

Natural air drying

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because of lower humidity conditions out there.

Steffen, on the other hand, is convinced his product will work in Pennsylvania. A former theology and botany student, Steffen became interested in grain drying and storage when he specialized in plant physiology at Iowa State University. "No one had previously attached economic value to the presence of life in grain," he explains.

"We're marketing an understanding of grain and

what value of grain is all about and how to preserve it," the entrepreneur says. He considers the Harvestall unit to be a total grain confinement system.

One of the Harvestall representatives at the Bird-in-Hand meeting noted that initial costs of the Harvestall system would be higher, compared to most other units. Operational costs, however, would be reduced by as much as a third, he added. A farmer's investment in the system would include electrical circuitry, infrared bulbs, the forced air system, and at

least the bin floor (if not the entire bin). A Harvestall bin floor is mandatory if the farmer expects the system to work.

The floor is perforated. "It's like a corn crib for shelled corn," said a spokesman for the company. Air is forced through the perforations at the rate of 2½ to three cubic feet per bushel per minute, he explained. "This creates an environment to carry off heat and moisture that corn is releasing on its own. The corn is allowed to ripen and mature, rather than be destroyed by adding large amounts of heat," the spokesman continued.

Steffen says undamaged

grain is essential for top quality. He argues that conventional drying systems can damage grain, while his unit does not. In fact, he claims the technology of his system allows for 100 per cent germination of the corn that was stored. This healthier state of the kernel, Steffen explains, also accounts for his claim that chill-cured corn has a 10 to 20 per cent higher feed value, as compared to corn that was subjected to high-temperature drying processes.

Hesston gets Romanian sales

HESSTON, Kans. - Stockholders of Hesston Corporation were told recently that the company has, within the framework of an existing agreement between Fiat Trattori, S.p.A. and companies in Romania, agreed to make machinery sales to Romania in the approximate value of \$45 million over the next six years.

Lyle E. Yost, chairman, announced the transaction at the farm equipment company's annual meeting held at company headquarters here.

He said that Hesston Corporation, together with Fiat Trattori, had entered into a major cooperation agreement with CITMA and Universal Tractor, companies engaged in the manufacture and sale of farm equipment in the Socialist Republic of Romania.

Financial planning seminars set

COLLEGE PARK, Md. - The development committee of the Maryland 4-H Foundation, Inc., will steer a traveling seminar across the state during February to present information on financial and estate planning for professional workers.

Stops will be made at Easton, College Park and Hagerstown. Principal speaker will be Robert M. Hanson, Gaithersburg; a certified financial planner in Chevy Chase, Md. Hanson is chairman of the 4-H Foundation's development committee.

Dubbed as "4-O'Clock Forums," the evening educational meetings will present information on saving taxes and increasing net income. They will carry out the theme, "Our Job and How We Do It."

Each meeting will run from 4 to 8:30 p.m., with a dutch-treat dinner involved. There is no registration fee.

Directors and trustees of the Maryland 4-H Foundation have received specific invitations to attend the meetings, along with county Extension 4-H and agriculture agents throughout the state. The general public is also invited.

Reservations should be made in advance with Mrs. Amy L. Leber, Extension coordinator of resource development for the Maryland 4-H Foundation. She is located in 2126 Symons Hall, University of Maryland, College Park 20742; phone 301-454-3736.

New Jersey receives \$7500 to test farm reporting system

NEW YORK, N.Y. - Secretary of Agriculture Bob Bergland has approved a \$7,500 grant to the New Jersey Department of Agriculture to further test the benefits of providing additional market information to farmers and buyers. The state will provide matching funds.

Under the test, the state agriculture department will report market activity of the Vineland Produce auction and also will report truck

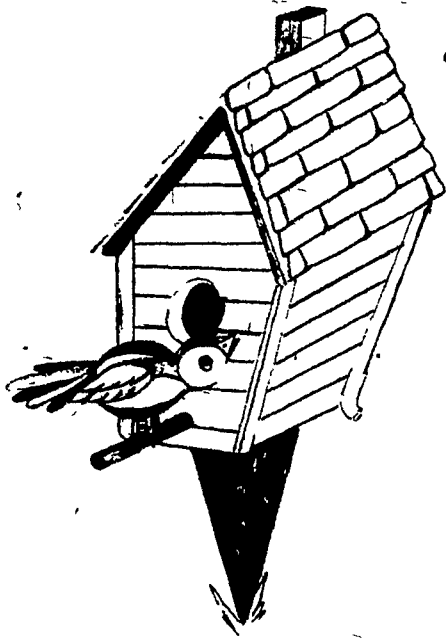
shipments of peaches and dry onions produced in New Jersey.

The state received a similar grant in early 1978, but according to Agricultural Marketing Service Administrator Barbara Lindemann Schlei, bad weather reduced crops of onions and peaches, thus preventing a fair test of the reporting system.

The grant was made under the federal-state marketing improvement program.

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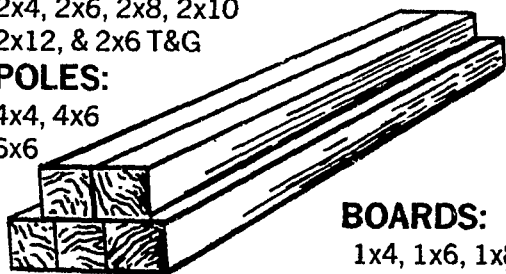
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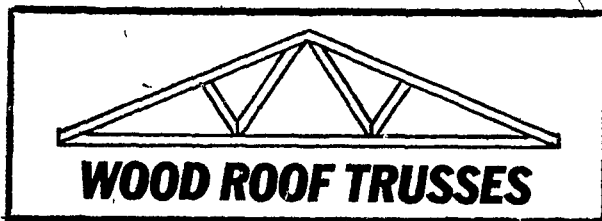
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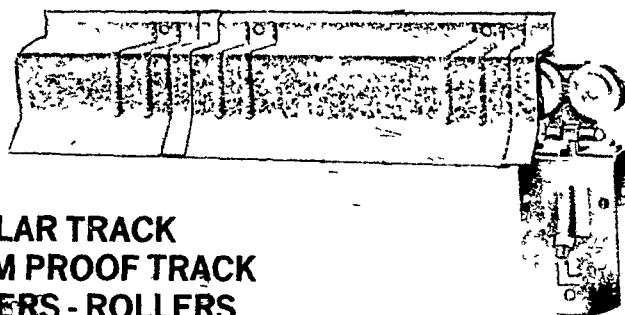
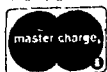
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