

N.J. soybean growers must vote by March 15

SALEM, NJ — New Jersey soybean producers have until March 15, 1980, to vote on a referendum establishing a New Jersey grower investment checkoff program for soybeans.

If passed, the referendum would allow automatic deduction of one cent per bushel at the first point of sale. Funds from the grower investment program can be invested only for market development, research and education programs for soybeans.

Ballots for the referendum vote were mailed to New Jersey growers on January 15, according to Preston Ware, a soybean grower from Salem. Ware says the program will begin if approved by 65 percent of voting soybean growers representing 51 percent of production or if approved by 51 percent of those voting representing 65 percent of production of those voting.

"Soybeans are the number one cash crop and the number one farm export in New Jersey," says Ware, pointing out that in the past nine years, planted acreage of New Jersey soybeans has increased 50,000 acres to a total of 210,000 acres. Soybeans in New Jersey now have a total value of \$42 million or about \$20,000 for the average New Jersey producer," he said.

"This tremendous growth in soybean production, exports and profitability has been no accident," says Ware. "It's the result of worldwide market development and research funded by the growers investment checkoff programs of over 400,000 soybean producers in 21 other soybean producing states. Increased funding is needed to take advantage of new export market opportunities that can be developed. New Jersey soybean producers certainly should be a part of this effort."

Ware points out that funds generated in the grower

investment checkoff will be controlled by a soybean industry advisory panel appointed by the state board of agriculture. Panel members, who serve without pay, will include six soybean growers, one soybean processor representative, two soybean handlers or dealers, the dean of Cook College and the secretary of agriculture.

"Each grower investment checkoff dollar or the proceeds from the sale of 100 bushels of New Jersey soybeans would generate a dollar from the U.S. Department of Agriculture's Foreign Agriculture Service (FAS)," says Ware, adding that "an additional three to five dollars also comes into the market development program from companies in other countries that are encouraged to join in the effort as a result of soybean producers' self-help program. As a result of these additional investments, each checkoff dollar generates nearly \$1,000 in international soybean sales," says Ware.

Checkoff dollars from 21 states now investing in market development now go to more than 150 programs in 76 countries. One of the most impressive success stories has been Southeast Asia where the market for U.S. soybeans has been growing rapidly.

"When the Japan office of ASA opened in 1956, that country imported 28.3 million bushels of soybeans, 85 percent of them from the U.S. In 1978, Japan imported 150.5 million bushels, 97 percent of which came from the U.S.," says Ware.

"The ten-year-old market development program in Taiwan has helped make that nation of only 17 million people the fifth largest market for U.S. soybeans. In 1978 Taiwan bought 36.7 million bushels of soybeans, 100 percent from the U.S.," Ware continued.

Korea, where the market for U.S. soybeans has been

increasing at the phenomenal rate of 32 percent per year, is the site of one of ASA's newest offices.

Rapid growth of other markets in Southeast Asia—including the Philippines, Malaysia, Thailand, Indonesia and the city-state of Singapore—has moved ASA to also open an office in Singapore during 1979.

The animal nutrition sector has provided some of the most encouraging results.

"When ASA began its market development work in Japan in 1956, soybean meal constituted only 4.4 percent of the average animal ration. By 1978 that percentage had been increased to 11.4 percent. During the same period, feed production there increased from 1.1 million metric tons to over 21 million, as the Japanese economy and livestock population expanded together," says Ware.

"The staff's goal is to increase the soybean meal percentage of rations to 15 percent. It calculates that for each half percentage point which soybean meal gains, Japan will import an additional 3.7 million bushels of soybeans," Ware adds.

Ware notes that investment in soybean research in another area where investment checkoff dollars work for producers. In addition to research to reduce production costs through improved management practices, new soybean varieties and other basic soybean research, grower funds are invested in utilization studies to find new uses for soybeans and soybean products.

Work now underway includes projects to develop more efficient harvesting equipment, development of more efficient and soil conserving tillage equipment and research to reduce the linolenic acid content of soy oil.

"New Jersey soybean producers can benefit from

participation in the grower investment program," says Ware. "A 'yes' vote on the referendum will allow New Jersey producers to join the nation in market development and research efforts and will help us continue leading the world in producing and marketing soybeans and soybean products," he concludes.

Family estate planning

February 6 and 15

NORRISTOWN — A two day family estate planning clinic has been scheduled to help families with estate planning.

All are invited to attend one or both days 10 a.m. to 3 p.m. at the Holiday Inn, Kulpsville. Wednesday, February 6 will include topics on Wills, Taxes, Property Ownership, Trusts, Gifts and Important papers. Speakers will be Penn State Specialists Fred Hughes, Attorney Samuel Swansen, Ambler and Stephen Carroll, Trust Department, Continental Bank.

The Friday, February 15 session will cover mainly farm topics of partnerships, corporations, insurance, sales agreements, purchase options, and valuation. Speakers will be Penn State Specialists Jesse Cooper and Virgil Crowley.

Non-farm families are especially encouraged to attend the February 6 session.

Pre-registration is necessary and can be done

SCHUYLKILL HAVEN — The 1980 officers for the county's DHIA board were recently announced.

Serving as president is Carl W. Brown, R3 Pine Grove. Assisting him as the vice-president will be Dennis Daubert, R2 Pine Grove. The secretary-treasurer for 1980

is Wilbert Moyer, R1 Schuylkill Haven.

Other directors include: Kermit Kahler, R1 Pitman; Bruce Leatherman, R1 Tamaqua; Franklin Troxell, R1 Andreas; Carl W. Brown, R3 Pine Grove; Dennis Daubert, R2 Pine Grove; Marlin Leshner, RD Pitman; Leroy Heisler, R1 Tamaqua; Wayne Kurtz, R2 Pine Grove; and Wilbert Moyer, R1 Schuylkill Haven.

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A modern Twin Rotor combine can harvest \$118,000 worth of soybeans a day at current soybean prices.

Energy company

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where energy usage might be cut back.

Fertilizer and farm chemicals continue to be the largest single agriculture energy consumer, as well as one of the high cost inputs on the farm expense sheets.

Computerized farm analysis of several dozen dairy farms across the state showed a broad range of returns for each dollar spent on energy. Some farmers earned a return on only \$12 for each energy dollar spent, while more efficient operators made \$33.

Average return per dollar spent on energy was \$15 with variables like crop programs, distance to fields and production yields.

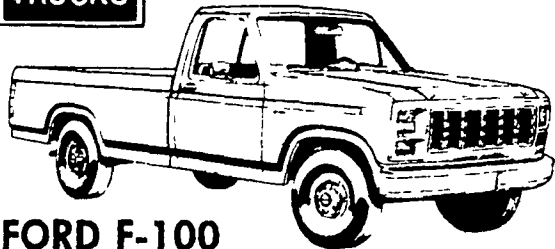
Similar ranges of efficiency held true in milk

production per dollar of energy cost. While the most efficient dairyman made \$79 worth of milk for a dollar of energy, another made only \$15, and the average was \$37.

Brockett's studies concluded that the highest profits went to dairymen showing the best energy efficiency through greater production and feed conversion rates.

In order for Pennsylvania farmers to have ready help in making management decisions, Brockett suggests that a centralized computer system be set up at the University. Terminals to that computer could be established both in the counties extension offices and in the offices of individual farmers. — JB

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