

PennAg Introduces CARS

PennAg Industries Association recently announced a new Computerized Accounts Receivable System - (CARS). The service is now available on a subscription basis to the association's state-wide membership of agribusiness firms which buy from and sell to farmers.

According to Ned L. Clark, Shamokin, PennAg president-elect, CARS has been set up in cooperation with the Pennsylvania and Atlantic Seaboard Hardware Association (PASHA), which has a computer located in Harrisburg on a time-sharing basis.

"CARS will make available to

our small and middle-sized members an important management tool. Tight money and greatly increased working capital demands makes an up-to-date accounts receivable system imperative," Clark said. "Accounts receivable are the biggest problem plaguing members and this seemed to be the most logical first area to apply computer technology."

Members will send invoices to the computer center in batches and receive ready-to-mail customer statements each month at a very reasonable cost. Other management tools such as an aged trial balance will also be received as part of the system.

All records will be confidential

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Equipment Makers Agree to Push for Efficient Fuel Use

Representatives of farm equipment manufacturers last week pledged their support for an educational campaign to help conserve fuel used in farm machinery.

The industry spokesmen met with Nicholas H. Smith, the director of the U. S. Department of Agriculture's Energy Crisis Activities, to outline ways the industry could contribute to efforts to help conserve the nation's energy resources.

"Farmers will be given priority, though they will have to curtail their use of fuel," Mr.

Smith said. He added that Secretary Butz has directed all agencies of the Department to give top priority to energy matters and to support President Nixon's determination to insure adequate supplies of fuel for the nation's agricultural needs.

The purpose of the education program will be to:

— Make sure tractors are in good condition and properly tuned.

— Make full use of wheel weights to reduce slippage when pulling heavy loads, removing

the weights when doing lighter work.

— Match machinery and tractor size carefully to obtain full efficiency.

— When pulling lighter loads, shift up to a higher gear and throttle back, maintaining the same ground speed and saving up to 25 percent in fuel consumption per acre.

— Adjust diesel fuel pumps so that excessive black smoke does not pour out of the stack. Black smoke means inefficiency and wasted fuel.

— Store fuel in a protected or shaded area. This reduces loss through volatilization, a common fuel loss that most farmers do not consider.

The farm equipment industry spokesmen vowed to work on their own and with USDA in every possible way to aid farmers in saving energy in their farming operations.

Apple Recipes Available

You can warm up for the coming holiday season by treating your friends and family to taste treats from apple cooking champions in four county contests held throughout central and western Maryland during October and early November.

Commemorating October as National Apple Month, the contests were held in Washington, Baltimore, Frederick and Allegany Counties. Tentative plans call for county winners to compete in a statewide apple cook-off event next year, according to Virginia L. McLuckie, Extension home economics food economist at Baltimore for the University of Maryland.

All recipes entered in the Washington County contest have been published in a booklet, Miss McLuckie reported. Single copies are available in limited quantity from the county Extension office at Hagerstown.

and protected in PASHA's fire-resistant vault.

Depending on membership response, PennAg may expand its service to other computer programs.

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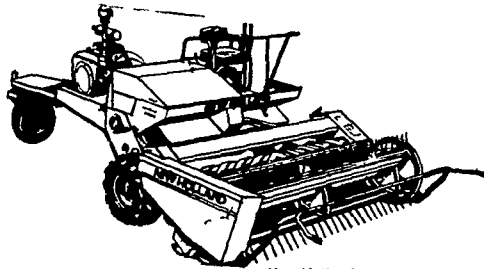


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