

Energy company manager says 12% profit isn't excessive

YORK — "We in the industry don't get invited out much these days," quipped speaker Chapin Burks to his York audience. Questions aimed at the regional manager of public affairs for the Exxon Company

following his presentation should have told him why. Burks was key speaker at the 17th annual Agri-Business seminar, sponsored jointly by the York Extension service and the area Chamber of Commerce

on last Thursday at Avalong Farms Restaurant. Focus of the day-long meeting was on energy. Members of the audience of 150 fired questions at the Exxon representative, seeking explanations for the

record profits being declared repeatedly for the past several quarters by the oil industry. The Exxon corporation set new records with over four billion dollars in earnings during 1979.

Burks said Exxon's profits are five cents on every dollar, or four cents on each gallon of product sold; and the massive profits simply reflect the huge volume of business done.

Of the five cents profit per dollar, two cents is paid back to investors and three cents goes for reinvestment. Return on the corporate investment is about 12 percent, which Burks claimed is lower than the return on investment for most manufacturing concerns.

"At best, we are decades away from non-depleting forms of energy," he told the farmers and agri-business representatives. One step toward filling the short supply of petroleum products is a synthetic fuels plant being constructed in Texas, a joint effort between the government,

Exxon and other oil corporations.

Synthetic plants take between six and eight years to build and cost four billion dollars each. Almost 370 billion dollars would be needed to fulfill the projected synthetic needs, thus eliminating synthetics as a ready candidate to ease fuel supplies in the early '80's.

Critics of the fuel industry have accused the oil companies of shipping domestic crude to Japan, pumped from Alaska via the pipeline to the West coast harbors. Burks denied that such action has ever taken place, and said that, by law, Alaskan crude must remain in the country.

Coal and nuclear have the capabilities to outproduce the demand, experts believe, but environmental concerns are slowing the use of both, especially the building of new nuclear plants. Usage of coal is expected to triple in twenty years, while natural gas will decline.

A large share of the coal tonnage will likely come from the Western states,

where the black rock deposits are lower in sulfur, creating less pollution problems, and more easily obtained through surface mining.

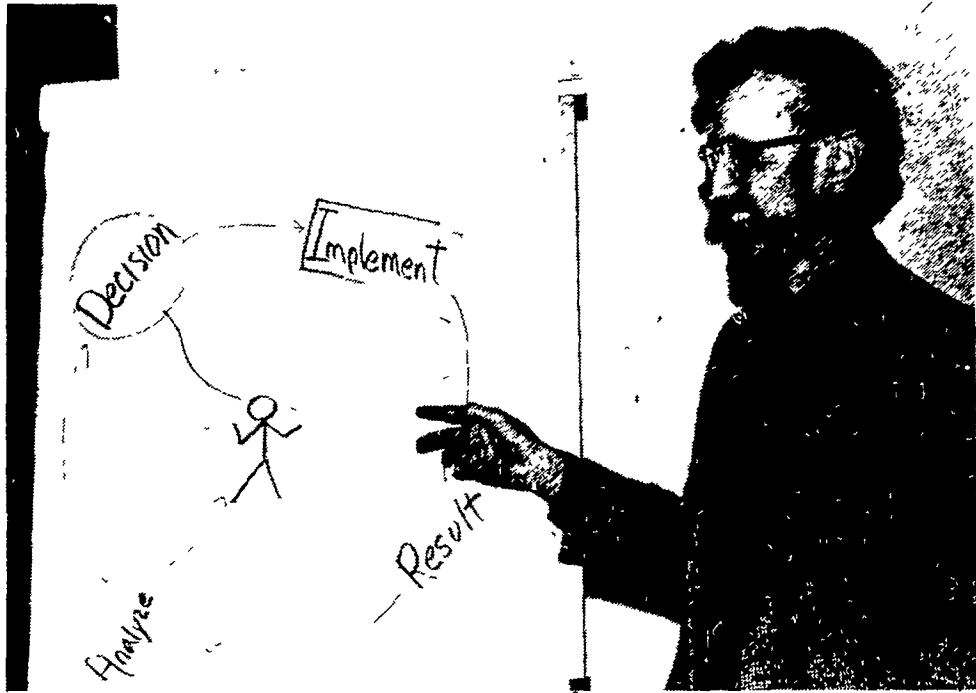
Solar, highly acclaimed as an energy alternate, has an unlimited potential if the costs, installation, and servicing needs were less costly. Burks noted if every new home between now and the year 2000 were totally solar-run, it would still replace only two percent of the nation's energy needs.

Extension speaker John Brockett told farmers that their management of energy is now becoming almost as important a priority as labor management.

Brockett is a farm management specialist with Penn State who's made extensive time and labor studies on farm jobs and how they relate to management and productivity.

"One hundred percent of farmers need to soil test," insists Brockett, citing fertilizer and limited spray programs as one place

(Turn to Page A18)



Energy efficiency is tied to profitable farming show the statistics of John Brockett, extension farm management specialist.

**DO YOU HAVE
A PLANNED
FERTILIZER
PROGRAM FOR
BETTER CROP
YIELDS?**



THIS MAN DOES!

WHAT IS A PLANNED FERTILIZER PROGRAM?

- First - You must start with a soil test to determine your soil nutrient levels
- Second - Your crop rotation, tillage practices, and manure applications must be taken into account.
- Third - Your yield goal must be established and crop removals determined.
- Fourth - You need a dealer with flexibility and knowledge to be able to balance Your program.

Pellets and price don't necessarily make a program.

TRY US - We Have The Product and The Knowledge



**BULK BLENDS
MASTER FARMER
ANHYDROUS AMMONIA**

**ORGANIC PLANT
FOOD CO.**
2313 Norman Rd., Lancaster, Pa.
Ph: 717-397-5152



Exxon Corporation public affairs manager Chapin Burks says the oil industry is not earning unreasonable profits.

SNOJAX

**PREVENT SNOWSLIDES!
AVOID COSTLY DAMAGE!**

SEND \$2 FOR SAMPLE

- INVISIBLE
- INEXPENSIVE
- NO ROOF STAINS
- EASILY INSTALLED

SNOJAX 1500 STATE STREET,
CAMP HILL, PA 17011
PHONE (717) 761-1863