

# Companies Nominated For State Agribusiness Award

**HARRISBURG** — Five well-known and highly regarded Pennsylvania agribusinesses have been nominated for the prestigious Pennsylvania Agribusiness Award for 1987, the state Department of Agriculture announced recently.

"The five nominees are among the best to be found in a Pennsylvania food and agriculture industry that contributes more than \$35 billion to the state's economy annually," said Agriculture Secretary Richard E. Grubb.

The winner of the seventh annual award will be determined by a special selection committee and announced at the Farm Show Dinner on January 10 at the Harrisburg Marriott.

The nominees are:

- Kutztown Bologna and Country Fresh Foods of Myerstown, Lebanon County, meat processor and distributor of poultry, vegetable and seafood products.

- Kessler's Inc. of Lemoyn, Cumberland County, manufacturer and distributor of processed meats and cheeses to retailers, institutions and farmers markets.

- Gibble of Chamberburg, Franklin County, processor of potato chips and snack foods.

- The Daniel Weaver Company of Lebanon, Lebanon County,

processors of bologna, scrapple and sausage products.

- Seltzer's Lebanon Bologna Company of Palmyra, Lebanon County, processors of regular and sweet bologna.

Nominees are selected from those businesses that participate in the Pennsylvania logo program administered by the Department.

"By using the logos, the five firms nominated have helped establish Pennsylvania's reputation in the marketplace as a source of quality products," Grubb said.

An estimated \$300 million in food products were sold under the logos in 1985. Firms used the "Pennsylvania Agriculture - We're Growing Better" logo for intrastate goods, and the "Keystone Pride" logo for interstate marketing and processed food products.

"The commitment of our agribusinesses to producing and promoting quality Pennsylvania products is one reason agriculture is Pennsylvania's number one industry," Grubb said.

To qualify for the award, businesses must use either of the two logos on their label, package or shipping carton, or use the logos extensively in their advertising. Judges give consideration to longevity of participation in the

program, the firm's overall effort to promote Pennsylvania products, the firm's marketing area, and the number of consumers reached by the firm measured by sales data.

The company must produce a high quality product that meets all state and federal regulations. Processing firms must use a specified percentage of raw Pennsylvania products in the final processed product, and merit points are awarded for additional use.

The three-member selection committee which met yesterday to select the recipient of the 1987 Agribusiness Award includes Clifford L. Jones, president of the Pennsylvania Chamber of Commerce; Everett R. Newswanger, managing editor of Lancaster Farming newspaper; and John McNelis, president and executive secretary of PGA Services, Inc.

Previous winners of the Agribusiness Award were Weis Markets of Sunbury; Park Products, Inc. of Valencia; Turner Dairy Farms of Pittsburgh and Konhaus Farms of Mechanicsburg tied for the award in 1983; the Pennsylvania Cooperative Potato Growers Association; Bomberger's, Inc. of Lebanon; and Kutztown Bologna and Country Fresh Foods of Myerstown.



Fixed chamber on Case IH 3640 round baler ensures that bales develop a dense, protective shell.

## Case IH Round Balers Feature Fixed Chamber Design

**RACINE, Wisc.** — The new Case IH Models 3440 and 3640 round balers produce high-quality bales that hold their shape and resist weathering.

These two new round balers have been engineered to produce 4-foot-wide bales so that two bales can be conveniently placed side-by-side in trucks. The Model 3440 ties 4-foot-by-4-foot round bales; the Model 3640 ties 6-foot-by-4-foot round bales. The fixed chamber design ensures that bales develop a very dense, protective outer shell.

The Model 3640 requires a minimum of 60 PTO horsepower for operation. The Model 3440 operates at 44 PTO horsepower with standard drive, or 35 PTO horsepower with an optional power reduction sprocket.

With fixed chamber design, hay enters the baler without compaction or restriction. Wide, endless bottom belts carry the crop to the back of the chamber where

rear belts lift and roll the crop gently, applying firm compression only as the bale's outer shell is formed. This careful handling results in well-shaped, securely wrapped bales.

Case IH balers have open-end pickup that can pull in a wide windrow of crop without "hair-pinning." The small diameter pickup, with a working width of 59.25 inches, means crop lifting is shorter and travel to the chamber reduced. This results in less leaf loss and more feeding quality in every bale.

Either a hydraulic or an electric tie system is available on the Case IH balers. Both baler models have dual twine arms for faster tying.

The bale chamber hinge on the Model 3440 baler is angled so that no back-up is required to eject the bale. The Model 3640 is available with an optional trip gate that also eliminates the need for backing up.

## Farmers Must Manage Money As Well As Crops

**MOLINE, Ill.** — In mid-1986 Deere & Company published a book, Farm And Ranch Business Management, intended for Vo-Ag classes. But farmers have found the publication to be a valuable financial management tool, and Deere has made it available through John Deere dealers.

"We did this because our dealers are continually getting requests from farmers for financial management information," explained R.W. Porter, director of sales branches. "Farmers want to know how to make their investments work for them."

"Sound financial management has become a priority. Knowing how to manage money makes the difference between success and failure on most farms. It's not enough to be an efficient producer of crops; efficient use of cash is just as important when it comes to making a profit."

"But as farmers reach to become better financial managers, they are having trouble finding practical information in a format they can readily use."

"Farming is in fact a business, and all businesses have to make changes in their operations from one year to the next. Farming is no exception. The key is knowing what changes to make and when to make them. No longer can a farmer be successful or prosperous

without thinking ahead to develop an overall game plan.

"Farming can be profitable even in these times of lower commodity prices, but it may require a change in tillage systems, use of chemicals, application of fertilizer or any number of other management practices. Farmers have to become lower-cost producers, and to do this they need sound financial management skills."

"World agriculture is becoming more competitive. America is losing grain sales to competitors who are willing to sell for less. We can blame part of this on other governments' willingness to directly subsidize grain exports, but there are also new farming competitors in other countries who are farming more efficiently than in the past. This requires U.S. agriculture to change as well."

"There is also the need to stay ahead of the outside factors that can influence farm profitability. Two such areas that immediately come to mind are the 1985 Food Security Act and the 1986 Tax Reform Act."

"Both of these legislative packages can impact farm profitability, and that impact can be either positive or negative, depending upon how a farmer applies the ramifications of these

legislative acts to his operation. The results will show up directly in his profit and loss statement."

"Within the farming operation itself, I'd say cash flow has to be the most important consideration," Porter said. "If a farmer can show cash flow projections in which he can repay mortgages, debts or operating capital, then money is available. If he can't show such a plan for repayment, bankers are very reluctant to loan money, even if debt-to-asset ratios are strong."

"I think we'll continue to see tight cash flows in farming during the intermediate future, but I continue to hold a lot of confidence in the future of American agriculture. People are going to eat, and the number of people to be fed on this earth continues to increase."

"I am convinced that those American farmers who choose to stay in farming will be the most efficient producers that we have ever seen in the U.S. or in the world. Also, in my view, the family farm will continue to be the most prominent enterprise in the American farming sector."

## New Mower Effective In Heavy, Wet Crops

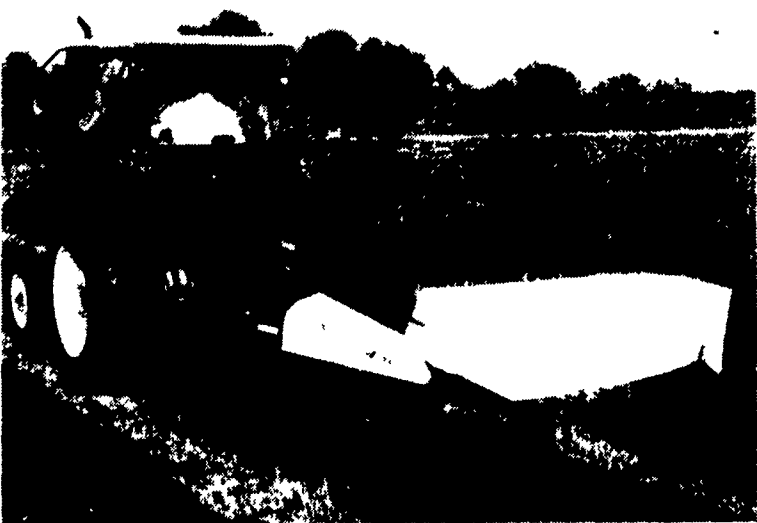
**NEW HOLLAND** — A new five-disc mower from New Holland, the Model 452, shares design features and both drive and cutting components with the larger Model 462. The new mower has a 6-foot-7-inch cut. It is designed for tractors of 40 HP and over.

Disc speed, like that of other New Holland disc mowers, is 3,030 RPM. Cutting knives are free-swinging and reversible. An oil bath cutterbar gear train drives the discs.

The new mower is a preferred choice for those conditions where a conventional sickle is limited, explains product manager Joe Weicksel. It is especially useful in heavy, wet grass crops grown in high-fertility fields. These crops tend to stay wet in the stubble area

because of very thick growth. The new Model 452 mower fits

Category 1 and 2 standard 3-point hook-up tractors.



New Holland's 452 mower cuts a 6-foot-7-inch swath.

## Combined Premixes Approved For Feedlot Heifers

**KALAMAZOO, Mich.** — For increased weight gain, improved feed efficiency and heat suppression in heifers fed for slaughter, MGA 500 Liquid Premix and Rumensin premixes may be combined in a common supplement for use in preparing a complete feedlot ration, announces Bill Greve, product manager for The Upjohn Company.

The new label, approved recently by the U.S. Food and Drug Administration, provides for a dosage of .25 to .40 milligrams of melengestrol acetate (MGA) per head, per day combined with 5 to 30 grams of monensin sodium (Rumensin) per ton of air dried complete feed, when the two drugs are included in a single liquid

supplement. The two drugs may also be combined in a single dry supplement as approved earlier.

Previously, the U.S. Food and Drug Administration had given its approval for the combined administration of MGA and Rumensin in dry or liquid feeds when each additive is provided through separate sources. This approval includes a supplement containing MGA being mixed or top-dressed into complete feed containing Rumensin or a separate supplement containing MGA and another containing Rumensin being mixed into a complete feed.

Feed containing the two additives must be withdrawn 48 hours before slaughter.