

# Farm Business News

## To cultivate or not; that is the question

LANCASTER — The value or necessity of cultivation when row-crop plants are well established and growing depends on soil characteristics and whether weeds are present. Each year unnecessary cultivation takes place—perhaps more out of habit than anything. Year-to-year conditions vary and a yield advantage due to cultivation one year does not mean cultivation will pay the next.

Early cultivation may be necessary to incorporate a pesticide into the soil or to loosen a soil crust to encourage seedling emergence. Failure of herbicides to control weeds is sometimes best corrected by mechanical cultivation. Growers who hand-apply a herbicide over the row must cultivate to get weeds between the treated rows. All of these are timed early—before the crop emerges or while it is still small.

Later cultivation is definitely required if weeds come on and a post-emerge herbicide will not be used. "Lay-by" applications of an insecticide to control rootworm larvae in corn requires cultivation for incorporation. Side-dress fertilizers are often more effective if covered by soil. Side-dressing with anhydrous ammonia is a cultivation of sorts. Farrowing for irrigation is an essential cultivation practice for that type of water application.

But what about the situation where the crop is several inches tall, there is no chemical to be incorporated and no weed problem exists? This is when characteristics of the soil must be considered.

Cultivation will probably pay on those soils that tend to compact or develop a thick, hard crust. The primary benefit appears to be

increased water infiltration. Ideally, one cultivation will be sufficient, but if hard rain or water application causes another crusting situation before the crop plant canopy is well-developed, additional passes may be necessary.

Cultivation to "aerate" the roots probably is not valid. A three-year Ohio State study indicates that soil crusts do not hinder air movement to and around the roots. The study did indicate as much as 25 percent corn yield improvement resulting from cultivation of weed-free "crusting type" soil. Roots were better distributed between cultivated rows.

University of Illinois scientists evaluated cultivation vs. herbicides for weed control and found little advantage for cultivation if weeds were otherwise kept in check. They reported no difference in lodging of corn, indicating that uncultivated plants stood just as well as those where soil had been thrown around the bases by cultivation. They concluded that there is an occasional advantage for cultivation of soils that tend to crust, especially in the case of excessive preplant tillage.

If there is no weed problem and if the soil is in satisfactory condition for water intake, leave the cultivator in the shed. Under those conditions, cultivation will be a waste of time, fuel and soil moisture. And, evaporation from a tilled soil surface may be greater. If cultivation is necessary, operate shallow and avoid root damage. Plants with excessive root damage can't take up adequate water and nutrients in case of stress conditions and they are more prone to develop root rot and other yield-depressing disorders.

## Myerstown company is first Fristamat direct importer

MYERSTOWN — Confinement Ventilation, Inc., a subsidiary of Farmer Boy Ag, has become the first company in the U.S. to directly import the Fristamat fully automatic ventilation system from the system's home company in Denmark, reports Larry Horst, sales representative and part-owner of Confinement Ventilation.

According to Horst, during the past two years the units were previously imported from Canada. Now, the Myerstown operation imports them directly from the overseas plant and assembles the ventilation systems here.

"It turned out we were selling more systems here in the U.S. than they were selling in Canada," Horst remarks. "So, we negotiated with the home plant and were set up as a distributor last December."

Confinement Ventilation has been installing the Fristamat systems for about a year now, Horst recalls. He notes there have been approximately 150 units installed to date and expects about 200 more to be out this year.

The Lebanon County based company has distributors in Iowa, Indiana, Ohio, North Carolina, and Michigan. Managing the operation is John Bosshardt, a native of Scotland and part-owner of the company. The third owner is Leon Hoover, Myerstown.

According to Horst, the

Fristamat system is easy to install, electrically efficient and saves heat by recirculating 90 percent of the air inside the building in a "balanced air pattern."

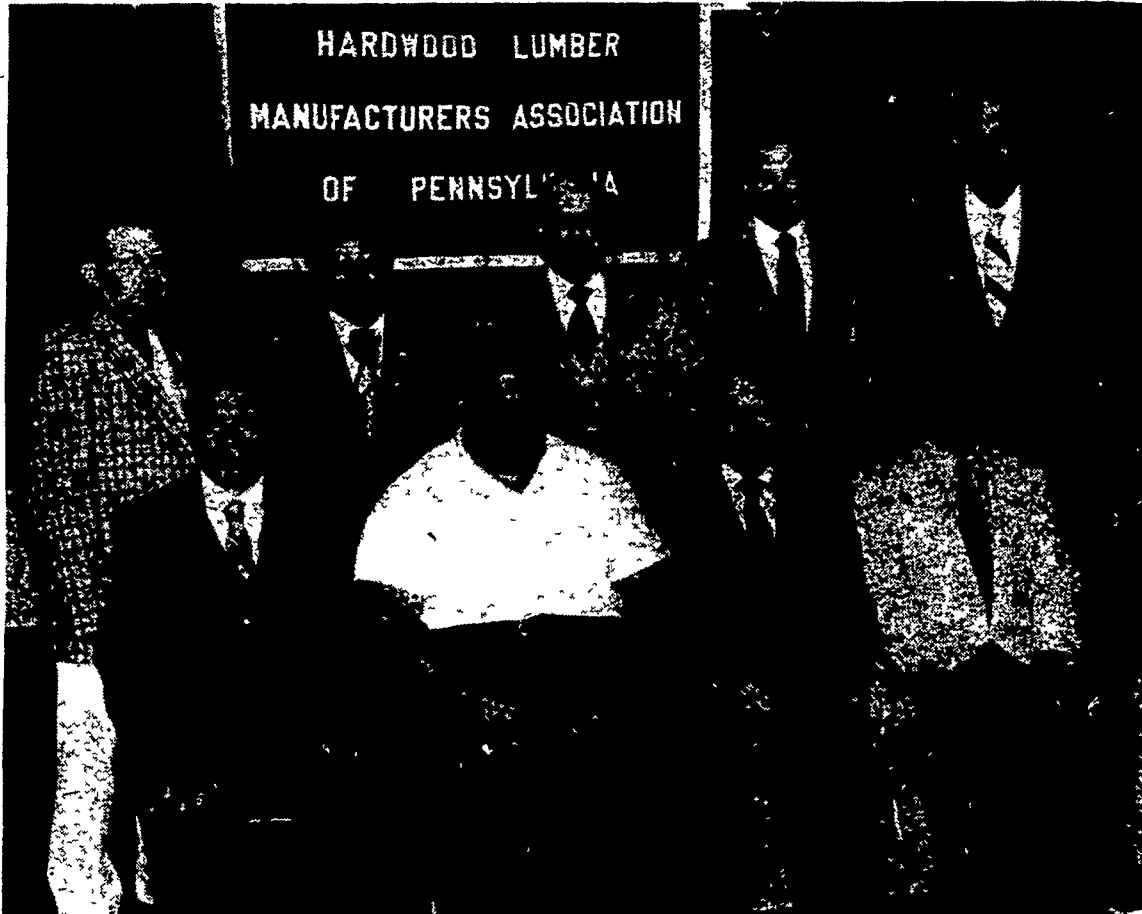
A heat sensitive glycerin tube controls the opening and closing of a damper, adjusting to plus or minus one degree in temperature. The only moving electrical part is a one circuit motor, explains Horst—the size, ranging from ½ HP to 1 HP, depending on the size of the building and the number of animal units. The three-speed motors are run off 220 voltage.

Most of the ventilation systems, which range in price from \$1,500 to \$4,000, have been installed in confinement hog buildings, Horst notes. However, the company has recently installed one in a veal barn and is getting into poultry housing.

Horst says he's optimistic about the Fristamat system and comments, "There'll always be the Fords and Chevies of the ventilation systems around—we feel we're offering the Cadillac."

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## Hardwood lumber elections

The Hardwood Lumber Manufacturers Association of Pennsylvania, Inc., held election of officers at its recent initial annual meeting in Williamsport.

Seated, from the left, are Association Chairman, Leonard D. Kuhns, of Kuhns Brothers Lumber Co., Inc., Lewisburg; Vice Chairman, Joe D. Heeter, Heeter Lumber Co., Beavertown; Secretary Treasurer, Charles B. Zeager, Zeager Brothers, Inc., Middletown; and Director, Roy W. Cummings Jr., Cummings Lumber Co., Inc., Troy.

Directors, standing from the left, include Clair J. Charles, C.J. Charles Lumber, Inc.,

New Providence; Kenneth R. Taylor, Mt. Valley Farms & Lumber Products, Inc., Biglerville; Wayne Cisney, Wayne Cisney Lumber Co., Shade Gap; Galen G. Weaver, Walter H. Weaver Sons, Inc., Lebanon; and Winfield Hunsberger, Heacock Lumber, Plumsteadville.

The Association represents the lumber manufacturing industry of Pennsylvania, which has an average annual production of 510 million board feet of hardwood, second only to Tennessee. The industry includes 550 sawmills, a payroll exceeding \$31 million and a value of lumber and wood products topping \$164 million.

## IH opening district office in Harrisburg

HARRISBURG — International Harvester's Agricultural Equipment Group is completing a restructuring of its North American marketing organization that includes the opening of a district office in Harrisburg.

H.E. Bower, Manager-District Operations, will be in charge of the local office covering Central and Eastern Pennsylvania and New Jersey.

The restructuring involves three primary changes to provide improved support to more than 2,000 U.S. and Canadian dealers and their customers while centralizing sales management and planning and distribution operations.

IH strengthened its field support

by increasing the number of personnel in 48 districts throughout North America, Bower said. The offices are staffed with some people already in district assignments, plus others formerly assigned to seven larger regional operations. The new district teams assist dealers in business management, marketing, training, and parts and service support.

Bower said the district offices "provide decision making responsibilities at the local level, which, in turn, strengthens our direct support to our dealers and their customers."

He said the company is conducting extensive training programs for all district personnel

so that they can further assist dealers in every area of their business.

As part of the restructuring, the Group is centralizing its sales management and planning organization. Approximately 150 employees will staff a new General Sales Office, using leased space near O'Hare Airport, Chicago. Some employees to be located there come from similar positions in the seven regional offices, which are being consolidated into a single location.

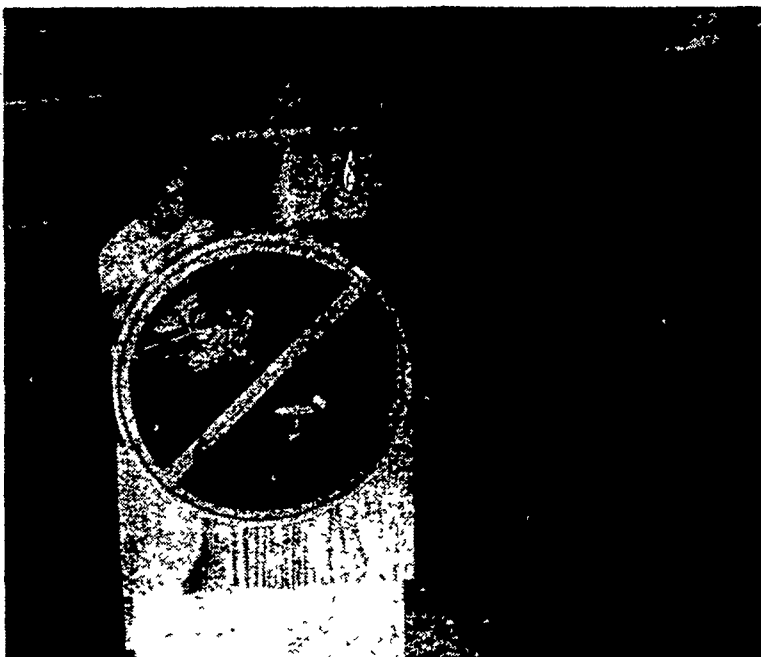
The third element of the reorganization involved the opening of a Central Distribution Office (CDO) in Kansas City, Kansas, last September. By consolidating regional distribution functions in one facility, the CDO more efficiently processes dealers' equipment orders and shipments, according to Bower.

"The CDO is equipped with an on-line computer system and advanced communications equipment that locate machines and implements from dealer and company inventories throughout North America to fill a retail order for a machine a dealer doesn't have in his own inventory," Bower said.

"It also is capable of advising dealers of the status of all orders on file with the company."

Bower said the CDO thus speeds shipments of IH farm equipment to dealers and their customers. He said the new facility has helped dealers locate more than \$150 million of equipment to fill retail orders since it became fully operational in November through early May.

"Our entire reorganization is part of a continuing effort to be the most customer responsive company in the agricultural equipment industry," he said.



Ray Hoover, warehouse manager at Confinement Ventilation, Inc., assembles a Fristamat damper section at the company's Myerstown headquarters.