

## Business News

### Pa. Growers Claim Wheat Yield Awards

GREENSBORO, N.C. — A state winner and two finalists from Pennsylvania have been recognized in this year's National Wheat Yield Challenge.

Daryl Alger, Palmyra, won among the state's soft red winter wheat entries. He produced a 93.15-bushel yield, which is 43.18 bushels more than the average for Lebanon County. Second- and third-place winners in the state contest are Joseph S. Hilbish, Northumberland (38.69-bushels differential) and Stephen Hoffman, Bally (10.3 bushel).

The National Wheat Yield Challenge is sponsored by Ciba-Geigy, maker of Tilt fungicide, in conjunction with "Farm Journal Wheat Today" magazine and "The Wheat Grower," the official publication of the National Association of Wheat Growers (NAWG). Winners were determined based on the greatest difference between growers' harvested yields vs. the official five-year average yield of wheat grown in individual counties.

Contest fields included at least 10 continuous acres, while harvest entries were from three or more continuous acres. This is the first year a national wheat yield contest

has been conducted.

More than 400 growers across the country qualified for state awards by winning county competitions.

Alger receives a trophy and is eligible for a national award. National first-place winners receive a trip for two to the NAWG annual meeting at Tarpon Springs, Fla., in January 1991. Second- and third-place national finalists receive cash awards.

National first-place winners who used Tilt for their entries also qualify for the "Tilt Bonus," an all-expense-paid trip to England to tour intensive management wheat plots. Alger used Tilt to produce his award-winning Yield Challenge entry.

Tilt is a popular wheat fungicide that controls major foliar diseases including rusts, blights, and Septoria. Foliar diseases can reduce crop yields by as much as 30 percent each year. In more than 700 test plots across the nation, Tilt has increased yields by an average of 17 percent, offering an average 2:1 return per acre.

Growers should contact their local agrichemical dealer for information on the 1991 National Wheat Yield Challenge program.

### Keystone Farm Credit Promotes Butz

SHOEMAKERSVILLE (Berks Co.) — Ricky Butz of the Fogelsville branch of Keystone Farm Credit, ACA was recently promoted to executive loan officer. The announcement was made by Dave Smith, Fogelsville branch manager.

Butz, a native of Mertztown, Lehigh County, was graduated from Emmaus High School and Penn State University, where he earned a B.S. in agricultural mechanization in 1983. While at Penn State, he was treasurer of the Agricultural Mechanization Club and formed an ag club on the Allentown Campus. During high school and college, Butz worked on his neighbor's crop and potato farm.

Upon graduation, Butz joined the Farm Credit Bank of Baltimore's field representative program. After four months of field representative training, he worked, for a time, in the southeast association before transferring to



Ricky Butz

the Fogelsville branch. He was promoted to loan officer in the spring of 1985 and to senior loan officer in 1988.

### Penn State Offers Wood Marketing Workshops

UNIVERSITY PARK (Centre Co.) — Penn State Cooperative Extension is co-sponsoring marketing workshops for the wood products industry.

The workshops, entitled "Street Smart Marketing: Practical Tools for Surviving Down Markets," are two-day events designed to con-

vey market assessment, customer identification, and sales management techniques that will help wood product firms maintain and expand sales and profits in down markets. The workshops will be discussion-oriented and hands-on.

The workshops will be held at two locations and times. The first

## Kubota's Wheel Loader Features LST

COMPTON, Calif. — Kubota Tractor Corporation recently added the rugged R510 to its growing line of articulated wheel loaders.

The R510 is powered by a 4-cylinder, liquid-cooled, 50-horsepower diesel engine, which can be applied to industrial uses, landscaping, plumbing, ranching, farming, and nursery needs.

The new R510 features load sensing transmission (LST), which automatically changes from high speed, low torque to low speed,

high torque as load conditions increase, eliminating operator guesswork.

The new wheel loader provides 40 degrees fully articulated steering and 4-wheel drive. Quick and smooth direction change without clutching or braking is possible with the R510's electric shuttle shifting.

Operating weight with two post ROPS/FOPS for the R510 is 8,585 pounds, with hydraulic lifting capacity of 4,310 pounds. The hydraulic quick coupler allows the

operator to connect and disconnect attachments quickly and easily without leaving the operator seat. General purpose, light material and multi-purpose buckets, as well as pallet forks, are optional attachments.

The new R510 articulated wheel loader is available through authorized Kubota dealers. For more information about these or other Kubota products, contact Kubota Tractor Corporation, 550 W. Arteria Boulevard, Compton, CA 90220.



Powered by a 4-cylinder, liquid-cooled 50 horsepower diesel engine, Kubota's new R510 wheel loader is ideal for the demanding tasks associated with industrial, landscape, ranch, farm, nursery, and plumbing uses.

### Local Grower Attends Fertilizer Seminar

MILAN, Ohio — Melvin M. Martin, Lititz, Pa., attended an annual research and sales development seminar conducted by Growers Fertilizer Solutions.

On December 4 and 5, Martin joined more than 110 agribusiness people from the United States and Canada for the two-day event, held in Milan.

Growers Fertilizer Solutions, a completely biodegradable product, was developed by Dr. V.A. Tiedjens, former director of the Virginia Truck Experimental Station at Norfolk, Va.

Tiedjens spent more than 30 years in fundamental research before perfecting the growers nutrition formula. He is a leading

experimenter with hydroponic growth (plants which grow in a water-based solution, rather than soil) and is the author of the "More Food From Soil Science," a discussion of growth requirements for plants and the damage which can be done to soils through the excessive use of granular fertilizers.

Growers Fertilizer Solutions, now with 36 years of commercial on-farm use, is a leading developer of foliage fertilizers and has pioneered the direct-to-the-seed application for field crops.

Growers users experience consistently outstanding yield vs. cost results and are known for producing crops of the highest quality

(such as corn with 58-60 pound test weights augmenting protein levels of 9 to 13 percent) according to the company.

Hay raised with the Growers Program often reaches the 23 to 26 percent protein levels. Higher quality crops translates directly into lower feed costs and healthier animals.

Martin, by attending this seminar, updated his knowledge of Growers products and the firm's research procedures and results. He also heard from representatives in other areas about their customers' profitable experiences and results from a variety of farms with varying soil and climatic conditions.

### Snyder Becomes Penn-Jersey Dealer President

HARRISBURG (Dauphin Co.) — Penn-Jersey Farm & Power Equipment Dealers' Association is happy to announce its president for 1990-1991.

Donald B. Snyder, owner and president of Snyder's Inc., of Watsonstown, Pennsylvania, was recently elected president of the

Penn-Jersey Farm & Power Equipment Dealers' Association at their annual management conference held at Seven Springs Resort, Champion, Pennsylvania.

Snyder's Inc., was started in 1948 by Don's father, Web Snyder. Don has been involved in the business from that time on.

They started with Gehl Company in 1948 and added Massey-Harris (Massey-Ferguson) line in 1950. Garden Way was added in 1974 and Bolens Corporation in 1978.

Don has served on the Penn-Jersey Board of Directors for nine years with numerous committee chairmanships. He is chairman of

the Muncy Creek Township Zoning Hearing Board, was chairman of the Muncy Creek Township Supervisors, and a past member of the Jaycee's and Rotary Club.

Don's wife, Sherry, is vice president in the business. They have one son, Keith, and two grandchildren, Christopher, 18, and Becky, 9. Keith and his wife, Debbie, are in the family business with them.

Don lives in Muncy, Pennsylvania, with his wife, Sherry. Don's father was president of the association in 1981. Don will serve as president until the next convention in November, 1991, at Mount Laurel Resort Hotel.

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