot with a good work record (and a good combination of the above factors) can earn \$60,000-\$80,000 per year.

Expenses are high though. Rainey's annual inspection costs from \$7,500 to \$10,000 per year. And for new agricultural aircraft you'll pay from \$120,000 to \$500,000.

FFA Influence

As a member of the Obion County, Tennessee FFA chapter, Rainey participated in land leveling, soil judging and parliamentary procedure competitions.

He says, "being part of those teams taught me to be responsible and to do my best. That's what has helped me build my most valuable business asset—a good reputation. Farmers rely on word-of-mouth accounts about what kind of work I do much more than any advertisements I buy."

Ag Aviation Career Sources

Larry Leake
Ag Aviation Dept.
University of Minnesota, Cookston
Cookston, MN 56716
1-800-232-6466

Dept. of Aviation
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318-342-2148

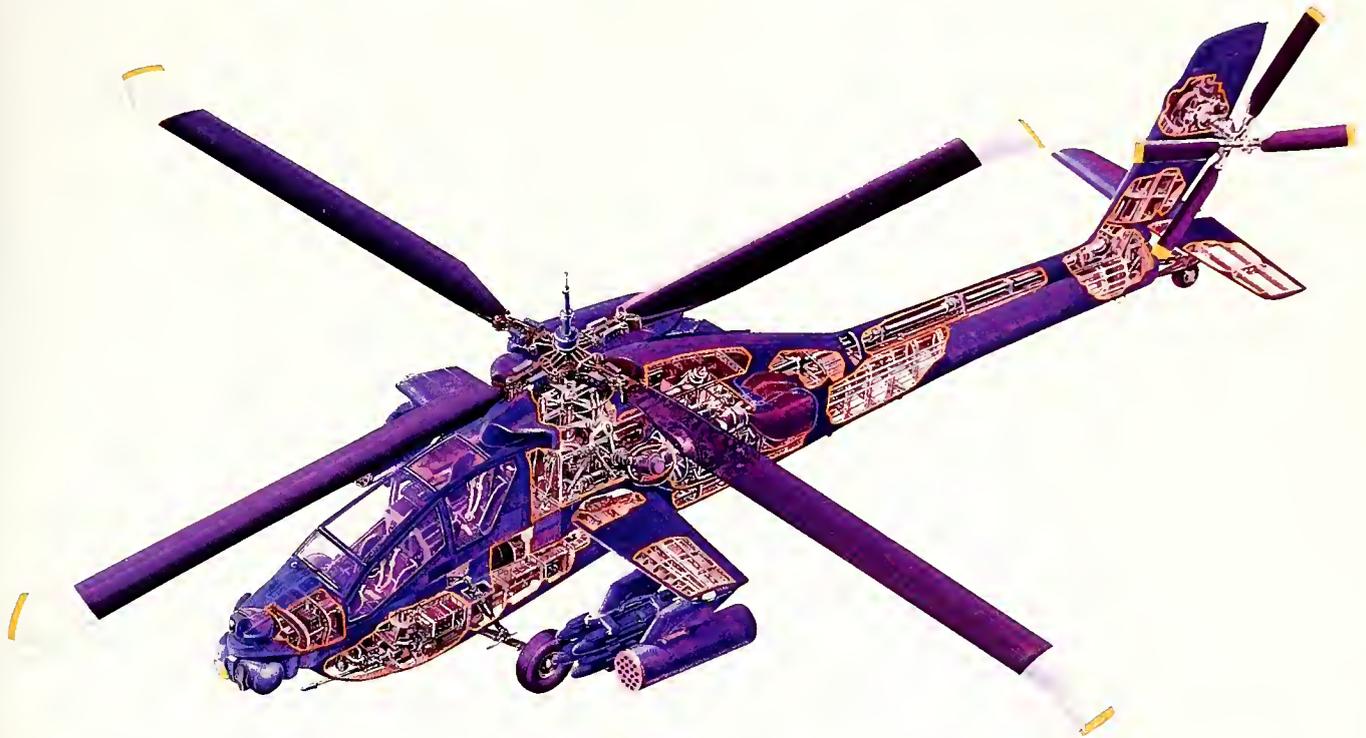
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Decatur Industrial Airport
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Raising birds, says advisor Vanover, is something anyone can get into. You don't need a lot of room.

He recommends subscribing to "Avian Gazette," which has good information about raising birds, to get basic knowledge. "You've got to know what you're doing or you'll run into lots of problems," he says. Your state department of natural resources or game warden are also good sources of information.

Here, Waukomis, Oklahoma, FFA members Rick Spring, left, and Dillion Freeman take care of some birds.

Birds of A Feather...

Members of an Oklahoma FFA chapter have flocked to raising game birds

By Lynn Hamilton

Feathers are flying around some FFA members' backyards in Waukomis, Oklahoma. Since 1990, members have raised game birds for their supervised agricultural experience programs (SAE), and it's keeping everybody up in the air.

Rick Spring, a junior, started with 166 quail chicks, and now has about 400 birds during the peak of the season. Last year, as a sophomore, he won third place in the state Specialty Animal Proficiency Award. He hopes to win a national proficiency award with his game birds, and credits his FFA advisor, Tim Vanover, with teaching him the trade.

Vanover started raising game birds three years ago, as part of a natural resources class. Now, about 12 of his students raise game birds, and the flock has grown to include 1,000 quail, 100 pheasants, 70 chukars (a type of partridge) and

six wild turkeys.

"We've got birds scattered all over the community," Vanover says. The students gather their eggs at home, and bring them to school to incubate. After they hatch, in about 23 days, the chicks go back to the students to raise for breeding, butchering or to be turned loose to restock the wild population.

Vanover's phone is busy with egg and bird orders. "We try to raise enough birds so everyone has enough to do what they want with them," Vanover says. For example, pheasants are rare in this eastern part of Oklahoma, so the chapter turns some of them loose in the community.

The chukars are mostly raised for butchering, since they don't adapt well enough to the local environment to be set free. Pheasants and turkeys are raised to restock the local population. Quail are the most versatile: with about 80 percent of

them being turned loose, 20 percent sold for meat, and a few used for special purposes like training bird dogs.

Urban Birds

As Vanover sees more students from urban areas join his 100-member FFA chapter, he notes that game birds give them a chance to have a good Supervised Agriculture Experience Program (SAE) and maybe even make some money. "This is a good opportunity for kids who live in town who can't have a large animal or plant project," he says. Several of his students have small numbers of birds, usually fewer than 20.

Vanover plans to keep his chapter working with game birds. "We're having fun, so we'll keep doing it," he says. "We've learned a lot the last two years raising these birds." ...

Luck Is No Accident

"The harder I work the luckier I get."

"Luck frequently visits the prepared mind."

"Luck is the residue of diligence."

Quotations about luck are everywhere. We all yearn for a streak of it, especially if it brings money.

Accidents do happen, but when luck is involved the lucky aren't selected at random. When Columbus courageously set sail in 1492 he was headed for the East Indies, not America. He got lucky. Ditto for Dr. Jonas Salk when he discovered the polio vaccine. What we refer to as luck results from *preparation and perspiration*. Idle, unprepared minds usually don't recognize opportunity. Neither will a negative mind that automatically goes into reverse when an innovative idea is proposed. The lucky pay their dues.

How can you get lucky? Here are a few thoughts:

1. Be perpetually inquisitive. Search for truth, for answers to questions important to you. Listen while others talk.

2. Network. Get out of your rut and meet new people doing new things and thinking new thoughts.

3. Be positive. Cheer for those who try.

4. Diversify your interests. Join Rotary, Kiwanis, or another service club to meet new and interesting people.

5. Be willing to make mistakes. They are necessary detours on the road to achievement.

6. Maintain personal stability. Unstable or volatile conditions eat up energy and distract from achievement.

7. Be deserving. Prepare for success.

If you don't, it won't visit. If it does and you're not deserving, it won't stay.

8. Treat people fairly. They will appreciate it and may become an important future resource.

9. Don't blame others. Ultimately, your life is in your own hands. The blame game is for losers.

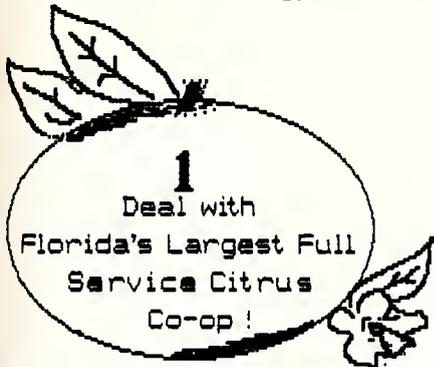
10. Look for the edge. Don't fall off, but try to find where it is and practice risk-taking in non-threatening ways.

11. Develop role models. Learn more about those who have achieved the goals you're still reaching for.

12. Prepare your mind for success. Achievement is like athletics. It requires preparation to win. Read aggressively.

Note: "Luck Is No Accident" is an excerpt taken from the book *Habits Of Wealth* by Bill Byrne.

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WHAT'S NEW





A. Michael Gaffney, professional bull rider, is shown in a "Border" shirt from Karman featuring a southwestern design.

B. The new official 5x American Quarter Horse Association hat from Resistol is available in Mist, Silver Belly, Buckskin and Black.

C. The "Shiner" Hereford Brand Saddle from Tex Tan Western Leather Company features a 16 inch seat, 3 1/4 inch by 2 1/4 inch horn, 12 inch fork, 6 1/2 inch gullet, semi-quarter horse bars, 7/8 inch-skirt rigging, and pecan and russet finishes.

D. On the left is a Dan Post boot named the Kangaroo Roper. It comes in black cherry and black. The Escondido, to the right, is an urban boot that features a fancy cutout pattern. The contrasting leathers and colors create a stylish look to this boot.

E. Refreshmint, a body wash and brace from Absorbine, blends spearmint, menthol, witch hazel and all-grain alcohol to refresh and cleanse your horse.

F. Durango boot has introduced a new line of dress and work boots called Shades of the Old West. The Harness Tan Crazy Horse leather boot shown here has a leather foot and 11 inch shaft. The boot is lined with a cushion insole and natural comp outsole.

G. This Walls Mountain Canyon Jacket has a cotton canvas outershell, front and back yokes, set-in sleeves and welt pockets in a rich forest green color. Trim at the neck, cuffs and waist is contrasting green, purple, rust and tan knit.

H. This new Justin buckaroo boot for men has a red kiddie top with an extra deep scallop and a black bullhide vamp. For comfort, this new boot has a low-profile round toe and a riding heel.

I. The jeans to the right are Wrangler Riata's in Sunwash Earth. Sunwash is also available in Aquamarine, Sky, Earth and Clay. These Wrangler's are stone bleached in pastel colors to produce a jean that has a richer texture than typical dye-washed jeans. In the background are Wrangler Cowboy Cut jeans in Overdyed Heather.



August-September, 1992

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Tracy Lawrence

(Continued from Page 6)

Being the best he can is Tracy's number one priority. "If you work hard and strive to be the best you can be, you won't have any regrets. Although people told me my chances of success in music were slim, I was determined that I was not going to end up working in a factory or a mill. I was going to make it no matter what, one way or the other," he explains. "I had to make sacrifices along the way, but that's part of reaching your goals."

Tracy's advice to today's members is vintage FFA. "Don't let anybody make you believe you can't make your dreams or goals come true. Set goals for yourself, whether it's to get a good education or some other goal, give it all you have. Don't ever give up on your dreams. Keep believing in yourself and work hard at whatever you strive to achieve in life. If you don't, one day you'll wake up and wonder what if you had tried a little harder or if you had just gone that extra mile."

...

FFA's Country Music Connection

You don't have to be an "A" student in quantum physics to know that country music is hotter than ever. First, Gorth roped the wind and caught a whole slew of new fans in his lariat loop. Then, Billy Ray burned up the charts and scorched the dance floor with his "Achy Breaky Heart."

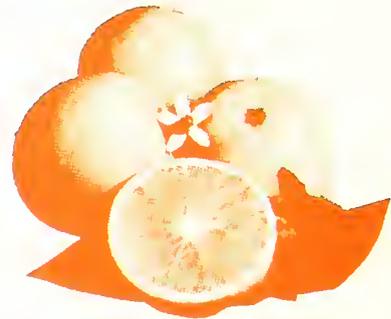
Several former FFA members such as Tracy Lawrence and Aaron Tippin are hot newcomers. And don't forget the established artists who have worn blue corduroy. George Strait, Roger Miller, Willie Nelson and Randy Owen of Alabama are all former members.

The National FFA Organization is searching for names of celebrities who are former members. If you know an artist, athlete or entertainer was a member of your chapter, please send either a photocopy of your chapter's scrapbook, the roll of members in the secretary's book or your school's yearbook to verify membership to this address. The Stars Shine on FFA, National FFA Center, P.O. Box 15160, Alexandria, VA 22309-0160.

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Ding-Dooong! The doorbell seems pleasant enough. I take a quick inventory to see that I have everything while I wait for the door to open. Let's see here...order forms, pen, pamphlets describing our fruit sale, a tablet of loose leaf paper, all neatly tucked away in an official North Crawford FFA chapter folder—it's all here. The door opens, revealing a huge, balding man, dressed in a faded and rumpled bath robe.

"What the heck do you want?" the man grunts out.

"Uhh...err... I'm selling Florida citrus fruit for my FFA chapter," I respond, feeling about two feet tall.

"Well, put me down for some grapefruit," the man barks. He gives me his name and phone number, then slams the door.

As I walk to the next house, a huge dog with six inch fangs leaps out, forcing me to break into a dead sprint. I could have given Carl Lewis a good race before the dog finally gives up. I stop and catch my breath before trying another sale. When I ring the next doorbell, an elderly woman answers. She invites me into her kitchen, then politely listens while I explain that my FFA chapter is holding its annual fruit sale to raise money for our chapter activities.

"That sounds very nice," she says with a smile. "May I have an order form?"

"Of course," I respond. As I open my folder to get her one, the whole stack of forms, along with the loose leaf paper and pamphlets, falls out and scatters on the floor.

"Oh my!" the woman cries, "Do you need any help picking that up?"

"Oh no, I've got it," I respond, as I begin fumbling about on the floor for the paper and crudely stuffing it into the folder.

"While you're doing that, let me run into the other room and fetch my checkbook."

The woman opens a door to an adjoining room, and a small black puffball roars out.

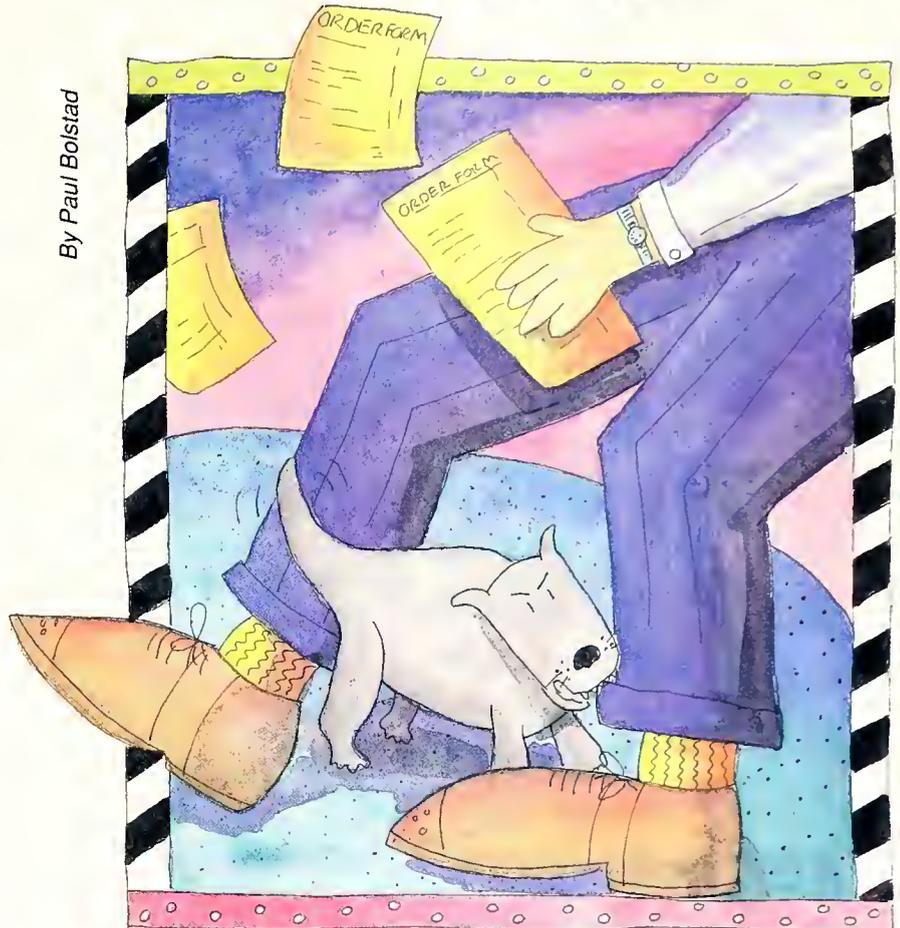
"Queenie, Queenie, get back here! Leave the nice boy alone! Oh I'm sorry, the poor little thing just isn't used to visitors."

The "poor little thing" sinks its teeth into the neatly rolled cuff of my pants. Growling and barking, the little schnauzer tugs at my leg. As I struggle to balance the overstuffed folder in one hand, a ream of crumpled paper in the other, and the world's strongest mini-schnauzer on my leg, I blurt out:

"Heh, heh, that's all right! No trouble at all! My, what a cute little...Whoa!"

Confessions

By Paul Bolstad



©Barnum Miller 92

of an FFA Fruit Salesman

I trip over the dog's food dish and crash to the floor, sending papers and dog food flying. The startled schnauzer releases my leg and tears off into the other room. The lady surveys the scene: my body sprawled on the floor, the papers scattered everywhere, and the dog food littering the linoleum. She opens her mouth as if to speak, and then closes it again. Finally, she cups her hand to her mouth and whispers, "Oh my!"

When I finally get my papers cleaned up and have helped her pick up the dog food, I take her order and thank her for her

time. As I step outside and walk back home, I think of the advice my Grandma gave me.

"Paul," she said, "I'll be proud of you no matter what you do, but never, ever be a salesman."

The next day I turn in my two orders to my ag instructor. He sees my disgruntled look and smiles.

"Tough sales?" he asks.

"You'll never know," I sigh.

"Well, take it in stride," he sympathizes. "It's just another day in the life of an FFA fruit salesman." ...



Julie's Wild World Of Animals

By Kellie Tomita

Julie and Black Jack, often spend three or more hours a day together. They practice barrel racing, pole bending, arena races and parading.

She taught a goat to sit and rode a 2,500-pound bull named Patrick. She brings cats back from near death and is inseparable from a Morgan horse named Black Jack. Sixteen-year-old Julie Hawkins of Kingsburg, California, would rather work with her animals than do anything else.

Julie has a history with all kinds of animals. Her granddad gave her a six-month-old Quarter horse mare when she was born. On another birthday, he gave her a

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bottle calf. Now, she's got so many animals that her family is trying to buy a farm in the country so she can keep them all at home. (For now they're housed at stables and at her grandfather's.)

Miracle Worker

Julie says that taking care of animals comes naturally. She once found a kitten she describes as being an hour away from death. After a day of cleaning it and feeding it jello, water and tuna oil, she took it to the vet. He suggested that the kitten be put to sleep, but Julie wouldn't hear of it. Later, a friend of a friend claimed the cat and took it to the vet. The vet was shocked to find out that the kitten, now named Jello, had survived.

Another time she saved a rabbit that her mother bought from the pet store. Bugs Bunny was too young to be weaned, so she forced fed him with an eyedropper. Bugs now spends his time contentedly in the family's yard.

Once she even walked a mile in the snow to find Star, one of her grandad's baby goats. Sounding determined, she says, "I'd let Star sleep with me no matter what my grandma said. She would try to kick it out and I'd sneak her back in." Julie promises that she'll keep Star forever. Now she takes care of about 20 Nubian goats.

Born To Ride

Of all of her animals, Julie says she is most attached to her horses. She won her first ribbon at the ripe old age of 18 months in lead line barrels. That's when a person on the ground leads the horse and rider around a barrel pattern as quickly as possible.

By the third grade she was ready to buy her first animal. With the \$175 she earned from selling the calf she raised, she bought, Beauty, a Welsh.

Later, she rode in parades. Julie excelled and captured the state title from 1985 until 1991. She says she loves watching the thrill in children's eyes at the sight of fancy prancing horses.

A little more than a year ago, Julie bought and began competing in parades with Black Jack. The ten-year-old horse was mistreated when he was younger, but

through love and trust, they have built a relationship that could make best friends envious. Since Black Jack came aboard, they often spend at least three hours a day with each other.

During this time, they practice for competition. Gymkhanas, shows that feature events such as barrel racing, pole bending, and arena races are Julie and Black Jack's favorite. The fastest horse with the most endurance wins the event.

Split Personality

At those shows, Julie says Black Jack's mood changes and he becomes protective of her. "He is full of energy and excitement and doesn't want to be bothered by people." At home though, when no one is around, she says he likes to be loved on and hugged.

Black Jack's protective attitude once cost them a race. The plan was this. Julie's partner would run down the arena where she awaited on Black Jack. He would slap her hand and off she would race to the finish line. However, things didn't go as smoothly as they had planned. Since Black Jack didn't

"Once she even walked a mile in the snow to find Star, one of her grandad's baby goats."

know the man, he wouldn't let him near Julie. Finally, the man dove for Julie's hand and off she went. Even though Black Jack had the fastest running time down the arena, the slow start put them way behind in the competition.

Since then, Julie has earned her State FFA degree and gives FFA some of the credit for developing her interest in animals. She says the chapter advisor, Mr. Parker, called her the year before she started high school. He met with her and explained what FFA had to offer.

Julie placed second in the state's horse proficiency program and says she has learned about leadership and communication.

She plans to study riding and training and then wants to attend California Polytechnic State University San Luis Obispo and become a zoologist.

Her chosen profession seems perfect for the young lady who has nurtured more animals than she can count and relates so well to her horses that she claims, "They always know when something is wrong."

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Shedding Light On A Global Dilemma

Stuart Wright's six-year agriscience project reveals how farmland may be harmed by ozone depletion



Stuart was vice president of his sophomore class and received the Greenhand Joe Martin award for leadership. He also helped promote the state's first Ag Science Fair.

Da Bulls. Da Bears. Chicago might seem an odd place for an FFA member to call home. If you told Stuart Wright four years ago he would spend his high school years studying agriculture, he'd have probably thought you were, da, goofy.

"I was one of those people who thought agriculture was just farming," says Stuart.

But Stuart is a quick learner. And when he found a high school where he could study science—the Chicago High School

opportunity to explore how science and agriculture go hand in hand.

"In order for agriculture to work, you have to be adept at other things like business and communications," Stuart says. "It's a melting pot for different areas. But the thing I like about agriculture the most is the emphasis on science."

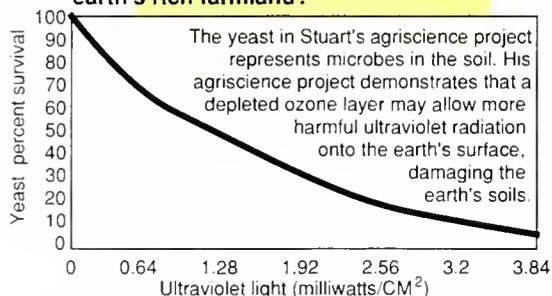
sented microbes in the soil) to different levels of ultraviolet light, and found, "It [the soil] would not be as fertile—we would have to rely on more artificial fertilizers—which is one of the causes of the problem in the first place."

He says if ultraviolet radiation decreases the survival rate of yeast, nitrogen fixing soil bacteria will also die out. This, he believes, will cause more use of artificial fertilizers for crop production, which will in turn further destroy the ozone layer.

At first, Stuart was satisfied with learning about yeast and ultraviolet radiation in a corner of his basement. But he says his project really became focused once he began high school. "It wasn't until I got to the ag classes in school that I realized all the potential this might have in its affect on agriculture," he says.

Stuart learned how to get information from universities and ask for access at laboratories. In fact, some of his research was conducted at the Cummings Center Laboratory at the University of Chicago. His family and teachers were impressed.

Could ozone depletion harm earth's rich farmland?



for Agriculture Sciences (CHAS)—he decided there was more to agriculture than just weeds, feeds and seeds. One visit and Stuart had found his home.

"I got to the school and realized agriculture was more than just farming," says the recent honors graduate. "It's science, and that's what I like."

That may be an understatement. Stuart, 17, loves science. He found that studying agriculture in high school gave him every

mar school six years ago, with help from his junior high school science instructor, to see how fertile our soil would be if there was no ozone layer.

He knew some people worry that the earth's ozone layer is disappearing. Unfortunately, harmful ultraviolet radiation penetrates the earth's atmosphere wherever the protective ozone layer is depleted.

Stuart exposed yeast (which repre-

Global Dilemma

Stuart began an agriscience project in gram-

"We found that he was moving beyond the high school level," says Marcia Watman, Stuart's teacher. "It was time for him to branch out and become more specific, more technical, more scientific."

Stuart's agriscience project earned first place in the Illinois Agriscience student recognition program this summer. He competes in the national contest this fall.

If he wins, he will need to take time off from studies at the University of Minnesota college of agriculture, where he will major in biotechnology. Because of Stuart's science achievements, he received a "full ride" scholarship that pays every cent of his college costs.

FFA Shunned

Stuart credits his high school for his appreciation of agriculture. But he admits that at first he wasn't sure if FFA was something he was interested in.

"When I came in to high school, it was still called 'Future Farmers of America,'" he says. "I kind of shunned it at first because of the farming aspect. It was a plus when they changed it to emphasize ag education, because to me that incorporates a whole body of different things."

As a city kid who now yearns for a career in agriculture, Stuart knows it's stupid to put labels on people. And even though he's never been on a working

farm, he now believes farmers know more than he once gave them credit.

"I think the farmer was stereotyped as the guy with the straw in his mouth," he says. "That may have been true years ago, but now a farmer has to know science."

"I think our values are out of place," he adds. "Farmers and teachers should be well paid. The emphasis should be on education, agricultural education, and vocational education."

For a guy who has spent his teen years shedding light on a major environmental crisis, that attitude comes as no surprise.

...



MAILBAG

April Fools' Message

When I read the April-May, 1992 article, "Bossie Heats Belcherville" (page 37) I appreciated the clever April Fools' message but was concerned that a member may not completely appreciate the message at the end.

My worst fears have now been realized. At a recent regional speaking contest, a contestant used the "Bossie" article as research for the topic How Has Agriculture Changed for the 21st Century.

FFA New Horizons has a reputation for accuracy. By failing to make it more clear that the article was a farce, you have misled our members.

Dianne Westcott
Starke, Florida

Our staff thought that the April Fools' article was "out there" enough that people would get the joke. We'll make it more clear in the future.—Ed.

A Great Idea

I was reading your story about "Fresh Air in the Bronx" (June-July, 1992, page 16) and think that it is wonderful that FFA is getting city kids out to the country.

I sometimes hear, "Oh, you live in the country, who cares."

I say, "because we feed America!"

Casey Cunningham
Tinnie, New Mexico

The Color Blue

I'm writing to commend you on your editorial titled "The Color Blue."

As an advisor I worked with an FFA chapter that had a majority of minority members and was located in an urban environment. I saw how the urban and rural students and the black, Hispanic, and white students interacted in chapter, section, state, and national activities.

Through this experience it became clear to me that the FFA organization is very appropriate for any student, regardless of race, economic background, or the size of the community where they may live.

Ronald J. Biondo
Countryside, Illinois

Getting and Keeping a Job

Thank you for your article on interview survival tips on pp. 20-22 of the April-May, 1992 issue of FFA New Horizons.

I am planning to incorporate this article into a unit of "getting and keeping a job" when I teach my Greenhouse Management class.

Timothy A. Micke
Schofield, Wisconsin

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Summer's over...School stress is back. Here's how to make time for fun

By Linda Elizabeth May

You're running down the hall—late for history again. Then it hits you. You forgot to study for the test. Rrrriinnnggg! The alarm goes off, and you awake slumped over your books. Relief. It was only a dream...or was it? The stress is still on.

Friend or Foe

You're flying through your English paper, when your best friend calls. An hour slips by. When you return to the paper, your concentration is gone.

Work out a signal when you're busy and make it clear you're not to be inter-

Give Me A

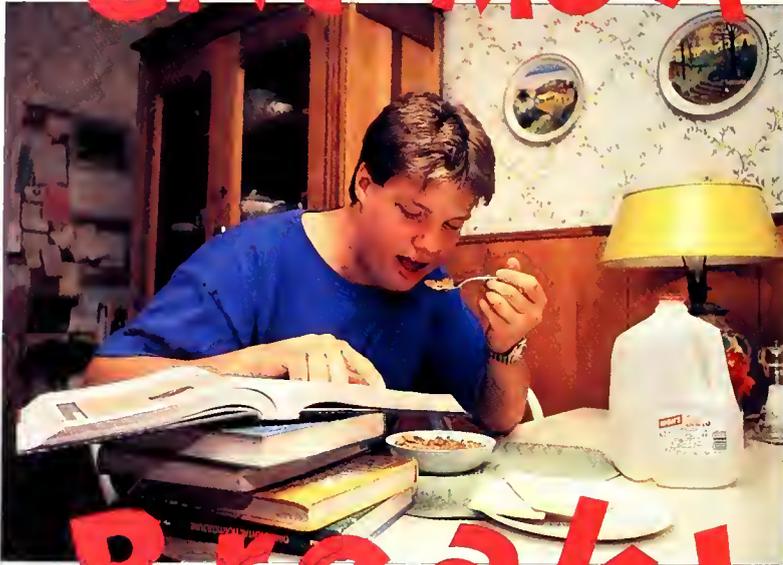


Photo by Lavinna McGary

Break!

Where does your time go? You need to practice for the FFA public speaking contest, improve your grade in math or maybe try out for the basketball team. But can you do it all and still have time for fun?

No problem. Managing your time means setting your goals and sticking to them.

Wasted

The day is over and you haven't accomplished what you planned. Take a minute to think about how you spent your day. We operate by habit. Every day we tend to waste time in the same ways...talking on the phone, visiting with friends, watching television.

Brainstorm ways you waste time. Choose your top three time wasters. Then turn these time wasters into rewards by doing them only after your work is done.

rupted. Hang a "do not disturb" sign on your door or wear a colorful hat. Ask for phone messages or tell your friends you'll call back on your study break or when your work is done.

Just Say No

You want people to like you. That's why when you're asked to do a favor, it's hard to refuse. Although you may feel it's rude to say no, most people will understand. Remember, saying no keeps you to your schedule and gives you more free time for events you enjoy.

Cut Homework In Half

We can't promise school work will be a breeze, but with these simple hints, you'll spend fewer hours with the books and more time with FFA, sports or fun on your own. This week, try a couple of techniques.

How To Study...

- *Do a short pre-class review.* Look over your notes from the school day before. Ask questions if your notes are unclear.

- *Edit your notes.* Fix words you can't read. Highlight main points. Also write key words or phrases in the margins.

- *Review notes within 24 hours.* Spend five to 10 minutes for each class. Unless you review each day, you'll forget 20 percent of the information.

- *Hold weekly review periods.* This second review only takes 20 minutes a week, but saves hours later by cutting exam studying in half.

- *Follow the 20-minute rule.* Don't give up if you can't concentrate on assignments. It takes at least 20 minutes to focus on school work.

When To Study...

- *Handle boring or difficult subjects first.* By saving the subjects you enjoy the most for later, you'll have more energy to do all your homework.

- *Use wasted time.* You can write up class notes on three inch by five inch note cards, then quiz yourself while waiting for the bus or practice or while walking to your next class.

- *No marathon study sessions.* You'll get better results with three homework sessions of two hours each, than one marathon session of six hours.

- *Take a break.* You need a five-minute time out every hour to refresh your brain. If you are on a roll though, go for it.

Where To Study...

- *Set up a regular study area.* By using the same place, your body becomes trained to work, and you'll be able to concentrate more quickly.

- *Don't study in your bedroom.* Your body senses the need to sleep, not study. Even comfortable furniture can slow you down.

- *Use your study area for study only.* Watching television, listening to music or eating snacks interrupts your work. Save these activities for a reward during study breaks.

- *Go to the library.* It's the perfect place to study, since the noise level is low, lighting is good and materials are available.

...

Source: *Becoming A Master Student*, David B. Ellis, College Survival, Inc.

FFA Is Big... And Getting Bigger.

You're not the only one interested in learning about leadership and agriculture. After 11 years of declining enrollment, FFA membership across the country is now going up. (We have 18,000 more members than we had last year.) Much of the credit goes to new exciting courses being taught in many states and to you telling your friends and family about FFA.

By letting people know what you like about FFA, you're sharing in the spirit of leadership. You're giving others the chance to grow and learn with FFA.

**Thanks for being a member and
for spreading that leadership
spirit.**

FFA

the
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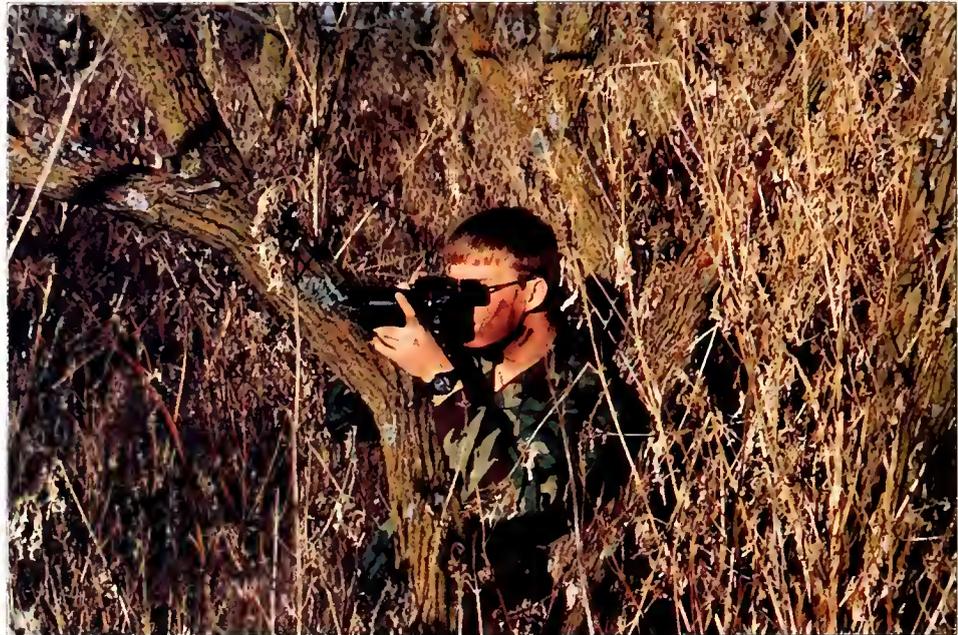
Shoot It!

Ready, aim, fire... your camera. This FFA member preserves wildlife with his photography

Shhh! And stay still, or the wildlife will see and hear you first. Larry Baskett of Roosevelt, Oklahoma, blends in when he's stalking prey with his camera. Camouflage clothes and quiet ways make sure *this* human stays hidden. It works. With the help of his zoom lens he's shot deer, elk, buffalo, and a few ducks. Several of his photos have even been published.

Baskett began his hobby at 10, but his love of the outdoors started several years earlier when he visited his aunt in Alaska. "I fell in love with the mountains and the clear air," says Baskett. He dreamed of being a forest ranger.

For now, Baskett attends college in town and works on a farm. Every chance he gets though, he pulls out the old zoom lens and scopes for wildlife.



Larry Baskett, 1992 national finalist in outdoor recreation says, "I'd like to do my part to preserve nature." His career goal is to be a forest ranger. "I want to be in the mountains all of the time. If I was a hermit there, I'd be happy...content."

Fish/Wildlife Photography Contest

If you're into photography and wildlife, here's a chance for you to showcase your talents. Have your favorite fish or wildlife photo in our hands by October 10, 1992. Send your entry to: Fish/Wildlife Photography Contest, FFA New Horizons, 5632 Mt. Vernon Memorial Highway, Alexandria, VA, 22309. Also, print your name, age, FFA chapter, school name, and home phone number (including area code) and tape it to the back of your color print or to your slide.

All photos and slides are property of FFA and can't be returned unless you include a self-addressed stamped envelope. First, second and third place winners will get ZEBCO fishing equipment and may even have their entry published in the December-January issue of *FFA New Horizons*.

Rules

- Three inch by five inch color photos or color slides of fish or wildlife are accepted.
- One entry per person.

Due Date

- Photo or slide must have arrived in our office by October 10, 1992

Judging

- Photos will be judged on originality, composition and how well they're in focus by FFA staff members on the photo contest team.

Wise In the Ways of Wildlife Photography

These tips can help you get great nature shots.

- Be the trees. Root yourself in one spot and don't move. Baskett says he sometimes stays put for two to three hours.

- Just like with hunting, try to stay upwind from animals.

- Telephoto lens (at least 200 MM) is the next best thing to being there. With a telephoto zoom lens you can "zoom" in for a tight shot or pull back for a wide photo without moving an inch.

- Take your camera with you every time you're in the woods.

- For bugs and other tiny animals, you'll need a macro lens.

- To catch fast action use fast speed film (400 ASA or above). If your subject is moving, you can "freeze" the action and blur the background. To do this, focus on the subject and swing your camera to follow the direction and motion of the moving subject.



S. ZIPP

PANIC ATTACK!

Who, me? Sell? Now? But I'm not ready →

Don't Worry. You Can Sell.

Whether you're new at fund-raising or an old pro, these tips are sure to help you sell

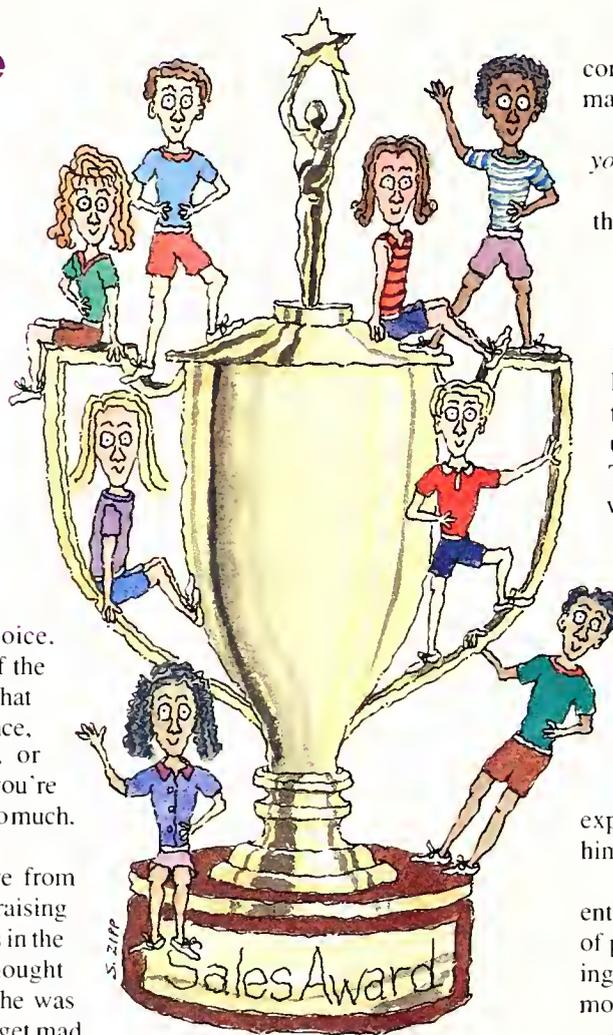
By Lawinna McGary

Sweaty palms. Shaky voice. Flushed face. The fear of the unknown has struck. What if...doors slam in your face, dogs take a bite out of you, or worse...no one wants to buy what you're selling? Arrgh! The pressure's too much. Why even try?

Jed Christensen, a sophomore from Lakeview, Nebraska, tried fund-raising for the first time last year. He says in the beginning it was scary. He thought people might not want the fruit he was selling, and that they might even get mad when he approached them. "But it didn't turn out that way," he says. "Most of the time they would buy fruit from you. Sometimes they wouldn't buy any, but they would be nice about it."

Once you've sold like Jed—you'll probably find fund-raising isn't as hard as you imagined. Plus, the money you'll raise for chapter activities will be well worth the effort.

But dollars aren't the only thing you'll earn. The selling skills you learn will help you in high school, college, and with friends and family.



Sold!

Here are some ways you may have already sold your ideas to people you know.

- Convincing a teacher to let you take a test late.
- Talking mom and dad into ordering a pizza instead of having a home-cooked meal.
- Convincing your FFA chapter to have a year-end picnic instead of a formal banquet.

• Showing a teacher that your answer is correct, even though it was originally marked incorrect.

• Convincing friends to go to a movie you like.

• Asking for and getting a date with the guy or girl of your dreams.

Find The Style That Fits You

It's true. Some personality types find it easier to approach people they don't know and to take risks. (And sometimes that's what it takes to sell a product or an idea.) But anybody can do it. The secret is finding a selling style that works for you. Plan and practice.

Michael Jackson, President of Agri Business Group, says temperament and personality has very little to do with being successful in sales. There are no "born sales people," he says.

Selling Savvy

Jackson offers these tips.

• Ease into fund-raising. Sell with an experienced partner. See what works for him or her and then try it yourself.

• Choose prospects carefully. Ask parents and other family members for names of people who may be interested in buying from you. Then decide who will be most likely to buy and for what reasons.

• Once you've made some choices about prospects, prepare and rehearse an opening statement or two. (It helps to briefly say who you are, where you're from, what you're selling and what your chapter will do with the money you're raising.)

• Understand what you're selling. Get firmly entrenched in your mind what people will gain from buying your product. One key to being an effective sales person is being able to fit the potential customer's needs with the product.

• If you can, call your prospects before you drop by their house. People are more

ceptive when you arrive if they've already given you permission to be there. Some people may even order your product over the phone (this works especially well with repeat customers).

- Smile...even when you're on the phone. You'll sound friendlier.

- When you're face-to-face with the prospect, ask questions to help you understand why they might be interested in what you're selling.

For example:

- Have you ever purchased (citrus, candy, peanuts, etc.,) before from us?

If the answer is yes, follow with more questions like this:

- What experience did you have with our product?

- What did you like best about it?

If the answer is no, ask:

- Have you ever bought a similar product somewhere else?

- The answers to the questions above will help you make a transition into one or two key reasons the customer might want our product. For example: If a customer hasn't bought your citrus before, but does buy citrus at the grocery store you can tell about the benefits of having high quality, inexpensive fruit delivered to their doorstep.

CAUTION...Don't feel you have to explain every benefit of buying your product. Key in on the ones you think are most important to the prospect.

- Expect to answer questions as part of closing the sale. Anticipate common objections and practice answering them in a small group of fellow fundraisers.

- Keep the list of your prospects and pass it on to those still in school when you graduate.

Give Your Product Extra Value

- Hand out free samples of your product.

- Give your potential customer ideas for what they can do with your product once they buy it. For example, if your product is delivered before Christmas, you can suggest that it might make a good Christmas present for friends and family. If you're selling citrus, sausage, cheese or any other food, hand out recipes when you deliver your product.

- Work with local businesses to give your customers incentives for buying from you. For example: if a customer buys \$25 worth of your fruit, they get 10 percent off nuts and bolts at the hardware store.

The Finishing Touches

There is no magic to closing a sale. One way is to simply and confidently ask for the order. Margaret Wallace, sales training specialist at CIBA-GEIGY Agricultural Chemicals Division says this step is a must since eight out of ten customers need to be specifically asked for the order before they will buy. Some examples of what you could say are: Can we count on your support in this effort, or how many cases should I put you down for? Another method is to give people a choice between buying one thing or another. An example: do you want two or three cases?

- After you get the order, be sure to follow through with what you said you would do.

- Send a thank you note within a week to let them know you appreciate their business.

Rejected...Not!

"In the real world where agricultural sales people sell various items, a number of calls are required to make that sale," says Jackson. "It could take from three to eight visits to develop a good sales relationship," he adds. A key is to be patient and don't expect everyone to buy something.

- "No" now doesn't always mean "no" forever, says Jackson. Leave a pamphlet. If you've gone over the benefits of your product well, and you've made a good impression, the potential customer may buy later.

Win Awards For Your Selling And Marketing Skills

If you excel in sales, the FFA agricultural sales contest or the marketing plan project are for you.

Agricultural Sales Contest

In this contest you and two other team members will take a written test, make a sales presentation and solve a practical problem (which could be in customer relations, advertising and promotion, job application and interview, telephone skills, product display or market analysis). You'll be evaluated on things such as a project summary sheet, how prepared you are for the sale and product knowledge.

This contest is sponsored by Asgrow Seed Company as a special project of the National FFA Foundation.

Marketing Plan Project

Your whole chapter can get involved in this project. You can either research how to increase the value of a product already being sold or figure out how to market a new product. Once you've done the research and written a report about it, three of your team members "sell" the marketing plan to a panel of judges posing as a company's board of directors. Among other things, this presentation is judged on visual aids and on how well it follows the written plan. The marketing plan project is sponsored by Rhone-Poulenc Ag Company as a special project of the National FFA Foundation.

To find out more about either of these programs contact Carol Duval, Teacher Services Specialist 703-360-3600 extension 262.

Resources

- The One-Minute Salesman** (available at bookstores)

- Selling-Helping Customers Buy** South-Western Publishing Company Cincinnati, Ohio, 1986 To order: 1-800-543-7972 Stock number: S20; \$14.95

Let us know your sales success stories; which tips helped you best, how you came upon success. We might publish your response in a future issue of the magazine. Send to "Sales Success," FFA New Horizons, P.O. Box 15160, Alexandria, VA 22309-0160.

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Recruitment Works!

For the first time since 1981 FFA membership is going up. You deserve part of the credit for helping enrollment increase. In the last issue of the magazine, we asked you to send us ways recruitment works for you. Here are some of your ideas.

Graceville, Florida, FFA members get eighth grade members involved. They find Creed, essay and other contests for them to participate in. State officers speaking at the chapter also motivate new and old members.

Advisor Moore uses videos from the National FFA Collection to help older members discover ways to be involved beyond the chapter level and thus remain active members.

Danielle Regan from Tampa, Florida, wrote that her chapter rented a skating rink and invited all junior high school students to join the FFA members for a skating party.

In Eagle Point, Oregon, the chapter has a tradition of presenting "FFA Member Lives Here" signs for all first year members. The signs are ordered from the FFA Supply Service and are presented during the chapter banquet.

At the Calallen, Texas, Chapter the Greenhands meet with eighth graders when they sign up for new schedules. The chapter is one of the largest in the state because new members are given an opportunity to be involved.

The Caston, Indiana, Chapter starts recruiting members with an FFA pool party. A junior high chapter is then organized. By recruiting at an earlier age, they get a headstart and begin working on projects that require group planning. They elect officers, hold meetings and are invited to the chapter's regular activities.

For the eighth grade orientation in Amber, Oklahoma, a slide show of the chapter's activities is used to explain what the FFA does. Also the eighth graders are given a summer calendar of events and invited to attend field days and a lake trip.

For effective recruitment in the Archie, Missouri, Chapter, all eighth graders complete an interest survey. Then during FFA Week, freshman officers review the responses and develop presentations for those who are prospects. A letter to parents of the prospects explains agriculture courses, FFA activities, official dress and FFA dues. A personal visit to the prospect and a parent-member social event prior to the start of school are also key to the plan.

Brian Meyer of Anville, Pennsylvania, suggests the best way to recruit is to have the advisor speak to prospective members one-on-one.

We Want Your Ideas

How do you get more members to come to your chapter meetings? National FFA President Lee Thurber, Roca, Nebraska, says his chapter always made sure they had a fun activity like basketball, dodgeball, swimming or a barbecue to entice members to attend.



In future Chapter Scoops, we'll focus on how chapters make their meetings exciting. Let us know what works for you, by September 1, 1992, and you might get published. Send unique ideas to this address: FFA New Horizons, Chapter Scoop "Meeting Ideas," 5632 Mount Vernon Memorial Highway, Alexandria, VA 22309-0160.

CHAPTER SCOOP



FFA in DeWitt, Iowa, is buying an FFA flag to be flown at the county fair.

Ken Kowalski represented the Geno, Ohio, FFA in the nature interpretation event at an invitational skills contest. Contestants identify mammals, wild flowers and song birds.

Terra Rush was champion rabbit showman at the county fair for Antelope, Arizona.

It was the FFA in West Liberty-Salem, Ohio, that organized a school assembly and invited a Vietnam veteran to speak.

For Earth Day, the Norco FFA in California delivered trees and shrubs to all 27 of the district's elementary, junior high and high schools.



When the Pine Island, Minnesota, FFA Chapter fruit came, school had been cancelled due to freezing rain. However, half the chapter members got in to school to unload the truck and get the orders ready.

Neighboring chapters in Wyoming, Greybull and Paintrock, co-sponsored a basketball game to raise funds for a boy with leukemia in the area.

Since the seniors finished last in the volleyball tournament at the Highland, California, Chapter in Bakersfield, they won the flat ball trophy. The freshmen won first.

The St. Johnsville, New York, Chapter planted 600 trees along the bank on the south side of the school gully in an effort to stop erosion. They also planted shrubs and hardwood trees to produce berries, nuts and cover for animals.

From Georgia comes an item about the Twin City Chapter building a pole barn to protect the FFA livestock trailer.

The Ridgedale Chapter in Morral, Ohio, had a \$33 per plate fund-raising dinner.

Pearl City, Illinois, FFA takes an annual Canadian fishing trip to reward seniors for being involved in the chapter and classroom activities.

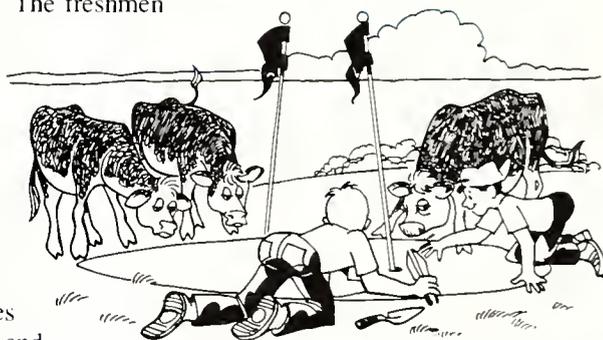
Siloam Springs, Arkansas, officers adopted a grandfather and grandmother from a local nursing home.

Franklin County FFA in Rocky Mount, Virginia, arranged for a local cable station to run a video about careers in agriculture.

During FFA Week Mahanomen, Minnesota, members presented talks in each elementary school classroom and gave students ice cream bars.

Video film crews from Eastland FFA in Lanark, Illinois, are available for a \$6 donation to record homes, cars, businesses or anything of value for insurance purposes. The chapter tapes serial numbers and general inventory in the event of theft, fire or other loss.

More than 400 items were auctioned at the 10th annual charity hat auction organized by Montgomery County Joint Vocational School members in Ohio.



Hopkins, Michigan, FFA completed a community putting green near the animal science building at their school.

Members in Eclectic, Alabama, FFA constructed 15 bookcases for the new city library. Materials were purchased by local businesses. The members also installed projector screens in many of the classrooms in the elementary and secondary schools.

Brookland, Arkansas, FFA put up bird, duck and squirrel boxes in an area park.

FFA IN ACTION

Nebraska

FFA To The Rescue



Firemen used the Jaws of Life to rescue FFA member Kerry Meyer, from a grain bin. He was trapped to his chest in corn. Meyer wasn't really in danger though, since it was just a drill. Superior, Wisconsin, Volunteer Rescue Squad and FFA members worked together to set up the mock-emergency.

Other members who helped plan the event are Chad Williams and Matt Schultz. (Courtesy of the Superior Express)

Illinois

FFA License Plates Are Popular

The Cissna Park, Illinois, FFA celebrated their fiftieth anniversary by selling license plates marked with the official FFA emblem.

Chapter members had 100 plates made and found they could have sold more. (Angie Knapp, reporter) ...



Grand Opening



The Divide County FFA in Crosby, North Dakota, combined their greenhouse opening with a farm and electrical safety day and a Food for America event. (Butch Haughland, Advisor)

California

Tractor Fix Ups

FFA members in California overhauled, sandblasted and painted antique J.I. Case tractors to get them ready for the 150th anniversary celebration of Case IH. The tractors were displayed at the University of California-Davis Bygone Farming Days. Case helped fund the restoration and sponsored a contest to reward those who did the best jobs. Tractors were judged on restoration quality, running condition and tractor driving skills by the FFA operator.

Eight chapters entered the contest: Oroville, Arroyo Grande, Grass Valley, Woodland, Tracy, Escondido, Fresno and Fillmore.

Restored tractors dated from 1923 to 1948 and were in various stages of disrepair.

Texas

Backboard Builders



Members in East Bernard, Texas, FFA constructed 12 backboards for their communities emergency medical service team.

GET TO KNOW



Lee Thurber

Lee Thurber

We have with us today, Kermit the Frog. Well...not really. But if you only had your ears to guide you, you might think our little green muppet friend has come to life in the form of National FFA President Lee Thurber. In high school Lee developed his talent of sounding and acting like Kermit, but, he says, "I never wanted to perform it in front of people. It just kind of happened."

Soft-spoken and sincere, Lee says laughing and having fun are some of the most important things in his life. "Snoopy, Garfield and Kermit—they're the big three in my book," he says.

Because of his laid-back style of leadership, one of his favorite benefits of being a national officer is hanging out with FFA members. "It means more to me than any speech I could ever give or any workshop I could ever lead."

As the Roca, Nebraska, native moves through a crowd of students, you can tell he is confident, at ease with himself. But it wasn't always that way.

Does My Hair Look Okay?

"In junior high and part of high school I was just part of the crowd. I sat in the back of every class and never talked to my parents or teachers. The only things I cared about were sports and wearing the right kind of clothes. I was too cool for anything else," he says. "Between every class I'd go to the rest room and fix my hair."

Lee says he remembers his first 4-H conference the summer after his freshman year in high school. "I was scared to talk to anybody. I was overwhelmed. At my school I was a cool guy and people liked me. I got there and people didn't come up to me. I just sat in a corner."

"That was the first time I really had to step outside my own little world for a little while and meet other people."

Most of the time in school though, Lee wasn't shy. Dances were an exception. "At junior high and high school dances I was a wallflower. The first few dances



Lee Thurber, alias Kermit the Frog, in a high school presentation.

you're afraid everybody is watching you. I was scared to ask anybody to dance because they might turn me down and then I'd feel stupid."

Even when he was "too cool" to care about school and too scared to do things other students might laugh at, he was still making good grades. That's when he realized, "Maybe I could make a little more of high school if I wasn't always trying to fit into the popular crowd."

It was at this time that Lee says, "I lived for FFA speaking contests. I loved them." He entered the creed contest, wildlife public speaking contest, extemporaneous and parliamentary procedure. When he wasn't competing in speaking contests, he was playing sports.

"I played football, basketball, baseball and ran track. But then I thought, why run a mile and end up in the same place?" Lee soon quit track.

Bench Time

He stuck with the rest of the sports though, even though he wasn't always the star of the team. Lee says he was reserve quarterback in his first varsity football game. His brother started the game as quarterback but threw five interceptions...in the first half, and six in the second half. The coach put Thurber number two in. Lee's first varsity pass, was also his first interception. "The coach took me right out," says Lee. "So for the rest of the season I was third string."

He was more successful in baseball. His team was first in the state when Lee was a freshman and state runner-up his sophomore year.

When he wasn't on the ball diamond, field or court, or speaking in an FFA contest, Lee was taking care of his livestock. Although he didn't grow up on a farm, Lee raised feeder pigs, Suffolk sheep and a couple of calves he kept at his grandfather's. "Since we had limited space, it was a challenge to find opportunities to expand my project," he says.

One animal that didn't take up much space though was his frog. When he was a freshman, Lee found a two inch Kermit in his school desk drawer. He still carries it with him most of the time. ••

• Lee's home chapter is Norris FFA in Roca, Nebraska.

• At 20 Lee is the youngest in the family. His 26-year-old sister, Gail, is in dental school; his brother Eric, 22, attends Harvard Law School; his mom Bev teaches tale painting and his dad, Tam, is a veterinarian.

J O K E P A G E

Jim: "Doctor, I swallowed a roll of film. What do I do?"

Doctor: "Don't worry, nothing will develop."

Casey Cunningham
Capitan, New Mexico



Mike was always sort of clumsy, so Dad installed air bags in his shirts.

With his dog at his side, the man went to the bank to apply for a loan.

"I'm sorry," said the banker, "but we'll have to turn down your loan application."

With that the dog bit the banker, then cornered a bank customer and bit him too.

"I can understand why your dog bit me," said the shaken banker, "but why in the world did he have to bite that poor customer?"

"To get the rotten taste out of his mouth."

Jason Johnsen,
Zumbrota, Minnesota

Q: What did the judge say to the dentist?

A: Do you swear to pull the tooth, the whole tooth and nothing but the tooth?

Chris Yelton
Chickasha, Oklahoma

One sunny afternoon, a man was taking a walk. During his walk he heard a woman screaming from a nearby house. He immediately rushed to the house to see if he could help.

"What's wrong?" he asked the frantic woman.

"My son...he swallowed a dime!"

"Don't worry! I know what to do," the man said as he went to the child.

He lifted the child by the ankles and shook him until the dime fell out.

The mother looked at him with admiration.

"Are you a doctor?" she asked.

The man stood up proudly and said, "No, Mam, I work for the IRS."

Lorelei Purselley
Throckmorton, Texas

Q: What do a cake and a baseball game have in common?

A: They both depend on the batter.

Andrew Mudd
Prairie du Rocher, Illinois

Q: If the father camel has two humps, the mother has one hump, and their baby camel has no humps, what would they call the baby?

A: Hump-free.

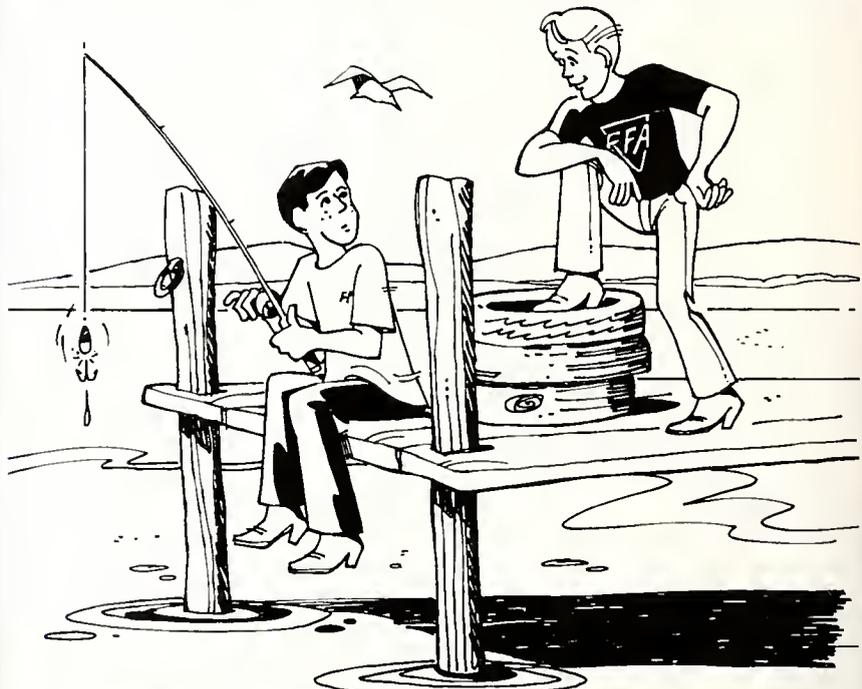
Matt Pledger
Ola, Arkansas

Q: Why did the sailors stop playing cards?

A: The captain was standing on the deck!

Josh Rath
Polk County, Arkansas

Charlie, the Greenhand



"Watch out or the Warden will get you for being over the limit on steel-belted radials."

NOTICE:

FFA NEW HORIZONS will pay \$5.00 for each joke selected for this page. Jokes must be addressed to FFA NEW HORIZONS, P.O. Box 15160, Alexandria, VA 22309, or via telegram on the Ag Ed Network to FF100A. In case of duplication, payment will be for the first one received. Contributions cannot be acknowledged or returned.

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