

Business News

Double SS: New Forage Seed Mix

HALL, NY — Eastland Double SS Brand is a new forage seed mixture developed for production of high quality forage in solid seeded stands. Double SS components are Northeast — adapted grain sorghum and soybeans.

Key benefits are double crop potential, high forage quality, and reduced crop inputs compared to corn silage. Lower fertilizer, herbicide, and insecticide costs combined with the ability to better control erosion make this alternative worth considering.

Grain sorghum-soybean culture

double S brand

for forage production has been successfully used in the Northeast in the last decade — it is not a totally new concept. Growers have indicated 3-8 ton per acre dry matter yields with 12-18 percent protein in 1989 plantings.

Double SS is premixed in 50-pound units for grower convenience. Contact Seedway, at 800-836-3720 for more information.

Yoder Captures 'Horn Of Plenty' Award

WHITE PLAINS, NY — Glenn Yoder, Allied-Signal's northeast district manager, was awarded the 1988/89 Horn of Plenty Fertilizer Salesmanship Award by "Custom Applicator" magazine.

Yoder was nominated by his customers and selected by a panel of judges chosen by the magazine.

"Glenn Yoder has that special ability to fairly serve both his customers' needs and Allied's needs at the same time," said Glen Kitson, regional sales manager-north at Allied-Signal.

The award was named "Horn of

Plenty" because of the important role plant food people play in the productivity of the farm. Yoder received the award in the form of a plaque at a November ceremony in Richmond, Virginia.

Yoder has been with Allied-Signal since 1965, after earning an agriculture degree from Penn State University and serving in the United States Navy. As northeast district manager, Yoder is responsible for sales of SULF-N 45 ammonium sulfate fertilizer in Pennsylvania, New Jersey, New York, and the New England states.

Kubota Names Chapman Sales Manager

COLUMBUS, Ohio — Ron Crouse, director and division manager for Kubota Tractor Corporation's northern division, recently announced that David Chapman has been appointed regional sales manager.

In his new position, Chapman is responsible for dealer development, product training, inventory management, and new dealer recruitment in the state of Illinois. Chapman had previously served as consumer products dealer development manager for Kubota's northern division.

Before joining Kubota, Chapman served as district manager for Deutz-Allis Corporation and formerly held the position of territory manager and dealer development manager at Versatile Farm Equipment Corporation. Chapman earned his bachelor of science degree in political science from Illinois State University.



David Chapman

Grain Loan Rates Announced

LEESPORT (Berks Co.) — Loan Rates for Berks County's 1990 wheat, barley, oats, and rye crops were recently announced by the Agricultural Stabilization and Conservation Service.

The rates reflect changes in the national average price support rates from last year, according to ASCS official Donald Lutz.

Berks County farmers may obtain price support loans on their

1990 wheat at a rate of \$2.11 per bushel; barley, \$1.25 per bushel; oats, .91 per bushel; and rye, \$1.46 per bushel.

Lutz says some county rates were adjusted to reflect location and transportation costs and other factors.

The price support loan program serves as a marketing tool for farmers by enabling them to take advantage of any increase in market prices at a later time.

Aerocool™

LANSING, Mich. — A unique new design with features making evaporative cooling systems easier to install, simpler to maintain, and more efficient has been introduced by Aerotech, Inc.

The L-shaped mounting flanges on the Aerocool™ panels simplify installation. PVC distribution pipe is sized to the system ensuring even pad wetting. Stainless steel bolts and wing nuts permit easy removal of the front header plate for inspection. The 6-inch cellulose pads offer outstanding efficiency and durability.

The improved cooling panels can be quickly installed by screwing or bolting the extruded aluminum headers and footers directly to wood or metal framing for a clean, finished installation. There is no need for special framing, flashing, or extensions.

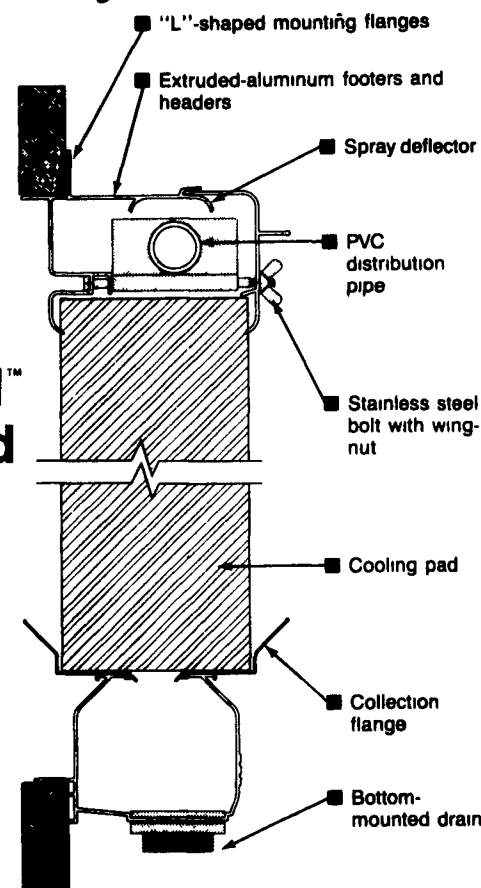
An extruded aluminum header surrounds a PVC distribution pipe with precisely positioned baffles to thoroughly and evenly wet the pad.

The Aerocool™ system is also easy to maintain, which is critical to most swine producers. Plastic wing-nuts allow quick removal of the face panel on the header for routine maintenance and complete access to the pads, distribution pipe, and collection trough.

The 6-inch thick cellulose pads do a superior job of cooling air. The shape and angle of the rugged cellulose pad flutes provide a

Panels Easy To Install

Aerocool™ Panelized Cooling System



The L-shaped mounting flanges on the Aerocool™ extruded aluminum cooling panels by Aerotech simplify installation. PVC distribution pipe is sized to the system, ensuring even pad wetting. Stainless steel bolts and wing nuts permit easy removal of the front header plate for inspection.

large wetted surface without a corresponding restriction to airflow. In fact, resistance at 400 feet per

minute is only about half of that created by similar 4-inch thick pads.

'Fortress' Granted EUP

WASHINGTON, D.C. — New Du Pont "Fortress" 5G soil insecticide has been granted an experimental use permit (EUP) by the U.S. Environmental Protection Agency (EPA).

The temporary tolerance EUP allows "Fortress" to be used on 2,000 corn acres during 1990.

"We're very impressed with what 'Fortress' has done in field testing," said product manager Joe Anderson. "'Fortress' data shows excellent broad-spectrum control of several major corn pests."

"Fortress" is being used in EUP trials for control of western, northern, and southern corn rootworm; black and dingy cutworm; wireworm; seed corn maggot; and white grub.

"Fortress" has been tested for several years in laboratory and small plot testing. This year's EUP data will be compiled with 1989 EUP on-farm data for writing a complete use label.

"Fortress" is a low-use-rate insecticide and is being targeted for use at one-quarter pound of active ingredient per acre.

Anderson mentioned several environmental benefits of the product. "Fortress" does not leach in the soil like some other insecticides. Although it remains effec-



Lodging is an obvious sign of corn rootworms. Another common but more subtle sign is yield loss. Du Pont is researching "Fortress," a new corn insecticide, which should make both lodging and yield losses less common.

tive well into the growing season, it does not have a long residual life and will not carry over into subsequent crops.

Full registration and commercial availability of "Fortress" is expected in the early 1990s, according to Du Pont.

Olin Applauds Dairy Price Change

WASHINGTON, D.C. — Congressman Jim Olin (D-VA) commended the U.S. Department of Agriculture for its decision to adjust the prices that it will pay for butter and non-fat dry milk that is sold to the Commodity Credit Corporation.

Olin, a member of the House Subcommittee on Livestock, Dairy and Poultry, has authored legislation that would require the USDA to adjust prices of butter and non-fat dry milk when CCC purchases of those products are out of proportion to their appearance in whole milk.

"This is the right way to deal with the butter surplus," Olin said. "Instead of designing new complicated schemes, like the dairy title to the farm bill reported out of the House subcommittee, we should allow the market to bring purchases into balance."

Olin's bill, The Dairy Stabilization Act of 1990, continues the current policy of tying changes in the support price to the amount of surplus purchases. However, it increases the amount of surplus purchases that will trigger price increases and reductions. In addition, it mandates product price

changes, instead of leaving it discretionary, as in current law.

"In the past, the USDA has waited for support price cuts before it has implemented changes in the relative product prices," Olin said. "I believe that we do not need price support cut to deal with the butter surplus. And we don't need quotas and assessments. We only need to get the price of milk products in line with their value in the market."

Olin plans to offer his bill, H.R. 4254, as an amendment to the Farm Bill when the full Agriculture Committee acts in May.