

Farm Business News

Weaver gets Pennfield post

LANCASTER — Jerry E. Weaver has been appointed manager of processing for Pennfield Farms Poultry, a division of Pennfield Corporation. The poultry plant, located in Fredericksburg processes over 48 million pounds of chicken annually.

A native of Alabama, Weaver was most recently employed as plant manager for Spring Valley Foods, Heflin, Ala. Prior to that, he served as plant manager of Merrill Foods Incorporation, Alexander City, Alabama, and has also worked with the USDA as a poultry inspector in Georgia.

Weaver began his career in poultry processing with Pillsbury Farms in Guntersville, Alabama where he became plant superintendent.



Jerry E. Weaver

ABS redesigns sire directory

DeFOREST, Wisc. — Making the bull selection process as easy as possible for dairymen is the number one purpose of American Breeders Service's new 1982 Fall Holstein Sire Directory according to Russ Berna, director of marketing.

"To better accomplish that objective, we've totally redesigned our directory into a new two-book format including a complete 4-color sire directory and a sire performance insert that conveniently fits inside the directory," Berna said.

"This new format allows us to bring the dairymen more information on our sires than ever. We've featured our 76 proven sires in full-color with complete July 1982 USDA proofs, HFA type data, pedigrees, aAa, Genetic Trait Summary date, comments about the bulls and daughter photos."

"And we've also included a calving ease guide a genetic trait

rankings summary, a top 10 sire performance listing and a section on both heifer A.I. and Genetic Venture sires."

Plus the directory includes full color highlights of the special service programs ABS offers dairymen. Programs like Genetic Mating Service which now evaluates over 550,000 dairy cows and heifers annually.

The 76 sires in this year's directory have an average Predicted Difference of +\$196, +1,643M, -.07%, +48 PDT and +429 TPI.

There are also 18 sires over +\$220, 14 bulls over +500 TPI, 22 sires over +.00% test and 21 Holsteins over +1.00 PDT.

Dairymen interested in obtaining a copy of the 1982 Holstein Sire Directory can get a free copy from their local ABS representative or contact American Breeders Service, P.O. Box 459, DeForest, WI 53532.

New Holland cuts finance charges

NEW HOLLAND — Sperry New Holland has announced a reduction to five percent for finance charges on two-year installment purchases of its farm and industrial machinery. The company's previous annual percentage rate has been 17.5 percent.

The company has previously offered zero financing on one-year purchases with a substantial down payment and equal monthly, quarterly or semi-annual payments. The company says that program, which continues, has been moderately successful in stimulating business. The new

program is aimed at getting farmers to make machinery purchases before the end of the current year.

In addition to reducing the a.p.r. to five percent, the company is also offering cash rebates ranging up to \$6,000 on immediate cash purchases of its machinery, with lower rebates in future months. A "free finance until use date program," popular in the farm machinery industry, is also available as part of the new financing structure. The programs end January 31, 1983.

Berks Farm Business workshop Dec. 14-15

LEESPORT — A farm business workshop will be held Dec. 14-15 at the Berks County Agricultural Center from 9 a.m. until 3:15 p.m.

The meeting, which is sponsored by Penn State and the Berks Extension office, is designed to help farmers with financial management decisions.

"Today's economic climate demands farm financial management planning," notes Extension agent Clyde Myers. "With inflation, high interest rates, rising costs and smaller profit margins, farmers must be able to determine their cash flow, debt payments and lending risk if their farming operation is to stay

profitable."

Myers adds that "since the overwhelming majority of farming operations are family farms, couples are encouraged to participate."

Sixty individuals at \$20 or 30 couples at \$25 will be accepted in the workshop. The cost includes two meals, a farm business workbook, other materials and a notebook.

Two Extension quality credits will be offered. For credit, both sessions must be attended.

For more information contact the Berks Extension office by calling 215/378-1327. Deadline for reservations is Dec. 10.

Big layer operation uses fluorescent lights

RIPON, Calif. — Sylvania 22-watt fluorescent conversion units are being utilized by den Dulk Poultry, Inc. in its half-million-bird layer operation.

The recent installation of 1,000 Circline fluorescent units, which include ballasts and fit into standard incandescent sockets, enables den Dulk to conserve some 125,000 kilowatt hours of energy and save an estimated \$10,500 annually. They replaced 1,800 forty-watt and 200 seventy-five-watt incandescent lamps.

den Dulk installed the Sylvania units, which produce approximately the same light output as a 75-watt incandescent at one-third the wattage, in every other socket. In addition to the increase in energy efficiency, the Circline unit has an average life of 12,000 hours compared to 1,500 hours for a 40-watt standard incandescent and 750 hours for a standard 75-watt incandescent.

Six hundred thirty fluorescent conversion units were installed in den Dulk's main chicken ranch and the remaining 370 lamps are located at smaller ranches. The den Dulk operation at all ranches houses some 550,000 chickens, which produce approximately 11 million dozen eggs annually.

In commenting on the new lamps, Tim Bunnell, den Dulk manager, said: "We expect to install another 1,000 fluorescent



Sylvania 22-watt Circline fluorescent lamps are used in this layer house to reduce energy bills.

conversion units in a phased program. Beside energy savings, we selected the Sylvania unit for the noticeable increase in illumination and the elimination of shadows versus the existing incandescent system. Also, testing of the Sylvania unit disclosed it is physically more stable when screwed into the incandescent socket and it emits a warm white illumination conducive to the

application. Sodium lighting was tried, but it did not produce the desired results."

"In addition," Bunnell explained, "we discovered the utilization of plastic for the ballast enclosure and lamp framing was extremely important. Other similar units manufactured by other companies utilize metal framing which corrodes easily when subjected to the ammonia from the chicken manure."

238 - bu. corn & 109 - bu. beans

ATLANTA, GA — Yield barriers are tumbling as 1982 maximum yield research results roll in. These research projects receiving support from the Potash & Phosphate Institute (PPI) and the Foundation for Agronomic Research (FAR) are showing significant breakthroughs, so important for boosting yields and lowering unit costs of production.

Roy L. Flannery, New Jersey's extension soil specialist, achieved a rare accomplishment in his 1982 research plots. He harvested what are believed to be record research yields of 338 bu/A for corn and 109 bu/A for soybeans. In the quest for maximum yields, Flannery topped

his own previous corn research record of 312 bu/A harvested in 1980. His three-year average corn yield is 312 bu/A for the 1980-82 seasons. This is now a three-year average equal to the record yield of 1980. Equally important, his consecutive soybean yields of 94 bu/A in 1980, 93 bu/A in 1981, and 109 bu/A for 1982 give a three-year average of 99 bu/A.

In Ontario, Canada, researcher C. K. Stevenson of Ridgetown College harvested a record 251 bu/A of corn in a maximum yield study. This is the highest yield of corn ever reported in Canada.

Across the U.S., other maximum yield research and demonstration

projects are also reporting or expecting outstanding yields. Let's look at results from a few projects receiving financial support from PPI and FAR. All yields listed here are adjusted for standard moisture and quality grades.

In Illinois, Fred Welch harvested 242 bu/A from his replicated and irrigated corn research studies.

In Florida, David Wright and Fred Rhoads teamed together to produce corn yields of 267 and 227 bu/A in two separate studies, in 1982. With early planting and July harvest of corn, they followed with doublecrop soybeans and grain sorghum to be harvested this fall.

In Minnesota, Gyles Randall recently harvested 217 bu/A of corn in a maximum yield demonstration project.

In Virginia, a research team including Dan Hallock, Preston Reid, and Scott Wright brought in 244 bu/A in replicated and irrigated corn research plots.

North Carolina State University researchers John Anderson and Jim Dunphy reported corn yields of 219 bu/A from their irrigated research plots and 205 bu/A in non-irrigated plots.

In Indiana, Purdue University researcher Dave Mengel recorded non-irrigated corn yields of 209 and 215 bu/A

Earlier this year and in 1981, several different research teams across North America reported extremely high wheat yields. In Oregon, Neil Christensen and Tom Jackson harvested 130 bu/A for 1982. Although this is lower than their record wheat yields of 182 bu/A without irrigation in 1981, this level of production remains a worthy goal for top farmers.

In New York, a Cornell University wheat research team harvested 108 bu/A in 1982 and 117 bu/A in 1981.

Researchers in Maryland, Kentucky, Virginia, and Washington state also topped 100 bu/A in maximum yield wheat research during 1982.

Such yields are evidence that North America still has a great food reserve in its ability to achieve higher yields. And for individual farmers, maximum economic yields offer the best way to control cost per unit of production.

Lancaster Holstein breeders slate banquet

LANCASTER — The 32nd annual banquet of the Lancaster County Holstein Association will be held Tuesday, Nov. 9 at 6:45 p.m. at the Harvest Drive Restaurant. The restaurant is located off of route 340, east of Lancaster and near Intercourse.

Tickets for the family style meal

are \$9 per person. Harrisburg radio personality Pete Wambaugh will be on hand to provide entertainment. In addition, production awards will be presented.

For more information contact Kenneth Myer, Elizabethtown, at 717-367-3344. The public is invited.

Farm Credit Banks report promotions

BALTIMORE — The Farm Credit Banks of Baltimore have announced the promotion of Gregory N. Davis to Senior Business Analyst and the appointment of James E. Johnson as Senior Credit Analyst.

Davis, a Baltimore native, has been with Farm Credit since April, 1979. Davis received his bachelor's degree in business and management from the University of Maryland and a master's in

economics from the University of Baltimore.

Johnson holds an MBA and bachelor's degree from Virginia Commonwealth University. Johnson joined the Banks in March 1980 as a Loan Officer in the Richmond Farm Credit Associations. Prior to joining Farm Credit, he was employed as a Branch Manager, Assistant Secretary at Heritage Savings and Loan of Richmond, Virginia.

Cumberland Co. hosts annual Swiss meeting

CARLISLE — The annual Pennsylvania Brown Swiss Breeders' meeting will be held at the Best Western, Carlisle, on November 9 at 11 a.m.

Guest speakers will be George Opperman, Secretary-Treasurer of the National Association and Connie Gritton, Editor of the Brown Swiss Bulletin.