

PennAg celebrates 106th year at Grain Meeting.



BUSINESS NEWS...



Massey-Ferguson has introduced the MF 266, a versatile field cultivator designed to handle weed control, seedbed preparation, chemical incorporation and summerfallowing.

MF cites new cultivator

DES MOINES, Ia. — It takes a versatile field cultivator to handle field work that includes weed control, seedbed preparation, chemical incorporation and summerfallowing.

Massey-Ferguson has introduced the MF 266 field cultivator to handle all these tasks.

The new MF 266, featuring both mounted and pull-type models, is available in 47 different configurations to fit tractor power and field size as well as transport width and height restrictions.

Mounted, Pull-Type

Mounted models of the MF 266 are available with eight, nine or 13-foot main frames with an overall working width of up to 25 feet. The three-bar design frame of the mounted units 67 inches deep from front to rear, giving ample room between shanks for trash flow-through.

Pull-type models are equipped with a well-braced four-inch square tubular steel hitch for strength and reliability. Center sections of 10, 13 or 17 feet are offered to provide flexibility and meet transport width requirements.

Frame depth is 89 or 96 inches depending on model. Overall working width ranges from 9 feet 11 inches with rigid frame to 49 feet 7 inches on the five-section folding pull-type models.

The smaller pull-type models have single main frame axles and

economical crank-adjust gauge wheels on the wings. Larger models offer the option of tandem axles on both the main section and the wings with hydraulic control for convenience.

The double-folding, five-section wing frames on the larger sizes reduce transport height for safer movement and storage convenience.

Greater Trash Flow

Twenty-four inch vertical clearance from the tip of the shovel to the underside of the frame allows more trash flow for non-stop operation, while seven-inch shank spacing is close enough for better weed control and thorough chemical incorporation.

The MF 266 features a 2 1/2-inch square welded tube frame for rigidity and long life. The 9/16-by-1 1/4 inch shanks on extension spring mounts, absorb shock loads and trip out to 16 inches high when contacting hidden obstacles.

Optional three- and four-bar mounted finishing harrows are available to give a final finish for a smooth seedbed. They feature coil teeth design with adjustable angle and 12-inch teeth for vibrating action to break clods and control stirring action for customer preference.

For more information on the mounted and pull-type MF 266 field cultivators, contact your local Massey-Ferguson dealer.

BY JACK HUBLEY

LANCASTER — "We're being confronted with more health and environmental issues than ever," noted PennAg executive vice president David Brubaker at the organization's Annual Grain Meeting on Monday night. "We must have a positive approach and sometimes that's going to mean admitting that there is a problem."

After outlining several important legislative topics being watched closely by PennAg, Brubaker underlined the importance of active communication between congressmen and their constituents.

"I can assure you that 50 letters arriving in a congressional office on a single topic is an avalanche, and 25 well-written letters will receive serious consideration," Brubaker stressed.

This year's meeting marked the 106th anniversary for PennAg, the Ephrata-based political watchdog organization serving Pennsylvania agribusiness at the state level.

Founded in 1878 as an organization representing eastern Pa. millers in a dispute over freight rates favoring their western counterparts, PennAg currently characterizes itself as a vital "Third Force", acting as liaison between state government and the private sector.

Following Brubaker was PennAg president George H. Blankley of S.F.Scattergood and Company in Narberth. Blankley cited several areas of concern including the Chesapeake Bay and animal rights issues, adding that many of the problems facing agriculture are politically generated.

Zeroing in on his "pet peeve", Blankley noted that the proposed \$1-per-ton feed tax would fund the construction, staffing and equipping of three laboratories at a total cost of \$14.5 million, for diagnostic work and research on diseases such as avian influenza. Blankley emphasized that one laboratory would certainly be sufficient.

Intended as both a social and educational function, the Grain Meeting features guest speakers offering insight into crop prospects and marketing strategies.

This year's speaker was Merrill Phillips, vice president of The Ingredient Exchange, Inc., of Fort Wayne, Indiana. Previously with Central Soya, Phillips was responsible for the purchase of all major and micro feed ingredients for the production of Master Mix feed for over 30 manufacturing facilities nationwide.

Speaking on the principles of buying and selling feed ingredients, Phillips listed his 10 "buyer beware's".



Featured speaker at PennAg's Annual Grain Meeting on Monday evening was Merrill Phillips of The Ingredient Exchange, Inc., Fort Wayne, Indiana.

Phillips' first two topics were lack of self-discipline and lack of patience.

"There are times when you should not own that one truckload of a commodity that you need to make feed this Wednesday," the buyer observed. "One of the hardest things to do is wait on the sidelines."

Phillips also underlined the importance of a "game plan". Speaking on long-term purchasing strategies, he said that buyers should know their winter fiber requirements by August. The most significant market profits are the result of decisions made in the deferred position, Phillips said.

Other purchasing pitfalls include lack of money management and overtrading. Phillips also warned buyers not to trade against the trend, stating that such a move was like standing in front of a freight train. "Either get off the tracks or on the train," he advised.

"As a rule, never add to a losing position," was Phillips' counsel on the subject of averaging a loss. "Add only to profitable positions."

Phillips also warned buyers to beware of oversuccess, telling them to decrease their market

commitment after a "hot streak". "Don't allow your ego to throw away all you've achieved," he said.

Finally, Phillips cautioned against taking the advice of a "know-it-all".

"Everyday, all over the world, buyers and sellers are searching for that one price that best balances supply and demand," he said, "and no one person has a fool-proof trading system. Rely on two or three trustworthy opinions," Phillips concluded, "and if you have a broker, treat him as a part of your buying team and not an outsider."

In addition to its Annual Grain Meeting, PennAg also schedules educational meetings, (such as a pesticide recertification seminar held earlier this month) on a wide range of pertinent agricultural topics.

Other services available to the membership include a group insurance plan and low-cost printing, particularly of feed tags where specific FDA requirements must be met.

PennAg is currently supported by approximately 460 active members, along with 150 affiliates.

Adjustable deep tillage tool cited

WELCOME, Mn. — Eagle Engineering & Manufacturing, Inc., Welcome, Mn., has introduced the first field adjustable Deep Tillage Tool. It has the ability to be quickly adjusted from 24" to 30" shank spacing by simply changing the settings on the manual adjustment arms. The Hydraulic option enables the operator to make the adjustment from the cab.

By being fully adjustable, this Tillage Tool can be used in a wide range of field conditions. In the closed position, the Land Lord will cover 60 to 90% of crop residue. Where more surface residue is desired, you simply move to a wider setting. The design of the unit enables you to do a complete tillage job in just one pass. With the shanks working at up to 24" deep, you will be shattering hard-

pan and tillage surface soil at the same time.

The shanks are mounted on independent swivels to allow each shank to also move horizontally around obstructions without putting strain on the entire Tillage Tool. Each shank follows a 20" fluted coulter that cuts heavy residue to prevent plugging. Due to this unique design, the Land Lord requires only 20 to 25 horsepower


per shank depending on soil conditions.

The Land Lord is available in 5, 7, and 9 shank models, fully mounted or pull type. All models are available with either ridged or automatic spring reset.

For more information, contact Eagle Engineering & Manufacturing, Inc., P.O. Box 295, Welcome, Mn., 56181. Or phone toll free 800-533-0528.



Eagle Eng. and Mfg., Inc. has announced the first field adjustable deep tillage tool.



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