



Tile lines look like this right after they're buried. This tile line on the Landis Weaver farm should be less costly to maintain than a sod waterway, it should last longer and it doesn't take any land out of corn production. Weaver is the first Lancaster

Tile Line [Continued from Page 1]

conservation farming one year earlier."

Water must actually be diverted away from sod waterways in the first year after seeding, which means that terraces shouldn't be installed until after the sod has taken a firm hold. Robert Rohrer, Mechanics Grove, was in Weaver's field digging terraces just a few days after the tile lines were laid. Rohrer is a contractor who does conservation work.

Besides the time factor, Weaver says he'll gradually recoup the additional cost of tile because he won't have the extra fertilizer cost necessarily incurred with sod waterways. "And with today's fertilizer prices, that's something to think about," he said.

Another advantage is that he can plant corn or any other crop right over the tile line. The grass on a waterway can be harvested for hay, of course, but it's not the high quality alfalfa that dairymen like Weaver favor.

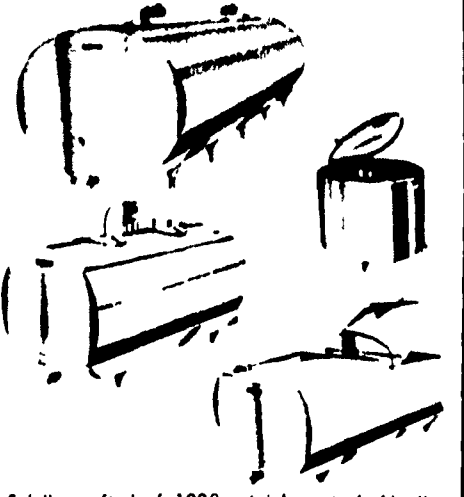
County farmer to install a tile line to carry runoff water away from his cropland terraces. Traditionally, local farmers have used sod waterways for this purpose.

In addition to the tile lines, Weaver is installing cropland terraces this year to store his runoff water and to help save his topsoil. Some 600 feet of terraces are going in this year, with another 3000 planned for next year.

Last fall, Weaver sold waterways in the fields which he plans to terrace next year. The terraces are designed to handle a maximum of five-and-a-half inches of rainfall in any 24-hour period. This is equivalent to a 10-year storm in this area. If rains fall even heavier than that, the terraces are designed to let the water flow evenly over the top, rather than breaking through in spots.

Some 75 percent of the cost of Weaver's project will be borne by the Agricultural Stabilization and Conservation service through REAP and RECP funds.

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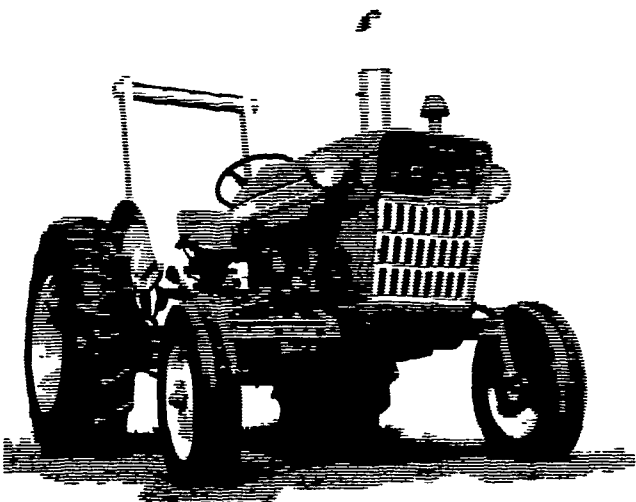
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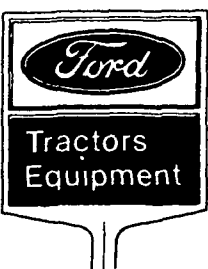
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Unfortunately this letter comes too late for many of you. You have already been swallowed up by "bigness" in agriculture. You are the many farmers that have given into the theory that the only ones who can run your operations are big corporations. You are supplying equipment, buildings and labor for far less money than these so-called "saviors" of the independent farmer could do on their own. Already 20 percent of the laying flocks in Pennsylvania are under contract. Practically all broiler flocks throughout the United States are under contract. Let's not allow our dairy cattle, steers, remaining laying flocks and our independent feed dealers to end up in the same position.

Some of the very same companies that preached independence to farmers a few years ago are now completely integrated in most of their operations. This letter is addressed to the many independent farm operators and feed dealers that still thrive in Pennsylvania. We, with Beacon, still champion the cause of the independent feed dealer and farmer. No large company can give the service and individualized attention that a local feed company can give.

American agriculture was founded on the basis of independent businessmen competing in a free market. This seems to be no longer possible in some cases. We, with Beacon, believe that both independent feed dealers and farmers can survive if they but give themselves the opportunity to do so. Ask the independent potato grower how he has done this past year. We, with Beacon, are a privately owned feed company of independent agri businessmen such as yourself. We offer you quality products at competitive prices. We can give you decisions at the local level without a lot of the "red tape" philosophy.

The time has long since passed to sorrow over the disappearance of many independent farmers and feed dealers. The time is "now" when we ask you to support us, an independent, non-integrated feed company, operating throughout many counties in Pennsylvania. Why not call now and see what Beacon can do for your business?

Yours for an Independent Agriculture,
James A. Price

James A. Price, General Manager
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PS Your comments to this letter are invited Write or call collect — 717-843-9033

