

Delaware Launches Farm Management Project

The Delaware Cooperative Extension Service has launched a three-year project designed to help farmers become better managers. According to University of Delaware extension farm management specialist Dr. Don Tilmon, the project was developed with the cooperation of "a blue ribbon panel of advisers consisting of one farmer and one agricultural agent from each of Delaware's three counties."

The goal of the project is to teach farmers how to make better management decisions, based on a system of accurate records on individual production units. A production unit can be a single field, an entire farm (if more than one is owned), a broiler house, "or just about any production unit a farmer wishes to designate for record-keeping purposes," Tilmon says.

Meetings to launch the project were held in mid-March in all three counties in the state. The 14 families who signed up will keep detailed records during the production season and periodically mail them to Tilmon for processing. At the end of the season, inventories will be taken and any expenses incurred but not assigned to a specific enterprise will be reported.

"That's when the project's real educational effort will begin," the farm management specialist says. "During the winter of 1986/1987 a series of meetings will be held to analyze various aspects of the records kept during the growing season. At these meetings our extension crop fertility specialist, Dr. Richard Taylor, agricultural engineer Tom Williams, and other extension specialists will discuss

aspects of the records pertaining to the expertise of each."

With experience and a greater appreciation of what this information can do for them, Tilmon predicts cooperating farmers will find it easier to keep records the

second year of the project. They'll also have much more information for analysis during the second winter of meetings. "The third and final year," he says, "should provide enough information for individual producers to begin to

see if any trends are developing in their records. For example, is the cost per bushel to grow soybeans on rented land going up over time? Or is pH declining with the current liming program, indicating that the interval might be stretched out

a bit?" If the project appeals to farmers who haven't enrolled, they haven't missed out completely, Tilmon says. "A new group will be started next winter and we'll try to give them plenty of notice."

Greider Named To American Egg Board

WASHINGTON, D.C. - Secretary of Agriculture Richard E. Lyng has named nine members and nine alternates to the American Egg Board to serve two-year terms ending Dec. 31, 1987.

The 18-member board administers a producer-sponsored national research and promotion program designed to strengthen the egg industry's position in the marketplace. The program is funded entirely by a 5-cent per 30-dozen assessment charge against eggs marketed by all nonexempt commercial egg producers.

The research and promotion program is authorized by the Egg Research and Consumer Information Act of 1974. USDA's Agricultural Marketing Service reviews the program's budget, plans and projects to assure that it is operated according to law and in the public interest.

Members named by Lyng, followed by their alternates, are:

- North Atlantic states - Jay Greider, Jr., Mt. Joy, Pa.; alternate Dean W. Johnson, Westminster, Mass.
- South Atlantic states - Edward L. Houston, Lumber City, Ga.; alternate Billy Joe Wilson, Greenville, N.C.; Raymond L. Chambers, Newberry, S.C., and James R. Biggers, Winter Haven, Fla.

- East North Central states - Joseph J. Maust, Pigeon, Mich.; alternate Keith L. Stringfield, Cambria, Wis.
- West North Central states - Gilbert B. Eckhoff, Omaha, Neb.; alternate Jack W. McKee, Clay Center, Kan.
- South Central states - Charley Kammerdiener, Jr., Hope, Ark.

- alternate R.K. Looper, Jackson, Miss.; D.L. Ryan, Cottondale, Ala.; alternate Melvin Russell, Collierville, Tenn.
- Western states - John W. Buffington, Sherman Oaks, Calif.; alternate James W. Selzler, Riverside, Calif.; Arnold Riebli, Petaluma, Calif.; alternate Barrie

Wilcox, Roy, Wash.

Lyng also named Reginald Keddie, Aurora, Ore., to fill an alternate vacancy in the Western states and John Russo, Hope Valley, R.I. to fill a member vacancy in the North Atlantic states. Keddie and Russo will serve for the term ending Dec. 31, 1986.

A.I.D. 'out' of soybean projects

ST. LOUIS - The Agency for International Development (A.I.D.) told American Soybean Association leaders it is "totally out" of funding projects that assist in the foreign production of soybeans.

Dr. Anson Bertrand, Director of the Office of Agriculture for A.I.D. announced the new policy at a recent ASA Board of Directors meeting in Washington D.C. Bertrand told ASA leaders that the new A.I.D. policy requires: 1) that A.I.D. will not support funding of any project that assists or establishes foreign production of soybeans and 2) that A.I.D. will refocus existing production projects to soybean utilization projects.

"These A.I.D. policy changes are a direct result of concerns

expressed by ASA members and leaders," Bertrand told soybean leaders.

ASA President George Fluegel praised the A.I.D. policy reversal as a positive step for U.S. soybean farmers. He said the changes are an example of what can be done when farmers work together to attack a problem.

"We realize the need to assist farmers around the world," says Fluegel, "but for some time we have been concerned that A.I.D. funding has been helping develop soybean production capabilities of competitors. In other instances funds are being wasted to teach soybean production where conditions are not suitable. Usually it would be more economical for farmers in these marginal areas to produce native crops and purchase

soybeans and soybean products from U.S. farmers."

"Rather than developing foreign production capability, we want to see A.I.D. money invested in helping farmers in other nations use soybeans and soybean products," explains Fluegel. "That helps U.S. farmers because it reduces the amount of crop in the world market. Furthermore, as countries learn to use more and more soybeans and products, we create new markets for U.S. soybeans."

Fluegel said A.I.D. money should be invested with two objectives in mind - first the humanitarian aspect of helping those less fortunate, and second consideration for potential of creating new markets for the U.S.



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