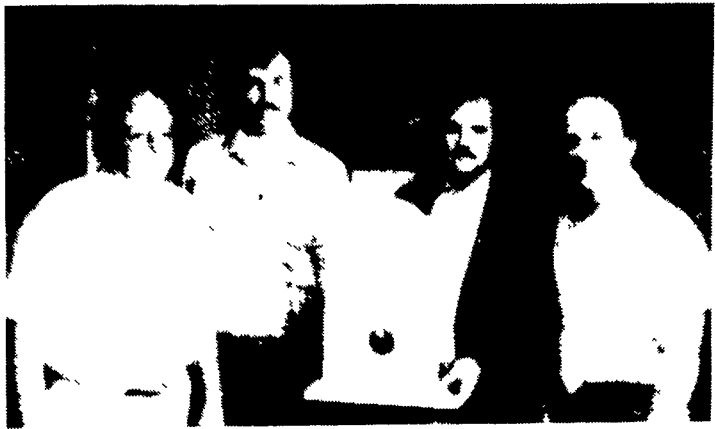




BUSINESS NEWS..

NuPulse Names Top Dealer



NuPulse, Inc., recognized its outstanding dealers at the company's first annual dealer sales meeting at Hershey Pocono Resort, Whitehaven, recently. Rick Thompson and Amos Fisher (second and third from left) of Fisher & Thompson, Leola, received a handmade mantel clock for being the firm's top volume dealer. Making the presentation were Pennsylvania sales manager Curt Cassady (left) and Ken Sisson, who, along with wife Anne, owns NuPulse.

Tam Agri Completes Job Ahead of Schedule



When the University of Maryland sold their research farm recently, the grain drying bins and equipment had to be moved to a new location. Tam Agri Corp., Dillsburg, got the job of relocating the grain drying setup on another farm in Beltsville, Maryland.

Tam Agri is well-known for expertise in designing, erecting and servicing grain handling systems.

Pictured above (l. to r.) Jon Kasner, Research Facility Manager; Robert Bassler, Assistant Research Facility Manager; and Galen Julius, Foreman, Tam Agri Corporation, survey progress on the site. The job was satisfactorily completed by Tam Agri ahead of schedule.

Yetter Introduces Coulter-Applicator

PEORIA, Ill. — An NH_3 Coulter-Applicator recently introduced by Yetter Mfg. Co., Colchester, Ill., represents an important advance for deep placement in conservation tillage practices.

The new attachment is equipped with a unique pivot arrangement to protect the 20-inch blade and the unit's narrower knife from damage while injecting anhydrous deeper into the soil where volatilization loss is minimized. If the blade encounters a rock or other object, it merely pivots around the obstruction reducing the chances of damage.

The coulter cuts a path through the trash for the applicator knife which cuts an extremely thin slot. Because the narrow knife reduces soil disruption, the slot has a tendency to close itself, sealing the volatile anhydrous in the soil below the root zone where it can be utilized for maximum ef-



Yetter Manufacturing's NH_3 Coulter-Applicator has a narrow knife that helps reduce volatilization loss.

fectiveness.

Details on the new Coulter-800-325-7165 in IL. Yetter Manufacturing Co., Colchester, IL

62326-0358.

Applicator are available at all Yetter dealers or by calling toll-free 1-800-447-5777 outside IL, or 1-

Grain Moisture Indicator For Harvest Plan

MOUNT JOY — "How soon can we harvest the corn, Dad?"

Seems there is always an eager youngster asking that question this time of year. The answer given in the past may have been more of an estimate, but by following the advice of an area agronomist, an accurate answer may not be so difficult and could reduce drying costs.

Bill Fleet, area agronomist for Pioneer Hi-Bred International, Inc., says, "A good way to determine when to harvest corn is to look at the kernel dent and the formation of black layer. This helps gauge the moisture level in the grain."

Drydown rates are influenced by hybrid characteristics including

the tightness and length of the husk covering, and weather conditions.

"Corn kernels dry from the crown downward toward the cob, rather than from the cob outward as is commonly believed," Fleet says.

Each kernel passes through a stage called physiological maturity during which the sugary, watery substance in the kernel is turned into starch. The end of this process, which is also known as black layer, can be seen by peeling the tip of the kernel off with a thumbnail or knife to where the black layer can actually be seen.

Fleet says there is another indicator.

"You can also watch this process by observing the milk line. This is

a whitish line that slowly moves up the kernel as the starch is formed.

"It's difficult to predict the exact moisture of the grain, but by observing these signs during the year, farmers can make a good estimate of when it is time to harvest."

Timely harvest is important because that will determine how much additional drying needs to be done to have the grain at a marketable or useable moisture level.

"Each additional point of moisture adds a few cents to drying costs. Per bushel this may not appear to make much difference, but this can amount to substantial savings each year when the entire crop is considered," Fleet says.

Unverferth Offers Combine Terra Wheels

KALIDA, Ohio — Terra tires for combines, which improve flotation while reducing compaction and crop losses caused by wet fields, may now be mounted on high quality Terra wheels from Unverferth Manufacturing, Kalida, Ohio.

Unverferth fabricates the wheels in sizes for virtually all Terra tires and popular combines. All Unverferth Terra wheels are precision constructed, primed, and painted for long service life. In addition, Unverferth thoroughly pre-tests all Terra wheels to eliminate the possibility of leaks.

For more information about Terra wheels for combines, or any Unverferth product, contact Unverferth Manufacturing Co., Inc., P.O. Box 357, Kalida, OH 45853. Phone 1-800-537-9442 (419-532-3121 in Ohio) Telex 265026.



Terra tires for combines, which improve flotation while reducing compaction and crop losses caused by wet fields, may now be mounted on high quality Terra wheels from Unverferth Manufacturing.

Pioneer Develops New Inoculants

JOHNSTON, Iowa — The Microbial Genetics Division of Pioneer Hi-Bred International, Inc. has developed two new inoculants: Pioneer brand 1174 water soluble silage inoculant and Pioneer brand 1186 water soluble inoculant for high-moisture corn.

Available this fall, 1174 and 1186 are highly concentrated formulations packaged in 150 gm foil pouches.

Pioneer 1174 silage inoculant is recommended for all forage crops. It contains special strains of naturally-occurring beneficial bacteria isolated by Pioneer and used exclusively in Pioneer inoculants. These bacteria help promote a faster and more efficient fermentation.

Pioneer 1186 high-moisture corn inoculant is recommended for high-moisture shell and ground ear corn. It contains corn-specific naturally-occurring beneficial bacteria isolated by Pioneer and unique to Pioneer products.

Both products are mixed with

water and applied to forage at the time of ensiling. These products offer farmers an alternative to

Pioneer brand 1177 silage inoculant, which comes in 50 pound bags and is applied dry.

Plot Tours Compare Varieties

MOUNT JOY — Educational opportunities for farmers abound at field days and plot tours, says an agronomist for a leading seed company.

"This is an ideal opportunity for farmers to take a look at the products suited for their areas under varying management programs and soil conditions," says Bill Fleet, area agronomist for Pioneer Hi-Bred International, Inc.

To get the most out of a field day or plot tour, Fleet recommends the following:

- Concentrate on the products that fit a particular management system that is similar to your own.
- Compare hybrids and varieties that are of similar maturities.
- Consider the strengths and the

weaknesses of the products and how important each one is to you.

Other qualities to compare are performance of various populations, standability, tolerance to insects and diseases, and the overall plant health.

It is important to remember that this type of evaluation is one source of information to be used to evaluate the products for use on each farm, the agronomist says.

"Performance records from the past two to three years are necessary to properly evaluate these products. This data needs to be collected from a large and diverse area to indicate the consistency and stability of these products in various environments," he concludes.