



## BUSINESS NEWS...

### Agway representative honored



Enos B. Heisey, right, manager, public-agricultural relations at Agway Inc., is honored by the National Vocational Agriculture Teachers Association at its Annual Convention in Anaheim, Cal. Carroll L. Shry, Jr. of Frederick, Md, NVATA vice president presents the "NVATA Outstanding Service Citation" for 1983. Heisey was cited for his distinguished service in the field of vocational and technical education in agriculture.

### AVA honors Harvestore

ARLINGTON HEIGHTS, Ill. — The American Vocational Association (AVA) presented its "award of merit" to A.O. Smith Harvestore Products, Inc. during the association's recent annual convention in Anaheim, Ca.

Carl K. Clayton, director of marketing staff services for Harvestore Products, accepted the award on behalf of the company which has supported the work of vocational students and teachers for more than 30 years.

The award honors groups, organizations or lay citizens who have made significant contributions toward the improvement, development and progress of vocational education.

Through its network of dealers throughout North America, Harvestore Products supplies an extensive array of educational films, slide presentations and literature on feed processing and handling, ration formulation and livestock waste management, all free of charge.

The National Vocational Agricultural Teachers Association recently presented its "outstanding service citation" to Harvestore Products for their service to farm youth and for the development of their "modern livestock production" teaching unit. Additional study aids produced each year for this unit now include two computer programs which were tested in five computer camp workshops for teachers in Iowa, by one-third of the vo-ag teachers in the state. The

camp is characteristic of Harvestore Products' commitment to continually search out the most effective teaching methods to prepare rural youth for the future.

The company has given financial support to the FFA Foundation for 29 years and co-sponsors the National FFA Diversified Livestock Proficiency Award, with contributions annually in excess of \$10,000. For 22 consecutive years, Harvestore Products has been a major sponsor of the National Vocational Agricultural Teachers Convention.

EPHRATA — Richard C. Keller, professor at Millersville State College, and Congressman Bob Walker will speak at PennAg Industries Association's 1984 Convention.

Keller is a History Professor and Department Chairman at Millersville State College. He has been actively involved in lobbying for many years and was a Congressional Candidate in 1962.

### Automatic cites livestock trailer

CHAMBERSBURG — According to Ryder Supply, Automatic's Livestock Trailer drops down to ground level so livestock can walk right in and then raises hydraulically to 28-inch height for transport. Optional high lift is

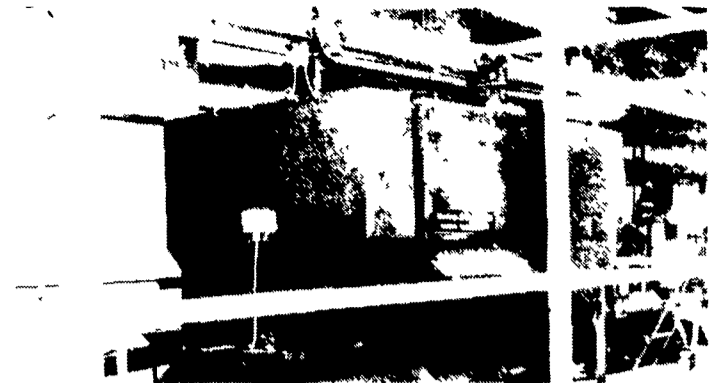
SCHILLER PARK, Ill. — The all new Supreme Smart Feeder now brings the advantages of computer feeding to stanchion barns.

The smart feeder is a computer controlled feed cart which operates entirely automatically. Suspended from a monorail, it starts up automatically at up to six preset times each day and travels around the barn in front of the cows. When it comes to each cow, it stops and weighs out the ration of feed for that cow.

After dispensing the ration, the smart feeder sets off to the next cow and repeats the process until all the cows have been fed. It then automatically returns to its home position where it automatically plugs itself into a battery charger.

Individual cow rations may be for two (typically grain and protein) types of concentrate feeds. A third type is optional. Fixed rations may be used or the on-board computer will automatically adjust the dairy rations over time to follow the lactation curve.

The monorail is a standard 5" I-Beam. Manual or automatic



Automatic computerized feeding system for stanchion barns operates on a monorail.

switches can be included in the layout so the cart can follow complex patterns or travel between two barns. Home base can be located anywhere in the system so the cart can park itself out of the way, for example, in the feed room at a location where either manual or automatic filling is convenient. The Smart Feeder incorporates a reversible feed conveyor so rations can be dispensed on either side to handle heads-in or heads-out barn setups.

Memory capacity is sufficient for 500 cows. The feed hopper can carry enough feed for 500 cows if feeding is 6 times a day. Capacity is therefore sufficient for the maximum expansion most farmers can foresee.

Battery operation isolates the system from power surges which can often affect computer setups. The life of the batteries is currently running at over 3 years without replacement.

### DeKalb-Pfizer varieties score high

UNIVERSITY PARK — Three of the top five winners, including the champion, in the 1983 Pennsylvania Alfalfa Growers competition used DeKalb-Pfizer Genetics varieties.

According to Elmer Repschlaeger, DeKalb-Pfizer eastern regional sales manager, the showings, a first, a tie for third, and a fifth, were outstanding examples of the competition this program generates each year. There were more than 90 entries from across the state in 1983.

"This program is very strong and is copied by other states quite often," says Repschlaeger, of York. "What makes it so strong is that the winning entries are not judged solely on yield. Judging is based 40 percent on yield, 30 percent on crude protein content and 30 percent on total digestible nutrient value."

Repschlaeger credits the program with highlighting the importance of improving forage production in a state that emphasizes dairying. The program, sponsored by Penn State, is now in its seventh year.

Capturing championship honors with DeKalb-Pfizer 130 variety alfalfa were Don and Sherry Hoffer, Lebanon. Their entry yielded 9.2 tons per acre. In 1981, the family won eighth-place honors.

The Hoffers, whose family farm operation includes son Kent and daughter Kristen, entered a sample that produced 3,329 pounds of crude protein and 9,500 pounds of TDN.

In addition to 116 acres owned by the family, another 140 are rented each year for barley, wheat, corn and alfalfa production. Fifty acres were devoted to alfalfa in 1983.

Farming for 16 years, the Hoffers milk 42 head of registered Holsteins.

Don and Sherry are members of the Lebanon County Holstein Club and the Pennsylvania Farmers Association. Kent and Kristen undertake dairy-oriented projects through 4-H.

A ninth-generation farmer, Donald Bollinger, Newmanstown, manages Willow Maple farm with his father, Harold.

The Bollingers' entry tied for

third, at eight tons per acre. Crude protein measured 3,266 pounds and TDN registered 8,896.

The father-son partnership includes 130 acres, of which 30 are used for alfalfa production. Their DeKalb-Pfizer 130 variety alfalfa is fed to 44 head of registered Holsteins.

Don and his wife, Rosene, have farmed 16 years. The family includes daughter, Angela and son, Steven. The Bollingers are members of the Pennsylvania Young Farmers Association.

More than 8.2 tons per acre were recorded for the fifth-place entry of Joe and Gladys Hartle, Bellefonte.

Farming 27 years, the couple and son, Tom farm 300 acres, including 120 acres of DeKalb-Pfizer 120 and 130 variety alfalfa.

Corn and small grains round out their production plans, with the majority of their crops used to feed 150 head of registered Holsteins, including 68 milk cows. Quality forage is credited by Joe as a major factor in the family's 21,400-pound milk average that registers a 799 butterfat content.

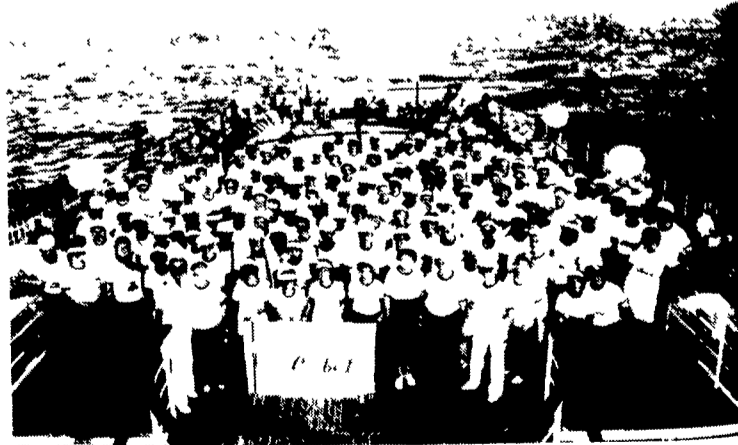
Competing every year in the program since its inception, the Hartles have finished as high as second and say the program provides good, friendly competition, as well as incentive to improve forage production on their farm.

### PennAg speakers named

Congressman Walker has represented Pennsylvania's 16th District since 1976. Having served six years on the House Science and Technology Committee, Walker was a selected ranking member to the Subcommittee on Energy Research and Production and was appointed to the Subcommittee on Space Science and Applications. Additionally, he was a chosen

ranking member of the Subcommittee on Intergovernmental Relations and Human Resources of the House Government Operations Committee.

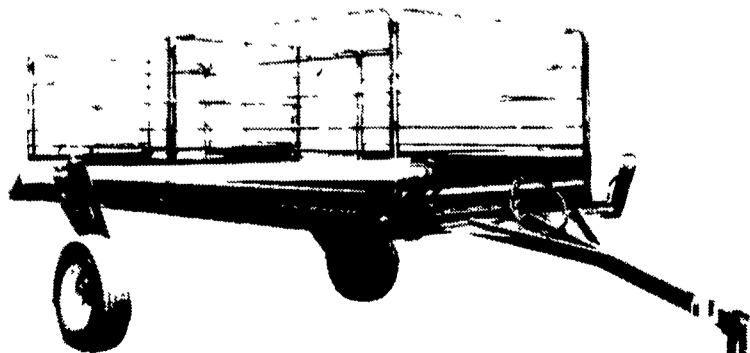
### Morton cruise winners



Morton Buildings, Inc. 1983 Fair and Farm Show Cruise winners departed from Miami, Fla. and visited ports at St. Thomas, San Juan and Puerto Plata.

Pictured are the winners of the Caribbean Cruise from 32 different state fairs and farm shows.

Among East Coast winners are Becky Apostolos, Mansfield, Oh.; Gary Borkhuis, Macedon, N.Y.; Dean France, Bristol, Ct.; William Grewe, Botkins, Oh.; Steve Sheldon, Palmyra, N.Y.; and Patricia Wilkins, Saxton, Pa.



Livestock trailer from Automatic features easy adjustment from loading to transport.

available to raise to 54 inches for loading directly in trucks.

Heavy-duty construction throughout the safety steel plate deck is reinforced at the rear. Another feature is a one-inch square tube steel rack with slide-to-the-side loading gate. Exclusive lock-split axle prevents bowing and assures alignment and proper tow.

For further details contact the manufacturer, Automatic Equipment Mfg. Co., Department NR, Pender, Neb., or the distributor, Ryder Supply, Box 219, Chambersburg.

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