

BUSINESS NEWS...

Deere unveils 3150 tractor



John Deere Co. has introduced a new 95 PTO Horsepower tractor, the model 3150. The new tractor has many deluxe standard features such as, 359-cubic inch wet-sleeve diesel engine, 16-speed TSS Transmission with a high-low feature, differential lock, caster-action MFWD, dual hydraulic outlets with ISO couplers, and four-post Roll-Gard. Sound-Gard Body will be optional. See this new tractor along with several more new machines at the Ag Progress Days.

Get a head start with fall-seed cereals

NEW HOLLAND — Dairymen can't top the combination of a spring harvested cereal crop with full season crop for silage, says Joe Weicksel of Sperry New Holland. Seeding wheat, rye or barley this fall will provide a head start for 1986.

The cereal-corn combination gives you more feed per acre than any other, he adds. Where winter wheat, barley or rye can be sown in the fall after corn silage harvest, it will usually be ready to harvest as silage by corn planting time the next spring. It's a nine-ton head start on the year's feed supply that's easy to take.

Experience shows any of these cereal crops offer high feed value if taken off early, according to Weicksel who is product manager for Haybine mower-conditioners at New Holland. The critical point is to harvest just as the heads are emerging from the "boot". If you wait for a later stage to get more tons per acre, the quality will fall away rapidly.

Later harvest results in feed of lower protein and digestibility. It slows down in the cow's digestion system. Less is consumed and milk production will suffer. What we usually think of as palatability from the cow's viewpoint is really just a measure of digestibility, notes Weicksel. If the crop goes through the cow's system faster, she will eat more because she's empty. Flavor probably isn't the main point as much as the digestibility of the forage.

Rye, for example, has a poor reputation as a forage because it is often harvested too late for best quality. But University of Delaware dairy experience shows wheat, rye and barley are about equal in feed value if they're harvested early. The stage where the heads are just emerging is "the last call for quality" for all of these crops. Harvesting earlier frees the land earlier for corn planting. With reduced tillage or no-till corn planting, little growing season

time is wasted and cover crop removal helps reduce planting problems.

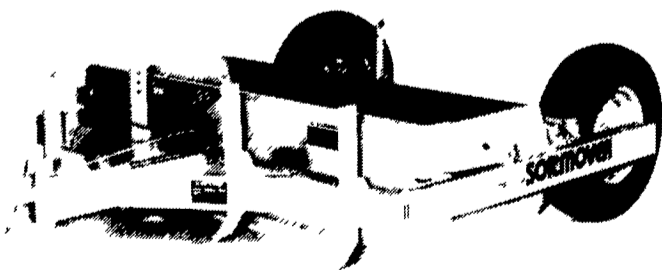
Spring-harvested wheat, barley or rye is handy to have for summer feed when pastures slow down. Very digestible, lower fiber forage is especially desirable then because it's easier on the cow's digestion during the time of peak heat stress.

Wilting is advised before chopping because the moisture content is too high for best fermentation. The amount of wilting may depend on how you plan to store the feed, says Weicksel. University of Delaware experience seems to show 60% to 70% moisture is satisfactory for

storage in Ag Bag plastic tubes. A lower moisture content is probably advisable for tower silos because juice run off problems could result from the higher pressures in a tower silo if the forage is too wet.

Two-stage harvest with windrowing ahead of the forage harvester actually speeds up the harvest, says Weicksel. In addition to wilting the crop for better fermentation, the windrowed crop feeds into a forage harvester with a windrow pickup faster and easier than with a direct cut attachment. Depending on the yield, a wider cut can be funneled into a single windrow to increase the acres handled per hour.

'Little Scratch' scraper



The Soilmover "Little Scratch" carry-all scraper performs small land-tailoring jobs easier, better and more efficiently than rear blades or front-end loaders, the manufacturer said. Available in 1 or 1½ cubic yard models, it can be operated with as little as 20 horsepower and requires no expensive hydraulics. "Little Scratch" requires 3-point lift or similar control for the drawbar to lower scraper into loading position and raise it for carry position. Pull trip lever and it rolls over to unload...spreading action is controlled by drawbar lift. Simple roll-over design makes "Little Scratch" the ideal tool for simple landscaping, small excavation and maintenance work.

New feed store opens in Warriors Mark

WARRIORS MARK — Brian Parsons, a 10-year veteran of the feed business in central Pennsylvania, is opening a full-line Purina feed dealership in this Huntingdon County community.

Located at the center of town at the intersection of Routes 350 and 550, the facility is 20 miles southwest of State College.

The facility features a 1,500-square-foot showroom and a 22,000-square-foot warehouse.

In addition to the Purina products, Parsons will offer his own line of dairy feeds, and provide bag and bulk delivery and forage testing.

He promises a four-day turnaround in wet chemistry forage testing and computer analysis of dairy, beef, hog and poultry feeding programs.

Emphasizing a strong orientation to customer service, Parsons noted that the store will be open Mondays, Wednesdays and Fridays until 8 p.m., to better serve customers who have more time to shop during evening hours.

"Service will be the key to increasing our business," Parsons added.

A grand opening celebration will be held Friday, Aug. 2.



Brian Parsons, left, and his two employees, Sandy and Brad Smith, in front of the new Warriors Mark Feed Center in Warriors Mark, 20 miles southwest of State College.



Computer analysis of feeding programs will be just one of the many services offered by the new Warriors Mark Feed Center in Warriors Mark. Brian Parsons, owner of the store, is shown above at the keyboard, while Brad Smith looks on.

Maryland SCS calls for name change

EASTON, Md. — The Chesapeake Bay cleanup was the focal point of discussion at the Maryland Association of Soil Conservation Districts' summer meeting July 17 to 19 in Easton, Md.

Association members departed from a nearly 50-year tradition and voted to ask the state legislature to add the word "water" to the name of the state's 24 local soil conservation districts.

District supervisors felt the name soil and water conservation district would better reflect their organizations' role in conserving and protecting the state's water supplies, especially because of their expanded role in the Bay cleanup.

They also went on record calling for full funding under the state's agricultural cost-share program

for farmers who install poultry waste storage structures. The large concentration of poultry wastes, and their improper storage and application, poses a threat to both ground and surface waters, they said. The Maryland Dept. of Agriculture, which administers the cost-share program, makes the final determination of the type and number of best management practices that receive funds.

Sharon Fenton, cost-share program administrator, announced that the initial \$5 million appropriated for the program has been committed. An additional \$2 million approved by the legislature may not become available until next February, after the state's next bond issue. The new money will be targeted to priority areas where the potential for pollution is greatest, she added.

Fertilizer expert Penn Ag speaker

EHRATA — R. Gordon Wells, Director of Environmental Programs for The Fertilizer Institute in Washington, will be a guest speaker at the PennAg Industries 107th annual convention, Philadelphia Adam's Mark Hotel, October 6-8, 1985.

At The Fertilizer Institute, Wells' responsibilities are in providing liaison with the En-

vironmental Protection Agency and industry task groups dealing especially in the toxic substances arena.

Before joining TFI in 1979, Gordon worked for Versar, Inc., of Springfield, VA, where he was involved in the analysis and assessment of toxic pollutant discharges from industrial point sources.