

Klingerstown Farmer Honored For Soybean Production Efficiency

KLINGERSTOWN — Willard Haas, a soybean farmer from Klingerstown, Pa., was honored by the American Soybean Association (ASA) as a PEP All-Star at the Association's Soybean EXPO in Denver. PEP (Profits thru Efficient Production), is sponsored by ASA and Elanco Products Company, to help U.S. soybean farmers increase profits by reducing production costs.

In a confidential survey last spring, ASA members were asked about production costs and yields. Based on data from the survey, it appears soybean farmers have made adjustments to the extended period of depressed soybean prices by lowering input costs while maintaining yield levels.

Expenses for items such as seed, herbicide and fertilizer were 9.9 percent lower in the 1988 survey, which covered the 1987 crop year. Allocated costs were 4.2 percent

lower than the previous year. Land charges, however, increased by 9.4 percent.

Haas's diversified operation includes 1,300 acres of corn, wheat, oats and barley, with 250 acres of soybeans. He also feeds 100 beef cattle and 600 hogs—all with the help of one son. He raised yields 11 percent above the survey average and held costs 44 percent below the average, which gave him a 123 percent higher profit than the survey average.

Haas was one of six farmers in the survey selected as a PEP All-Star. The six appeared as part of a S.O.Y. (Special Opportunity for You) panel discussion at EXPO, a four-day trade show and educational event for soybean farmers sponsored by ASA. Haas and the other PEP All Stars each received a plaque recognizing their achievements. Their trip to EXPO was

courtesy of Elanco.

As a panel, the six offered some common points as keys to improved profits. They included tracking expenses and income carefully through good record-keeping systems; reducing tillage trips to cut fuel and equipment costs; testing soils regularly; using on-farm test plots for more informed decisions about seed, fertility and weed control; pre-paying inputs for maximum dis-

counts; finding a herbicide program that gives the best control for the least cost; considering narrow rows and using field histories and financial analysis to guide decisions.

Haas rotates his crops, with two years of corn followed by wheat and then soybeans. He takes regular soil tests, and fertilizes according to test results. To maintain soil pH, he limes a third of his acreage each year.

He settled on 14-inch rows because he gets a better stand and yields, and buys certified seed direct from the company. Much lower-than-average machinery and fuel costs give Haas a real edge. He spreads his equipment over several crops and makes few field trips.

Haas chisels corn ground, disks and then plants, applying pre-emergence herbicide at the same time.

Entomology Major Wins Kirby Scholarship

PENRYN, (Lancaster) — Elizabeth M. Shaw, a University of Delaware junior entomology major, has been awarded the Paris C. Kirby Agricultural Scholarship by the College of Agricultural Sciences.

A resident of Penryn, for 16 years, she received the \$700 award on the basis of her academic record and faculty recommendations. The one-time scholarship was given in memory of the late Paris C. Kirby, a master of the

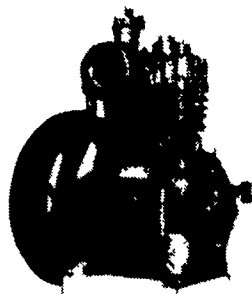
Delaware State Grange, by his daughter, Olivia Kirby Thomas.

Shaw, who was born in Nigeria, plans to earn a master's degree and pursue a career in the field of wildlife conservation or entomology. She is a teaching assistant for Dr. Dewey Caron and Dr. Judith Hough-Goldstein, professors in the department of entomology and applied ecology. She also works as an assistant in the ag library.

Shaw is vice president and co-founder of the university's wildlife club.

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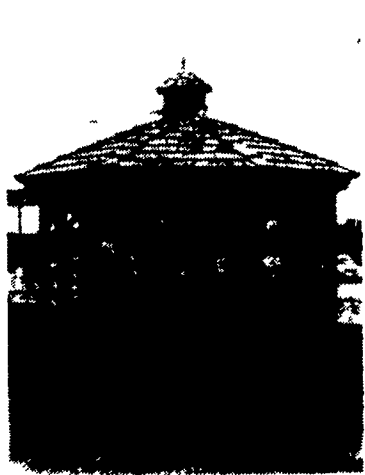
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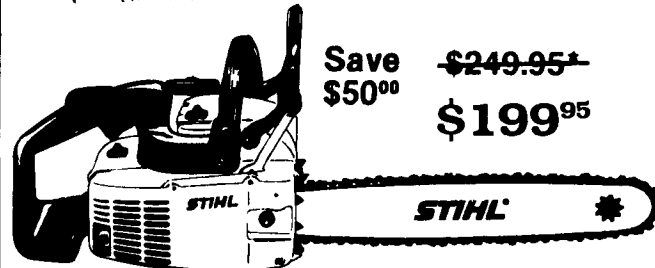
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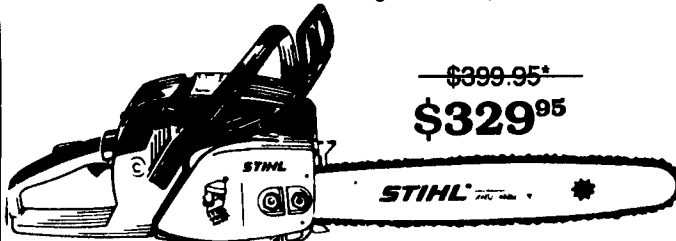
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