

Brown's Sponsors Seminar On Profitable Pork

FLEETWOOD — Recently over one hundred pork producers, and people interested in the hog industry gathered at the Fleetwood Grange to participate in a "pig picking" and a seminar on hog production. Following an excellent meal of barbecued pork raised on Brown's 40 Hog Supplement and corn, Dr. Carl Brown, Brown's Sales Manager, intro-

duced the guests to F.M. Brown's Sons, Inc. and its employees. He then gave a brief presentation on the importance of fine tuning hog management programs. Since 1980 the number of farms raising hogs has dropped 50% while the percentage of total hogs raised in 500 head or larger units increased from 42% to 56%. The industry is specializing, but eastern pork pro-

ducers still have many positive factors in their favor. Corn prices are relatively low and many local hog farmers find finished hogs an excellent way to market their corn crop year round at a higher rate of return. Local producers also have numerous marketing opportunities for weaned or finished hogs. Brown's specializes in producing feeds which can be fine tuned to each customer's needs. Brown's doesn't compete with their customers by contracting hogs, but rather they try to specialize in making products that maximize the increasing genetic efficiency of today's leaner hog.

Dr. Matt Parsons was the next speaker on the program. Dr. Parsons is Brown's consulting hog nutritionist. He is certainly no stranger to Pennsylvania, having formally been swine extension specialist at Penn State. He also works with his family on their hog and sheep farm in Massachusetts. Dr. Parsons touched on numerous areas that improve profitability on hog farms. He discussed protein and lysine requirements and the extra value "fat added" feeds provide in lactating, growing, and finishing diets. He discussed the five

factors that affect hog price (weight, dressing percentage, percent lean, appearance and husbandry practices) and some of the areas that affect each. He also discussed feeding sows during the summer, and how high fat diets generated from mixing corn with a food such as Brown's Hi E 36 Swine Supplement with 8% high quality fat improve weaning weights and reduce the amount of body heat sows produce. Dr. Parsons reviewed some research into the variability of certain commodity feed ingredients and the importance of a good quality control program such as the one conducted by Brown's to produce a consistent feed. He also briefly touched on the value of antibiotics in feeds and the importance of feeding out cull sows to get a better profit margin on them.

Dr. Tom Kichura, Brown's Director of Nutrition, followed up on Dr. Trayer's theme by showing how feeds may be customized using Brown's Flex-Formula's to meet specific needs. He showed cost to benefit ratios of using spe-

cific antibiotics to solve specific problems. Brown's has a standard set of antibiotics for their regular feeds, but a wide range of products available for treatment or prevention of a specific problem. He also discussed Brown's ability to design a program when a non-traditional feed is used as the energy source, or where feed intakes are much higher or lower than normally expected.

David McCracken, a Brown's sales representative concluded the program with some excellent management tips on managing farrowing and finishing barns. Dave is one of eight full time sales representatives that routinely service accounts for Brown's customers.

In his concluding remarks, Carl Brown thanked those who attended and challenged them to take advantage of the current strong hog market to fine tune their entire hog feeding and management program. He stressed that Brown's is involved in the hog industry, not as a competitor, but as a manufacturer of high quality supplements and complete feeds.



Speakers at Brown's Pork Production seminar are (L to R): Dr. Tim Trayer, Veterinarian; Dr. Thomas Kichura, Director of Nutrition, F.M. Brown's Sons, Inc.; Dr. Matt Parsons, Brown's Consulting Hog Nutritionist and David McCracken, Brown's Sales Representative.

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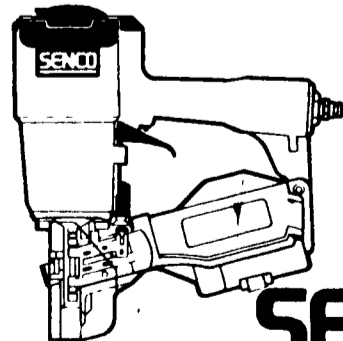
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