

Pioneer Offers Free Farm Program Software

TIPTON, Ind. — For the second consecutive year, Pioneer Hi-Bred International, Inc., is offering a computer program, free again this year, to help farmers examine their options under the U.S. farm program.

With this new version of the computer program, called the Farm Program Option Viewer, Pioneer hopes to repeat its success of 1986. Last year, the company distributed more than 6,000 computer diskettes nationwide. The 1987 version of the software, available through all Pioneer sales representatives and district sales

managers, has been updated to reflect changes in the farm program, according to Robert Wichmann, Pioneer vice president.

"Farm program participants are required to set aside 20 percent of their base acreage," Wichmann said. "That's unchanged from 1986. However, the 1987 farm program gives farmers the option of setting aside an additional 15 percent of their acreage as a paid diversion. The updated Farm Program Option Viewer reflects this change."

Wichmann said the reason

Pioneer is underwriting the software distribution is to make it easier for farmers to evaluate their options under the farm program, a task that could take hours using a pencil and paper. The computer program was developed by Pioneer's Farm Information Management Services Division.

The computer program displays the bottom line result in net profits and losses under three situations — nonparticipation in the farm program, participation only in the required 20 percent set aside, and participation in the optional 15 percent paid diversion.

The Farm Program Option Viewer is contained on a computer diskette. It may be used with any IBM or IBM-compatible computer with a minimum of 256K memory and equipped with Lotus 1-2-3 spreadsheet software.

To use this program, the operator enters only eight variables — ASCS base acreage, ASCS program yield, variable production cost per acre, fixed land and machinery cost per acre, maintenance cost per acre for set aside land, estimated selling price at harvest, estimated national 5-month average cash price, and estimated national 12-month average cash price.

In the event of changes to the farm program between now and the sign-up deadline this spring, Wichmann said, Pioneer will provide diskette users with instructions on how to update this computer program.

"We're already notifying far-

mers, lending institutions, farm managers, consultants and others who work with farmers that the program diskettes are available," Wichmann said. "We're encouraging Pioneer sales

representatives with computers to provide analyses for farmers who don't have computers, and our other field representatives are also offering their assistance."

ABS Offers Mastitis Control Product

DeFOREST, Wisc. — A new mastitis control product utilizing a patented two-component compound will be marketed by American Breeders Service, according to Dr. Robert E. Walton, the firm's president and general manager.

ABS has signed an exclusive agreement with Alcide Corporation (ALCD), Norwalk, Connecticut, to distribute Alcide's Uddergold germicidal barrier teat dip. This represents ABS' first step towards expanding its range of products supplied to dairymen.

Walton explained that the compound, coupled with a unique polymer gel formulation, enters the end of the teat canal and forms a protective plug at the teat

opening where it remains until washed off immediately prior to the next milking.

Also, Uddergold is safe to use. The characteristics of the Alcide compound make it non-toxic to humans or animals. In other formulations, the Alcide compound is used as a disinfectant in hospitals, dental offices, pharmaceutical companies, laboratories, animal breeding areas, and food processing plants.

Mastitis is the single most costly disease in agriculture. The National Mastitis Council reports that losses to the dairy industry, due to mastitis, amount to \$2 billion each year. That averages \$170 per dairy cow in the United States.

Simplicity Lawn Vacuum



A new deck-mounted vacuum system from Symplicity Manufacturing features a turbocharger that moves large quantities of lawn debris. The system is designed to fit the 42- and 48-inch mowers mounted on Simplicity's 5000 and 6000 series tractors. It also fits the company's new SunRunner mower.



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