

Cargill Takes Steps To Cope With Drought, Heat

MINNEAPOLIS, MN — The following are some steps Cargill Hybrid Seeds has taken to cope with the reduced yield in seed corn resulting from the drought and heat.

- Protecting carryover for 1989 planting. Cargill Hybrid Seeds has air-conditioned seed warehouses at strategic Corn Belt locations. It is one of the few seed companies with air-conditioned warehouse capacity to protect its seed carryover. Keeping seed at 50° F and 50 percent humidity helps maintain germination and vigor.

Carill estimates enough quality carryover seed to supply 50 percent of its customer needs, although the seed size or hybrid of first choice may not always be available.

- Changes in U.S. seed production. A significant percentage of Cargill's U.S. seed corn production was switched from dryland to irrigated acres in 1988.

Seed corn production areas were "environmentally matched" to specific hybrids so each hybrid can take advantage of normal sunlight and other factors that affect hybrid production. This meant spreading production over a wider geographic area.

A seed corn production procedure called "double delay" allows Cargill to increase the odds for a good seed crop of some hybrids. This involves planting additional male rows at different times to lengthen the critical pollination period.

These steps taken in 1988 should help assure both the quantity and quality of Cargill's seed even under this year's abnormal circumstances.

• Supplemental winter production. In late June, it seemed evident that 1988 seed corn production would be less than originally planned.

Cargill called on its worldwide resources to plant supplemental production in Chile, Argentina, Florida, southern Texas and Hawaii.

This production will be planted in late August and September and should be available to meet U.S. customer needs for 1989 planting. Also, parent stocks and initial quantities of new hybrids are being produced at these locations to help assure hybrid availability for 1990 and beyond for U.S. growers.



BUSINESS NEWS...

Ciba-Geigy Hosts Annual Weed Science Contest

LIVINGSTON, NY — Undergraduate and graduate students participated in the Sixth Annual Collegiate Weed Science Contest sponsored by the Northeast Weed Science Society. The contest was held today at Ciba-Geigy's Northeastern Research Station.

The Northeastern Collegiate Weed Science Contest provides an educational experience from which students in northeastern universities can broaden their applied skills in weed science.

David Vitolo, research specialist/herbicides with Ciba-Geigy Corp., and coordinator of the contest, stated "The contest provides excellent opportunities for weed science students. Aside from giving them a chance to apply what they have learned, it gives them the opportunity to meet each other and be exposed to researchers from other universities and industry."

Undergraduate and graduate students currently enrolled in a northeastern university and pursuing a B.A., M.S., and Ph.D. degree participated in the contest. Students competed individually or in teams consisting of two to four members.

The contest consisted of four major events. The first event was the seedling weed identification event. From among 75 possibilities, each student identified 20 weeds by common name and five weeds by scientific name, with correct spellings. A botanical key was used in identifying two of the weeds.

The second event dealt with applicator technology. There were two sub-categories consisting of sprayer calibration (a team event) and a written test on sprayer calibration.

In the sprayer calibration category, each team was given a CO2 backpack sprayer to be calibrated and a herbicide to be mixed and applied. Each team was expected to choose appropriate nozzle tips, speed, pressure, and amount of herbicide for accurate calibration and application.

Students then answered 10 written questions on all aspects of sprayer calibration such as volume of spray needed, amount of material needed, etc.

In the third event, students identified, by visual symptoms on crops and weeds, the herbicide applied on 10 plots.

The fourth event consisted of problem solving and recommendations. Students evaluated a crop production problem in a field or office situation and made recommendation of an effective solution that would comply with accepted agricultural practices.

An advisory panel consisting of five members of the Northeast Weed Science Society scored the contest. The score from each event was averaged between team members with the exception of the sprayer calibration event, which was added to the total score. The average scores from each event



Del Voight of Pennsylvania State University received first place for the highest individual undergraduate score.

were added together for the total score.

There were 10 teams and two individual competitors in the contest. Students came from the universities of Cornell, Guelph, Maryland, Pennsylvania State, Rutgers and the Virginia Polytechnic Institute.

The Virginia Polytechnic Institute C-team consisting of Bill Chism, Bill Vencill, Joe Vollmer, Sam Wilson, and coached by Scott Hagood, received the highest team score among the competing graduates. Second-place acknowledgment went to the Virginia Polytechnic Institute A-team consisting of Carroll Moseley, Jenny Vollmer, Lewis Walker, and Sam Yenne also coached by Scott Hagood. Third-place acknowledgment went to the Guelph University graduate team consisting of Carlene Chase, Dave Kloppenberg, and Rob MacDonald, coached by Jerry Stephenson.

The first place undergraduate team was Robert Anderson and Bill Webster from Guelph University.

The highest combined score from 11 events except the sprayer calibration determined the overall graduate and/or undergraduate winning individual. First place for the best individual graduate score went to Virginia Polytechnic Institute A team member, Carroll Moseley. Second-place acknowledgment went to Guelph graduate Bob MacDonald and third place to Virginia Polytechnic Institute Co-team member Vollmer.

Del Voight, an undergraduate student of Pennsylvania State University, received first place for his outstanding individual score. Receiving second and third place acknowledgments were undergraduates Bill Webster and Robert Anderson of Guelph University.

Awards were presented at a banquet held Tuesday evening.



Heading Karcher's new marketing campaign are, left to right, David A. Haythornthwaite, vice president of sales and marketing; Anthony J. Romano, vice president of finance and administration; and Lucas Noll, technical services manager.

Karcher Announces Marketing Strategy

W. PATERSON, NJ — Alfred Karcher, Inc., the world's leading producer of high pressure cleaning equipment, announces a major expansion to establish a truly nationwide dealer network.

According to David Haythornthwaite, recently appointed vice president of sales and marketing, "We intend to build and strengthen our existing dealer network, at the same time expanding into areas where we currently have little or no representation. To head this

expansion campaign, three experienced territory managers have been recruited for the Southeast, Southwest and Midwest Regions. With this new approach, Karcher plans a 50 percent increase in nationwide dealer representation in the next two years."

Anticipating that market potential for its products in the United States would be substantial, Karcher began operations here in 1983. Karcher's emphasis has been on promoting portable and mobile high pressure cleaners for

cold water, hot water and steam cleaning applications, as well as chemicals and equipment accessories. Karcher also markets a wide range of wet/dry vacuums, carpet extractors, brush sweepers and floor scrubbers.

Karcher cleaning equipment is available through 350 authorized dealers and 4 company owned and operated branch operations providing service and spare parts support to customers across the country.

Service Technician Graduates From Case/IH Tractor School

RACINE, WI — Gerald Ferguson, a service technician at A.L. Herr & Brothers in Quarryville, has just completed a five-day intensive training course at the Case IH Service Training Center here. The course emphasized the new Case IH 7100 Series tractors, call the Magnum line.

The training program included classroom and hands-on study of the Magnum line's transmission, engine, hydraulic system, hitch and electronic systems. Students received an overview of the manufacturing processes used to assure

high quality in the Magnum tractors.

To sharpen their servicing skills, students disassembled and reassembled components. They also practiced performing critical equipment adjustments and learned precise testing and troubleshooting procedures.

Students in the course were instructed in predelivery, which involves using a checklist to thoroughly check over the tractor at the dealership before delivery to the customer. The service technician

signs this sheet and the customer receives a copy to confirm that the checks have been made.

The Magnum line represents the first totally new tractors from Case IH since the 1985 merger of Case and International Harvester. The four models in the 7100 Series range from 130 to 195 PTO horse power. The tractors feature a totally new engine, transmission and cab that will set new standards in the farm equipment industry for performance, efficiency and comfort.