



## BUSINESS NEWS...

# Early seed ordering advised

MISSION, Kan. — By ordering or purchasing next season's seed before the end of the year, farmers gain a financial edge, and are better equipped to plan according to their individual growing needs, contends University of Missouri ag economist Ron Plain.

"Ordering or purchasing seed early means the farmer can lock in a certain price, and guarantee delivery at a specific time," Plain points out. "This is insurance against price hikes, and protects the farmer from shortages of both existing or new, top-performing varieties."

Typically, Plain continues, "popular new varieties are not available in great quantities. And since much attention is usually focused on these new varieties, farmers are often anxious to try them out in their fields. So, it's necessary to get orders in early to ensure delivery."

Seed companies may also offer financial incentives on early seed orders, which lower the farmer's upfront costs, says Trevor Bower, director of Agronomic Services for Agripro, a Mission, Kan.-based seed company.

Early seed orders and purchases also guarantee farmers get the varieties and hybrids they want, especially during times of reduced seed supplies, Bower says. "It's not unusual for adverse weather conditions, or government-initiated crop reduction programs to

decrease supplies of certain varieties," he notes, pointing to last year's PIK program and this past spring's heavy rains in many parts of Iowa and Nebraska. "While such conditions may not drastically deplete overall supplies, there may be regional shortages," he says.

In addition to assuring the quality and quantity of seed desired at a discount, advance seed purchases provide tax advantages, ag economist Plain interjects. "Cash basis farmers buying seed before Jan. 1, 1985, for example, can deduct the cost from Schedule F, Line 37 of their 1984 Federal Income Tax Form. This," he says, "is a direct deduction just like fuel or repairs would be."

To take advantage of this deduction, Plain says, most early purchases are made in December. "However, these farmers may also have ordered early at a discount, or taken advantage of a seed company's early cash payment program, which means additional savings," he points out.

The combined advantages of purchasing or ordering seed early benefit the farmer overall, Plain feels. "He can lock in an affordable price, perhaps get seed at a discount, and then deduct the actual cost from this year's federal tax form," he says. "Every farmer should look at his own cash flow situation to see if this is an economically feasible move to make."

## New row crop cultivators debut

CARLISLE — Bush Hog has introduced four new row crop cultivators that offer farmers a chance to choose the styles and features they need, according to Bob Weaver of Carlisle, Bush Hog representative for Pennsylvania and New Jersey.

The four basic series available are Danish tooth, high clearance, spring-tooth and spring-trip models.

"All four series are available in

four, six, eight and 12-row models which are easily adjustable for 24" to 40" and either rigid or wing-type tool bars," said Mr. Weaver.

The wing models are equipped with wing stops at the end of the toolbar sections that level the wings for smoother operation and prevent wing drag during field work. The wings fold flat during transport to reduce stress at the hinge points and the hydraulic cylinders are enclosed in the

toolbar for extra protection.

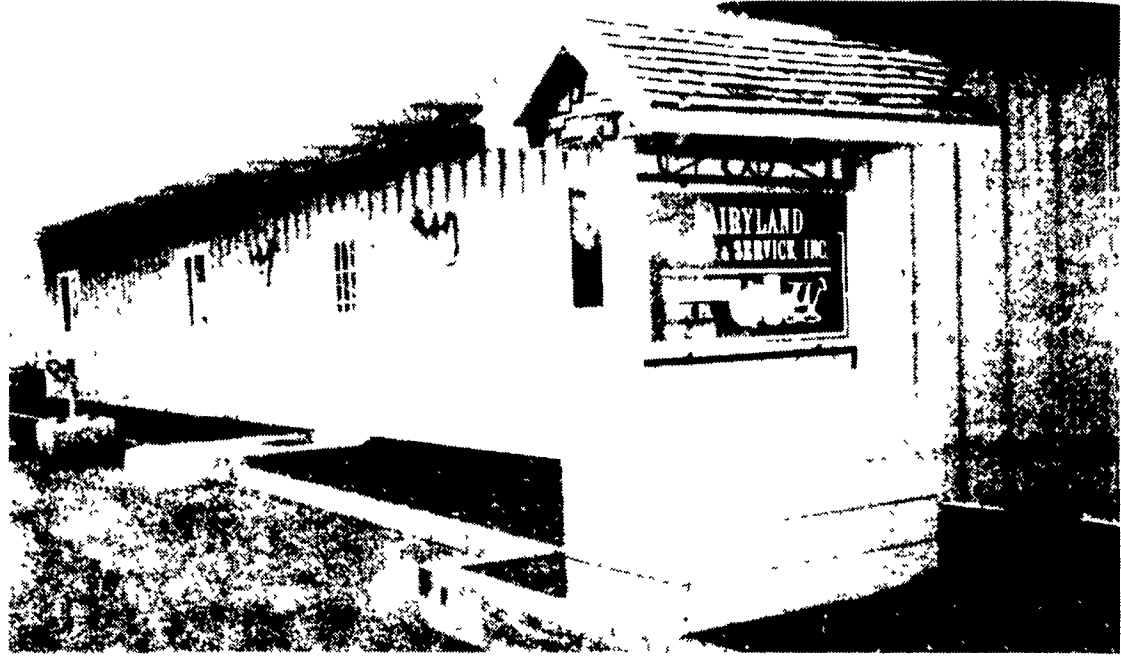
The Danish tooth cultivator is equipped with vibrating shanks that flex in any direction for high-speed performance in tough soils. The high clearance cultivator has eight extra inches of working height to clear taller crops for cultivation later in the growing season. The spring-tooth cultivator is equipped with three or five-tooth gangs to shatter the soil and shake trash loose.

In rocky soils, the spring-trip shanks give way when they encounter obstructions and are engineered for faster, easier resetting. Gangs on this series can be used with wider sweeps to root out weeds in hard, problem soils and they can be set to run closer to the rows for precision cultivation of vegetable crops.

Double-yoke parallel gang linkages on the Bush Hog cultivators align the gangs properly between rows so they won't sidestep tough weeds, Mr. Burg notes, while optional spring-loaded stabilizer coulters can be installed to prevent sideslip on hilly or rough terrain.

Among companies that exclusively manufacture implements for farming and land maintenance, BushHog is the nation's largest with more than 120 products and 3,000 dealers.

For further information, contact Bush Hog, Department NR-RC, P.O. Box 1039, Selma, AL 36701



Dairyland Sales and Service of Troy, Pa., offers a complete line of high-tech milking equipment, and in addition to displaying their products, they also encourage farmers, educators, and aspiring dairymen to come test the equipment at their Dairyland showroom.

## Dairyland Offers High-Tech AgriBusiness Products

Just four short years ago, Jim Kelly and his wife, Janet, started their milking equipment business in an old gasoline service station. Today Dairyland sales and Service, Inc., has grown into a high-tech Bradford County agribusiness.

Kelly, who was raised on a dairy farm sees a need for true professionalism in the industry.

Dairyland of Troy RD3 employs nine people, aside from Kelly and his wife. It is considered one of the top Westfalia dealers in the nation.

Before Dairyland was incorporated, the Kellys had long been active in the dairy farming business, as well as in the farm equipment business. The career change was right for them because when they sold their dairy business, which included Jersey cow stock, the Kellys were first in Pennsylvania for milking, and ranked ninth nationally.

After living for a few years in Virginia, where Jim gained some valuable experience with dairy

farm equipment, the Kellys moved to Bradford County in 1980 and so the story of Dairyland began.

Being one of the largest milking equipment dealers in the northeast, Dairyland touts a showroom of top-of-the-line Westfalia equipment, which is also available for farm group meetings to demonstrate proper milking techniques and procedures.

He has expanded his product lines and displays just about

everything Dairyland sells for farmers to familiarize themselves with.

Their new facilities display equipment like Mueller Dairy Equipment, Mueller Bulk Milk Coolers, refrigerated receivers, storage tanks, high pressure washers, Windpower alternators, Bedding Choppers and much more at the Dairyland open house.

Dairyland is located just three miles outside of Troy on Route 6.

## Dekalb reopens 3 plants

DeKalb, IL. — DeKalb-Pfizer Genetics has reopened three production plants to meet increased customer demand, announces Chuck Lindhart, Vice President of Operations for the company. The three plants, located at Monmouth and Mason City, Illinois, and Humboldt, Iowa, will be fully operational by the spring of 1985.

The Monmouth, Mason City, and Humboldt plants will help DeKalb-Pfizer GENETICS to better serve the seed needs of each surrounding area," stated Lindhart. "They will also play an important role in our long-range plans to increase the company's production—we will be producing to meet the growing demand for our products."

The Monmouth plant will serve as a seed production center for ten of DeKalb-Pfizer's most popular corn hybrids for Illinois, while the Mason City facility will be converted from corn to soybean production, and will produce seven soybean varieties. The Humboldt plant will produce ten corn hybrids for north-

central Iowa.

All three facilities will contract with area farmers to grow seed under DeKalb-Pfizer's standards and supervision. Seed will be conditioned, bagged, and delivered to the company's dealers under procedures assuring the highest quality seed available. Each plant should contribute more than one million dollars annually to its respective community, according to Wid Crawford, Executive Vice-President for the company. This contribution includes salaries, operating expenses, and additional seed payments to area growers.

The three plants were closed in 1982 for reasons of company efficiency. The reopening by DeKalb-Pfizer GENETICS is in response to increased production demands, and part of a long-term company growth program. Based in DeKalb, Illinois, the company is an international researcher, producer, and marketer of corn, sorghum, soybean, sunflower, and alfalfa seed.

## Beachley cites new varieties

CAMP HILL — A high-yielding alfalfa and red clover are among several new varieties recently announced by the Beachley-Hardy Seed Company, with headquarters here and facilities in Butler, Pa., and Waterloo, N.Y. According to Frank Welch, Beachley-Hardy marketing director, the other introductions include four new Hardy Brand corn hybrids, and a reed canary grass with excellent palatability.

WL 320 combines outstanding yields with excellent disease resistance to Phytophthora Root Rot and Verticillium Wilt, and has performed exceptionally well in trials to date. The addition of WL 320 brings to six the total of W-L varieties that are distributed exclusively in the Northeast by Beachley-Hardy.

Starglo Red Clover is an excellent yielder with very high levels of resistance to both Nor-

thern and Southern Anthracnose, along with good spring vigor and exceptional persistence.

New Palaton Reed Canary grass is a winter hardy variety with a significantly lower alkaloid content. Cattle and sheep tend to find it more palatable than varieties with a high alkaloid content. Palaton thus offers the producer a chance to increase gains with no other changes in his operation.

Four new corn hybrids round out the Hardy Brand line. They include Hardy 760XS for high yields and excellent test weights; Hardy 370XS, with good seedling vigor for early planting; Hardy 195XS for fast drydown and high early yields; and Hardy 165X, and excellent choice for grain or silage production in early areas. For more information, contact Frank Welch, Beachley-Hardy Seed Co., P.O. Box 335, Camp Hill, PA 17011.



New row crop cultivators have been introduced by Bush Hog.