

# Farm Business News

## Angstadt gets fertilizer post

DALLAS, TX — William E. Angstadt II, Vice President of Reading Bone Fertilizer Company, has been elected to the Board of Directors of the National Fertilizer Solutions Association (NFSA) during its 27th Annual Convention held in Dallas.

Angstadt, a resident of Shillington, was elevated to the Board because of his involvement with the fluid fertilizer industry and dedication to the objectives and policies of the NFSA.

The National Fertilizer Solutions Association is an organization composed of members dedicated to the advancement of the use of fluid fertilizer. The NFSA represents over 1,700 companies in the United States and 15 other countries. Fluid fertilizers now account for approximately 25 percent of the total fertilizer market.

Angstadt will serve a three-year



W.E. Angstadt II

term and represent the NFSA as a Director at Large. Prior to his elevation to the Board, he worked on the Association's 1981 Round-Up Committee and the Convention Committee in 1980.

## Cleaning up confusion over chemicals

DOVER, Del. — Farm publications are full of advertisements for weed control materials that sound like the answer to every farmer's prayers. But when it comes to making selections, farmers need more to go on than the ads, says Delaware extension crops specialist Frank Webb. They need solid information.

Weed control is an area of crop production that is advancing rapidly, says Webb. Scientists are constantly developing new chemicals and new methods of application. There are now chemicals that can be applied before the crop is planted; others that can be applied after planting but before the crop is up; and some that can be applied right over the growing plants, killing the weeds but sparing the crops.

There are weed control chemicals for corn, for soybeans, and for all the other agronomic crops. With such a variety of products on the market, it's no wonder farmers are confused about which one to buy for which purpose, Webb said. And the confusion is increasing now as the ads start appearing for the new products for 1982, he added.

Some of the new products represent real breakthroughs in weed control, says Webb. Others are just old, familiar chemicals under new trade names, or pre-mixed combinations of two well-known products. It pays to know which are which.

The one really new product is called Poast. Manufactured by BASF Company, this product can be used over top of soybeans for excellent control of grasses. Over-top spraying is a relatively new practice made possible by recent advances in chemistry, notes Webb.

Another new name in the marketplace is Bronco, manufactured by Monsanto Company. This is actually a mixture of two existing materials, Roundup plus Lasso. This combination will be cleared for use on corn and soybeans in no-tillage production. While such a product has a place in no-till production, says Webb, it's important that growers realize what they are buying.

Monsanto is also marketing a pre-mixed combination of Lasso plus atrazine.

Last year, Ciba-Geigy released a similar product under the trade name Bicep. Actually a combination of atrazine and Dual, this material is already widely accepted by growers.

Another new name in the marketplace is Gramoxone. This is neither a new product nor even a combination of products, but simply ICI America's new trade name for paraquat.

When you're planning your weed control strategy, it's important to know whether a new product is really new, something familiar, or a combination of familiar

## Agway opens new seed plant

BORDENTOWN, N.J. — A new seed conditioning facility opened at Bordentown, N.J. by Agway Inc. The \$850,000 facility, located adjacent to Agway's Bordentown feed plant on Route 130, includes the latest seed conditioning and handling equipment and a 10,000 square foot warehouse. The conditioning equipment, installed by Ag Machinery Safety, Inc. of Lafayette, Indiana, is designed for cleaning and conditioning 100,000 bushels of certified soybeans and approximately 100,000 bushels of wheat and barley seed annually.

The new facility, built by Agway Buildings Department, will enable Agway's seed division to expand its soybean and cereal grain certified seed program to farmers in New Jersey, Delaware, Maryland, and parts of southeastern Pennsylvania. The facility will serve approximately 50 Agway stores and representatives with complete seed needs, including distribution of turf grasses, alfalfa, clover, and forage seeds and hybrid seed corn.

The certified seed will be produced under contract by farmers in New Jersey, Delaware, and Maryland. Its central location provides an adequate supply of high quality, locally adapted seed varieties.

Nine full-time and part-time employees will operate the facility. Seed valued at approximately \$1.3 million will be conditioned at Bordentown.

Research plots to evaluate new soybean varieties suited to the area are under development by Agway on cooperating farms. Soybeans, traditionally grown in



Phil Alampi, New Jersey's secretary of agriculture, and Fred Hough, Agway director from Augusta, N.J., inspect soybean certified seed conditioned at Agway's new seed conditioning facility at Bordentown, N.J.

the Midwest, have become an important crop in the eastern United States. With new varieties, the crop will become increasingly important in New Jersey, eastern Pennsylvania, and the Delmarva

peninsula.

Many agricultural leaders and farmers were on hand for the December 1 open house, which included exhibits, displays, and educational activities.

## Adams Co-op hikes power rates

GETTYSBURG — Adams Electric Cooperative rates will increase on Dec. 15. The announcement was made by Board President V. Kyle Trout, who said that 2.8 mills (\$.0028) will be added to the charges for each kilowatt-hour.

For a member using 1,000 KWHs per month, the net effect is a \$2.80, or 4.6 percent, increase in monthly charges. The percentage is higher for users of more than 1,000 and smaller for those who use less.

This rate change will permit the cooperative to achieve a 30 percent owner equity by the end of 1982. "We set the 30 percent goal in 1976," Trout reported. "At that time, Adams Electric's equity was 14.5 percent and we were strongly urged to improve it." The pressure came from Washington, the source of the co-op's loan funds.

"We wanted to reach the goal by the end of 1983," Trout continued. "We are now at 26.5 percent and, with this rate increase, will be at 30 percent within a year. There are sound reasons for such a move."

products. If it's a pre-mix combination, it's also important to know the proportions of the chemicals in the mix. Only with this information can you use the product effectively.

When you hear of a chemical that you are unsure about, call your county extension office. The county agent can tell you what the chemical is, how to use it, and whether or not it is more effective than the product you have been using.

## Carnation honors Weir

HUGHSON, CA. — Joel K. Weir has been recognized by Carnation Genetics for outstanding service in his capacity as District Sales Manager. He has been named District Sales Manager Of the Month.

A Penn State graduate in animal industry, Weir supervises direct herd sales and distributors in

Adams Electric's board and management have been monitoring the wholesale price of power. They have been told to expect substantial new increases in each of the next two years. By reaching its equity goal sooner, the co-op expects to cushion the effects

of anticipated power costs.

Adams Electric serves 16,700 members, of which 6,200 are in Adams County, 3,350 are in Cumberland County, 1,350 are in Franklin County, and 5,800 are in York County.

## Purina holds dairy meeting

ST. LOUIS, MO. — L.D. Muller and Thomas Sweeney, of Penn State, were among university instructors, researchers and extension specialist who recently exchanged thoughts on dairy research and the dairy industry at a special two-day meeting.

"The conference was an ideal method of broadening the give-and-take between the university community and industry research

efforts," noted Daryle Greene, director of Research and Development, Ralston Purina Company, sponsors of the meeting.

The conference included group discussions and presentations intended to assist all of the researchers in gaining a working knowledge of the various directions being taken in the field of dairy cow nutrition, Greene added.

## Used equipment prices up

MINNETONKA, MN. — Prices of used tractors and farm equipment are holding steady or rising despite weak crop and livestock markets and slack sales of new machines.

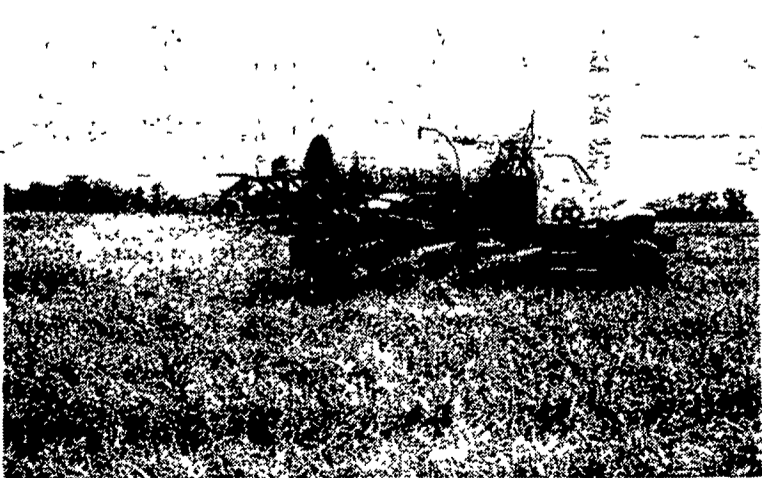
At least that's the indication from Marshall's Farm Equipment Guide, a twice-yearly publication that reports on used equipment prices and related data. The January 1982 issue of the Guide has just been published.

It shows that prices of popular, late-model tractors and combines are uniformly as high or higher than six months and a year ago. For the last half of 1981, prices

were as much as 11% higher for some machines than in the first half, and as much as 14% higher than a year earlier. The increase appears to be general, across most makes and models of units less than 10 years old. However, many machines built before 1970 are steadily dropping in market value.

It's a reflection of supply-demand conditions in the used market, according to Guide publisher Morris Dorosh. The supply of late-model, popular-make tractors and combines is down largely because fewer have been coming into dealers' lots as trade-ins on new sales. At the same time demand for such models continues strong from farmers who might buy brand-new equipment in more normal times.

By contrast, rebates and financing incentives from manufacturers have probably reduced actual, net prices of new machinery in many cases.



Check out those chemical weed control products before buying, advises Frank Webb, Delaware Extension crops specialist.