

Gaymans process their own feed and add profits

CHAMBERSBURG — Livestock and egg producers who invest in on-the-farm feed processing systems do so for two primary reasons. First, they are concerned with achieving a more uniform mix. They know that accurately

balanced rations result in maximum productivity. When this maximum productivity is achieved, they are better able to control costs and profits are higher. These higher profits are the second reason that many

producers opt for on-the-farm feed mixing today. Ronald and Clifford Gayman, owners of Hillside Poultry Farm in Chambersburg, Pennsylvania are egg producers who have been milling their own feed with a volumetric automatic system for several years, and recently updated their system by installing a Prater Blue Streak Feed Processor.

more savings during the conversion. According to Gayman, the decision to update was based on several features of the Prater system that would improve and expedite processing.

the day."

This particular system is programmed to mix twelve batches of feed per day. The unit is also advertised as being the easiest system on the market to service.

The new Prater Processor was installed at Hillside Poultry Farm by Tam Agri Corporation of Dillsburg, Pennsylvania. Tam Agri also installed and serviced the previous volumetric system. The company is well known to the industry for its reliable service and its "turn key" operation. This allows them to take a job from design through to a completed operating system, supplying grain bins, bucket elevators, dryers, and buildings as necessary.

Hillside Poultry Farm is an integrated egg processing operation which means that feed is manufactured on the site and some of the produce is sold right on the premises in a "farm store." Other eggs from this computerized operation are distributed to markets for sale. The Gaymans feel that they are a large operation when measured on the family-type, independent producer scale. They are currently feeding approximately 140,000 birds a day and gathering upwards of 3,000,000 dozen eggs per year.

The growing enterprise began in 1932 when Ronald and Clifford's grandfather, John Gayman, started with less than 500 chickens. Today, these third generation Gaymans operate the egg producing facility, the farm store, and they farm more than 500 acres of crops per year. Two full-time farm hands help with the work and several part-timers are employed in the egg facility.

Lange heads Delmarva Poultry Assoc.

GEORGETOWN, Del. — Otto K. Lange, vice president and general manager of Buyers' Marketing Service, Inc., Salisbury, Maryland, is the 1986 president of Delmarva Poultry Industry, Inc. (DPI), trade association for Delmarva's billion dollar broiler industry. Lange has been associated with Delmarva's poultry industry for the past 28 years.

Lange and his wife, Connie, live in Salisbury, Maryland. They have

three children: Mark, Matthew, and April.

Other officers serving with Lange are: 1st vice president - David VanHoose, general manager, Paramount Poultry - Cargill, Inc., Harbeson, Del.; 2nd vice president - Dr. Keith E. Rinehart, vice president, Technical Services, Perdue Farms, Inc., Salisbury, Md.; and immediate past president - Paul E. Ferrier, president, G & M Sales of Delmarva, Salisbury, Md.

DPI hires new executive assistant

GEORGETOWN, Del. — Effective, Jan. 1, Gerald B. Truitt, Jr. assumed the position of executive assistant of Delmarva Poultry Industry, Inc. (DPI), the poultry trade association representing all phases of the billion dollar broiler industry on the Delmarva Peninsula. He fills the vacancy created by the retirement of William R. Stephens who served in that capacity until December 31, 1985.

"We are extremely delighted that Jerry Truitt has accepted this position for which he is uniquely qualified," commented Ed Ralph, DPI executive director. "Jerry has been very active in DPI activities for the past 25 years - having

served as DPI president in 1984, an active director for many years plus effective committee chairman and member on numerous occasions.

"Jerry's work experiences with the Worcester Fertilizer Company, Maryland Farm Credit, Maryland National Bank and most recently with Equitable Bank have provided him with a great wealth of experience and a broad knowledge of the Shore and contacts with large numbers of people in all walks of life," Ralph said.

Truitt and his wife, Jean, live in Salisbury, Maryland. They have two sons: Gerald B. Truitt, III, and John W. Truitt.



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