



## BUSINESS NEWS...



John Yocum answers some farmers' questions following a Lancaster County tobacco grower's meeting at the Leola Family Restaurant this week.



Organic Plant Foods President Bill Brubaker, center, talks with tobacco buyers E.J. Parker, left and James Johnson.

## Tobacco buyers warn growers about market glut

By Suzanne Keene

Tobacco buyers at a meeting of Lancaster County growers this week said demand for tobacco is down this year and warned them that it is possible to get too much of a good thing.

While several farmers indicated that they haven't sold all their tobacco, the buyers said they have bought enough to meet their present demand.

Buyer James Johnson of James R. Miller Co., Wilson, N.C., said he has filled his orders and another buyer, E.J. Parker, from Tenn., said the same.

Organic Plant Foods Co. President Bill Brubaker said he believes Lancaster County farmers have reached the market saturation point because some farmers still have unsold tobacco hanging in their barns.

"I think we've gone overboard," he said.

Johnson stressed that graded tobacco is more marketable than tobacco that is not graded.

"I do not have a market for tobacco that isn't graded," he said. Parker cautioned farmers against too much moisture and recommended that growers wait to strip until the tobacco is very dry.

Representatives from several chemical companies also had some advice for the growers.

They said that applying chemicals in the proper quantity,

at the right time and in the right way is essential to growing quality tobacco.

Jack Beideman from Ciba Geigy introduced Prime +, a chemical that effectively controls suckers and allows natural ripening without leaving any MH residue.

Beideman stressed the importance of applying Prime + properly for best results. He said growers should use a three-nozzle system which will direct the flow down the center of each plant.

If applied properly, the chemical will provide 95 to 100 percent protection through harvest time and "those little suckers will just turn yellow," he said.

Steve Fisher of FMC told the growers that Furadan will give early control of aphids. However, he said, "it's got to be applied right if it's going to work right."

Fisher recommended using Furadan with other insecticides early in the season, then following with an application of Thiodan later.

Dow Chemical representative Todd Grice said Lorsban 15G is the broadest spectrum insecticide available for tobacco and is the only one labeled for cutworm.

Grice said when Lorsban is used at a two or three quart rate, it gives "extremely effective results."

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Participants in McCracken's second annual Professional Dairyman's Seminar and Dinner include, left to right, Lancaster County Dairy Extension Agent Glenn Shirk, McCracken's Ruminant Nutritional Consultant Nevin Gish, Beacon's Director of Dairy and Livestock Nutritional Services Dave Traub, Lancaster Bible College President Gilbert A. Peterson, Donald M. Shellenberger, DVM, of Smoketown Veterinary Hospital, Beacon's York General Manager James A. Price, and Pete McCracken, President of McCracken's Feed Mill, Inc.

## McCracken holds dairy seminar

BY JACK HUBLEY

MANHEIM — Dairymen took a break from their busy schedules on Feb. 21, to gather at Enck's Baron Stiegel Restaurant in Manheim for the second annual Professional Dairyman's Seminar and Dinner sponsored by McCracken's Feed Mill, Inc., Manheim.

The morning's first speaker was David A. Traub, Director of Dairy and Livestock Nutritional Services, for Beacon Milling Company's York plant, who spoke on "Managing the Dairy Herd's Nutritional Needs for Increased Profit".

Traub stressed the importance of close attention to an energy system to insure dairy herd nutrition. The speaker reviewed various numerical systems including the TDN method, the Net Energy Lactation (NE) system developed in 1971, and the most current version of the NE developed in 1978. He concluded that the newer NE values are far more realistic than those of its 1971 predecessor, and more sensitive at both quality extremes than the TDN system.

Guidelines for finished feeds under the new NE system were given, with numbers of 73 and higher being high energy feeds, 67 to 72 corresponding to medium energy, and values below 67 representing low energy feeds.

Traub cautioned farmers not to be impressed by numbers in the

90's, as such values do not correspond to the NE system and should not be used for comparisons.

Following Traub's presentation, Dr. Gilbert A. Peterson, President of Lancaster Bible College, discussed communications as a means of increasing profits. Punctuating his lecture with audience participation and humorous anecdotes, the speaker illustrated how communication can be elevated from simply talking to creating understanding.

Highlighting the importance of listening, the speaker pointed out that everyone we come in contact with has something to teach us.

Next on the agenda was Glenn A. Shirk, Lancaster County Dairy Extension Agent, speaking on herd health and the prevention of mastitis. Shirk stated that although somatic cell counts of 500,000 were acceptable in the past, dairymen should be striving for much lower levels.

Based on the fact that reducing somatic cell counts by one-half results in a 1.5 lb.-per-cow increase in milk production per day, the speaker demonstrated why big increases in production result from reducing cell counts at the lower levels. As an example, Shirk stated that reducing counts from 1,600,000 to 800,000 increased milk production by 1.5 lbs., the same increase as from 800,000 to 400,000, or 400,000 to 200,000, and so on.

The speaker urged farmers not to be discouraged by slow gains during the early stages of treatment. Since badly damaged milk-producing cells may not recuperate until a dry period, an increase in production may not be noted until the second lactation. He also discussed the role of a clean, dry environment in keeping infection to a minimum.

Following dinner, two speakers concluded the day's events. Veterinarian Donald M. Shellenberger from the Smoketown Veterinary Hospital, also took up the topic of mastitis, discussing vaccination and recommended treatment schedules.

McCracken's Ruminant Nutritional Consultant, J. Nevin Gish, discussed Beacon's preservative program for hay and silage as a means of increasing both the quantity and quality of feed available to the herd. Gish cited prevention of leaf shatter and the ability to bale at a 25% moisture level as benefits realized through the use of hay preservatives. He also encouraged the use of preservatives in silage to reduce heat, thereby decreasing spoilage and energy loss.

Gish also covered the importance of the dry cow program, stressing that what the farmer does during the dry period determines production during lactation.

## Hog ration helps efficiency

ST. LOUIS, Mo. — While higher grain prices caused by the PIK program and last year's drought might be good news for some farmers, hog producers without adequate grain supplies are facing a cost/price squeeze which could make it even tougher to produce a pound of pork profitably.

That's the opinion of Dr. Bud Harmon, director of swine research for Ralston Purina Company, who says hog producers can overcome this threat by improving feed efficiency. "Especially when grain prices are high, any improvement in feed efficiency can prove extremely valuable," Harmon contends.

Recognizing this need, he says, producers can now turn to Purina's new line of high energy complete feeds specifically designed to improve feed efficiency and provide best value in the face of high prices and scarce grain. "We

developed Super High Octane Grower and Finisher rations specially to help hogmen produce pork at a lower cost," Harmon declares.

"Super High Octane rations are formulated with higher levels of energy and nutrients that can improve feed efficiency by 9 percent and average daily gain by 4 percent over High Octane Hog Chows, our next most efficient rations," he explains. "Because Super High Octane contains this higher concentration of energy and nutrients, hogs get even more growth from a smaller amount of feed," he adds.

The new line, Harmon continues, is designed to deliver more than just top performance. "Its best value formulation will deliver optimum performance at best relative value to producers. Depending on grain prices the performance of hogs fed Super

High Octane could vary within a specific high range," he explains. "This way, our dealers can respond to changing ingredient costs and still provide producers with a best value ration."

In addition, Harmon points out, the new complete feed formulation eliminates the need to supplement with higher priced grain, and saves time, labor and equipment costs. "Also, Purina research shows that the ration reduces dust, promotes digestion and reduces feed waste," he adds, "providing an additional 8 percent feed efficiency improvement over meal rations."

"Producers now have a choice in today's tight and high-priced grain picture," Harmon suggests. "They can use cheaper, less efficient feeds which will cost them more in lost performance. On the other hand, they can feed best value, and save money on each pound of pork produced," he concludes.