

## Business News

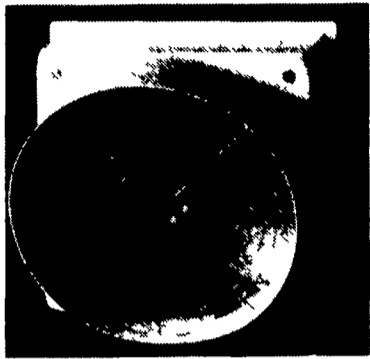
### Osborne Adds Big Fan To Ventilation Line

OSBORNE, Kan. — Osborne Industries, Inc. has developed a new 36-inch exhaust fan for its Agri-Aide® ventilation equipment.

The fan is the largest fan in the Agri-Aide® product line and is available in the flushmount FM and panel-fan FP models. Both are designed for maximum air-moving efficiency with a top rating of more than 19 and 18.5 cfm/watt, respectively, measured by independently performed fan tests conforming to AMCA standards.

Designed for large livestock buildings, the fans feature housings made with Osborne's RTM-Glass™ figerglass material which is guaranteed to not warp or sag in extreme temperatures. The fans also feature plastic propellers, corrosion-resistant mounting hardware, and all-plastic shutters. Both fan models use an enclosed, thermally-protected, heavy-duty motor.

Osborne offers a full range of Agri-Aide® ventilation fans, fan speed controls, inlet systems, and



Osborne's new 36-inch exhaust fan is the largest fan in the Agri-Aide® product line and is available in the flushmount FM and panel-fan FP models.

ventilation accessories. Osborne also provides free ventilation design assistance.

For more information, contact an Osborne Dealer or the customer service department, Osborne Industries Inc., P.O. Box 388, Osborne, KS 67473, (800) 255-0316.

### New Building Protects Seed Quality

JERSEY SHORE (Lycoming Co.) — A new storage building that protects seed quality is now "100% operational", said Ted Doebler of Doebler's Hybrids.

According to the seed firm president, "this completes Doebler's seven-year program to upgrade facilities and improve seed quality."

He explained that an all-new drying operation was put on line in 1983, an 80-foot sizing and grading tower in 1984, a new testing laboratory in 1987, and further improvements to the drying facilities in 1988.

The new 55-by 116-foot building will hold seed corn at 50 degrees Fahrenheit and 50% humidity, Doebler said. Capacity is 43,600 bushels of bagged seed corn, with seed stored on pallets up to 18 feet high.

Temperature is maintained with

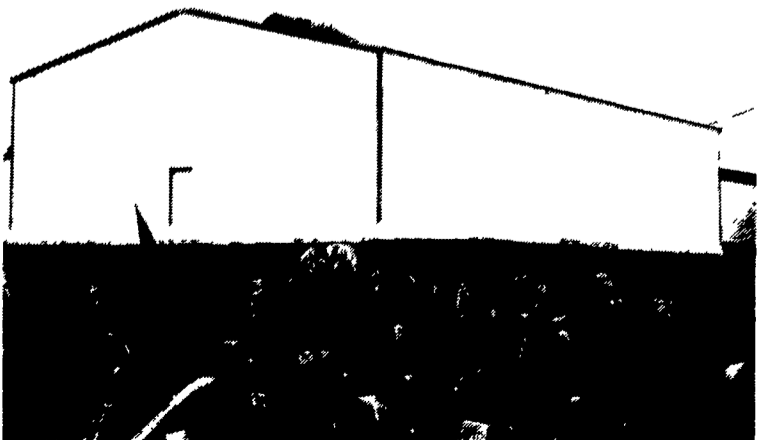
two 10-ton refrigeration units.

A larger seed inventory also will protect customers from any recurrence of the 1988 shortages, Doebler pointed out.

The building was designed "in house" by the Doebler farm team and utilizes steel siding with Thermax insulation to obtain a plus R-30 insulation rating.

The windowless building has only one entrance and a small exit. Both doors are heavily insulated. Electric demand is expected to be minimal.

Pennsylvania Power and Light Company provided the energy guidelines. Breisch Construction of Bloomsburg, Pa. was the contractor. Bottorff Plumbing and Heating of Jersey Shore, Pa. installed the refrigeration and Bower Electric, Williamsport, Pa. installed the wiring.



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## Postemergence Weed Control Gains Popularity

WILMINGTON, Del. — The application equipment business is riding high on increasingly popular postemergence weed control programs.

Although over-the-top sprayers have been used for years, new products, changing attitudes, and postemergence weed control, successes have led more farmers to low-use-rate, postemergence weed control methods. This has created a much greater demand for application equipment and many new technical innovations.

"We're seeing a much greater acceptance of postemergence weed control from the grower and applicator," said Jerry Ryan, sales manager at Brothers Equipment in Friend, Neb.

For Hagie Manufacturing Company, which introduced the first high-clearance sprayer in 1947, business has been booming. Despite a 25 percent production increase in each of the past three years, Hagie has sold out of its postemergence equipment every year, said sales manager Gaylon Kuperus.

Similarly, Melroe Company, manufacturer of the Spra-Coupe, also has increased production significantly, due in part to postemergence weed control program acceptance by farmers growing all major crops, said sales manager Dan Dietz.

Brothers Equipment expects to sell 40-50 machines in 1990, compared to 5-10 machines per year 15 years ago. Ryan said he sees this trend as typical for many post-sprayer dealerships.

"Custom applicators are becoming even more environmentally conscious, and consequently they're looking to the post-emergence market for products



A custom applicator applies postemergence herbicide to corn. The increasingly popular practice of postemergence application has equipment manufacturers and dealers riding high on increased sales.

with shorter residual and half-life," Ryan said.

Equipment manufacturers and dealers are expecting another sales boost in 1991, the first year that postemergence grass control herbicide for corn will be available nationwide.

"Our dealer network, especially in the shattercane regions, expects a substantial increase in business," Dietz said. Farmers with shattercane have not been able to control the grass economically with preemergence herbicides.

"We're very excited," said Kuperus, "especially about DuPont 'Accent' herbicide and its potential." The new herbicide is the only postemergence product for control of most annual and perennial grasses.

Recent equipment innovations have included electronic spray

monitoring, sprayer booms that are adjustable from the cab, better driver visibility, and air conditioning and herbicide injection systems that mix herbicide with water and surfactant just before the combination enters the spray booms. Spray adjustments to accommodate different product labels also are important. Convenience and ease of operation also seem to be selling both machines and post-emergence weed control.

"To stay in the marketplace and to stay competitive, we've had to design these innovations into our machines," Dietz said.

Noted Kuperus, "The pressure will be on the manufacturers to produce even more high-tech equipment to accommodate the new postemergence products on the market."

### Moldboard Plows Available From Deere

MOLINE, Ill. — Until recently, farmers who needed a medium-duty reversible plow had no alternative to rollover plows.

Then John Deere introduced the four-bottom 3945 integral reversible plow. Its lateral reversing design provides a simple, economical choice that fits 100-140 PTO horsepower tractors.

Now farmers with 130-160 PTO horsepower tractors can choose the five-bottom 3955 integral reversible plow. Those with 70-95 PTO horsepower tractors can choose the three-bottom 3835 integral reversible plow.

The new John Deere plow reverse their single set of bidirectional bottoms with a simple, side-to-side action operated by a single hydraulic cylinder that is standard equipment.

This new design eliminates the extra set of bottoms that must be purchased and maintained on rollover plows. Half as many bottoms weigh much less — reducing stress on hitch components and the amount of front end ballast needed.

The bidirectional bottoms have single-piece moldboards, single-piece shares with hardfaced points, and shearbolt protection.

Width of cut on the 3955 is 16 inches. On the 3835, width of cut can be set at 14 or 16 inches to fit varying soil conditions, residue levels, and tractor horsepower.



The John Deere 3955 five-bottom, integral, reversible moldboard plow features one set of bidirectional bottoms and a 16 inch width of cut. A hydraulic cylinder reverses the moldboards from one side to the other for a right-or left-hand pass. The plow is compatible with tractors having 130 to 160 PTO horsepower.

Underframe clearance is 29 inches and maximum plowing depth is 14 inches on all of the plows.

To enhance the performance of the 3945 and 3955 plows in soft

soils and rolling terrain, John Deere has introduced an optional on-land gauge wheel. The trailing gauge wheel features turnbuckle adjustment through the full range of plowing depths.

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