

Sales gains

(Continued from Page 33)

Mixed Forecast for Hay and Forage Products

Sales of large balers (200 pound bales and over) are predicted at 18,000 units for 1979, a 4.7 per cent gain, while smaller models (under 200 lb. bales) continue a downward trend with the 1979 forecast at 20,000 units, a 5.7 per cent drop.

Windrower and swather sales are expected to increase 3 per cent to 9,000 units in 1979; grunder-mixer retail sales should improve 5 per cent to 10,500 units; while demand for forage harvesters, mower conditioners, and hay stackers should about equal 1978.

Other Equipment

Reflecting the improved outlook for the cotton economy, cotton stripper sales for 1979 are expected to increase sharply to 45 per cent to 1,450 units. Manure spreader sales should show a slight increase of 2.2 per cent from the 18,300 units sold in 1978.

Inventories

In contrast to a year ago, when most manufacturers felt inventories were too high, the majority of respondents indicated they thought inventories were about right, Lancaster noted. The only areas where inventories were felt to be on the high side were four-wheel drive tractors, forage harvesters, and windrowers.

This year, for the first time, FIEI members were asked to project retail sales to 1980, and most looked for continued modest unit percentage gains from 1979 forecasts.

Heavier Demand for Farmstead Products

Farmstead-type equipment producers anticipate retail dollar sales gains of about 7 per cent in 1979 due to relatively high livestock prices, an unsatisfied need for grain handling equipment, improved world markets, a need for more automated equipment, and better farm income.

Government loans at relatively low interest rates should continue to encourage grain storage construction. The manufacturers estimated that dollar sales of grain bins should increase about 2.5 per cent from 1978 with sales of in-bin grain dryers rising four per cent and portable farm augers and elevators up 5.5 per cent. A six per cent gain was predicted for equipment to apply chemicals for insect and weed control.

In addition, the favorable outlook for cattle and hog prices and good profit margins for dairy farmers should result in increases of about 10 per cent for equipment to help mechanize dairy and livestock production.

Lawn and Garden Market

FIEI members involved in the manufacture of lawn and garden equipment are moderately optimistic about 1979, and they predict a six per cent increase in dollar sales. Reasons cited for the expected improvement are a strong housing market in 1978, the relatively high level of employment, a growing interest in gardening, greater concern about lawn and garden maintenance, and above normal snowfall.

Sale reports

A Public Auction of farm machinery and tractors was held January 29 by Albert Hultz, 2 miles north of Eagle in Chester Co., Pa.

Some prices were: MF 750 Combine \$34,000, Int. 100 Hydro Tractor \$13,700, Int. 1026 Tractor \$7700, Int. 856 Tractor \$12,000, Int. 400 4-row Corn Planter \$2150, Int. Baler \$2000, N.H. Rake \$1050, Int. Grain Drill \$2050, Century Sprayer \$1550, Brillion Cultmulcher \$1850, Brillion Cultipacker \$1325, J.D. Disc \$2400, Inc. Disc \$2500, Stone Picker \$1120, Three 6-Bottom Plows \$2500, \$1900 & \$950, Int Mower \$810 and 6 Bale Wagons \$850 to \$1025, also Hesston Haybine \$2250.

Sale conducted by Whitford Sales Co., L. Robert Frame, Auct.

xxx

The Gap Auction held their Friday evening sale, January 26 in Gap, Pa. off Route 41 for the Village Peddler Antique Shop of Intercourse.

Some items sold were: Wicker Set \$220, Round Table \$100, Muzzle Loader Gun \$135, Larkins Oak Bookcase \$110, Crocks \$11 & \$12 each, Wooden Clothes Tree \$30, and Cigar Molds \$10 each.



Ira Stoltzfus & Son Auctioneers.

xxx

The 314th Guernsey Sale was held January 25 at the Pa. Guernsey Sales Pavilion east of Lancaster, Pa. The sale featured 12 head of cows and heifers from the David and Kenneth Kauffman herd of West Liberty, Ohio.

The top cow was sold for \$2500 and the 2nd high cow brought \$2000. The average of the cows sold was \$1050.

Sale Managed by Pa. Guernsey Breeders' Assn.

xxx

The Dale C. Bennett Estate milking herd dispersal was held January 26, located 4 miles from Forksville, Pa.

The top cow sold for \$2400 and the 2nd high animal brought \$2150. The average of the 52 cows sold was \$1010.

Sale managed by Gordon Wood with Arlow Kiehl, Auct.

xxx

A Public Auction of woodworking equipment and tools was held January 26 for Landis Wood Products, west of Blue Ball near

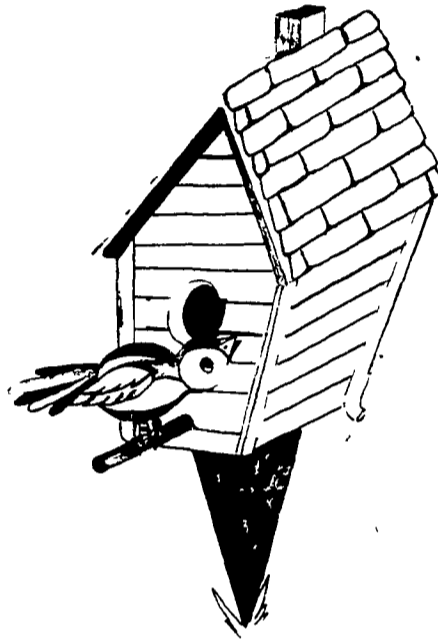
Hinkletown, Lanc. Co., Pa. There were 243 registered bidders making up a cooperative audience. On behalf of Paul J. Landis, owner, the auctioneer wishes to thank the various consigners.

Some prices received included: Milling Machine \$450, 42 hp. Diesel Ford Generator \$530, 36" Band Saw \$460, 6" Delta Jointer \$345, 12" Belt Saw Planer \$550, 10" Black & Decker Dewalt Radial Saw \$300, 10" Unisaw \$540, Forney Welder \$115 and Antique 3-man Treadle Wood Lathe \$130.

Paul K. Landis, Auct. & Realtor Asso. & Sanford Leaman, Auct. & Realtor.

IS YOUR HOUSE PROPERLY

— INSULATED? —



- Chicken House
- Turkey House
- Farrowing House
- or Any Other House

For

FREE

Estimate Call:

Fuel Savers

of

York

(717) 244-0762

Boost your corn profits with UNIPEL® Starter Special 13-34-10.

This is the "corn popper" special the most imitated pop-up fertilizer on the market. As part of a UNIPEL corn fertility program, it suits perfectly the young corn plant's immediate need for nutrients to develop a good root system — the starting point for top yields.

Yet, it's also a complete fertilizer with these key nutrients available in each uniform UNIPEL pellet.

- quick-acting, non-volatile nitrate Nitrogen that starts feeding early, even in cool, wet, early-season soils,
- long-lasting ammoniac Nitrogen that provides continued feeding through the growing season,
- both quick-acting and long-lasting Phosphorus to resist fixation, team with Nitrogen to become more efficient and feed plants for solid growth, help develop strong root systems,
- vital Potassium to help young plants build strong roots, tough and hardy stalks to resist the stress of weather, pests and disease

We recommend you see us for the details of a sound UNIPEL fertility program — using ORTHO Starter Special for top corn yields



ORTHO
FERTILIZERS
Helping the World Grow Better

P. L. ROHRER & BRO., INC.

SMOKETOWN, PA

PH: 717-299-2571

TM's. ORTHO CHEVRON and design UNIPEL Reg. U.S. Pat. Off. CHV 578 B1



AUTHORIZED DEALER

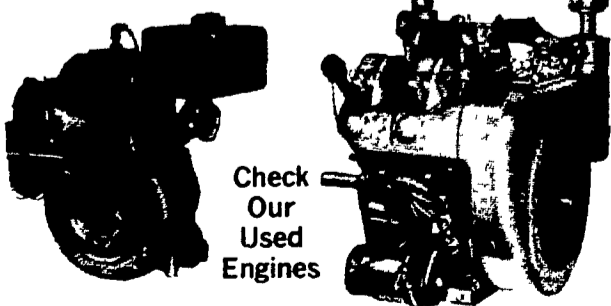
WISCONSIN ENGINES

4.6 H.P. TO 65 H.P.

NOW IS THE TIME OF YEAR TO HAVE YOUR ENGINE REPAIRED BY ENGINE SPECIALISTS

WE GUARANTEE OUR WORK

WE MAKE SERVICE CALLS



Check Our Used Engines

Complete Sales & Service
WES STAUFFER SMALL ENGINES

R D 3, Ephrata, PA 717-733-9174 or 733-0809
1/4 Mi S of Rt 322 on Pleasant Valley Rd
Ephrata Exit, New Rt 222