

Customer Appreciation Day Offers Pesticide Courses, New Equipment

LITITZ (Lancaster Co.) — Hundreds of Lancaster County farmers on Tuesday attended a Customer Appreciation Day as part of an Open House Week at Binkley & Hurst Bros. Inc., in Lititz.

The annual customer appreciation day features speakers on issues of interest and importance to farmers and also includes presentations and large indoor machinery displays by representatives of the equipment retailed by Binkley & Hurst, and others who provide related services.

Keynote speaker for the morning seminar was Mike Brubaker, a private consultant and agronomist who operates Brubaker Agronomic Consulting Service, out of Lititz. Brubaker arranged to have Luke



Michael Brubaker

Burkhardt, a Pennsylvania Department of Agriculture agronomic products inspector, provide seminars which qualified attendees for two core points and one category point toward certification or recertification of their pesticide application permit.

Also, Brubaker talked about residue management and how it relates to conservation plans, which, he said are expected to be made more and more attractive to have.

Currently, conservation plans are required by the federal government to be made by those who farm or own land considered highly erodible. The definition of highly erodible land takes into account the soil type and slope of the land, not necessarily by the present condition of the land.

Also, conservation plans are required by the sod-buster provisions in the farm bill which targeted.

In addition, Brubaker reviewed possible nutrient management legislation (see *Lancaster Farm-*

ing, Feb. 8 issue, Volume 37, No.13) that is currently in the state Senate Agriculture and Rural Affairs Committee.

Burkhardt also showed slide presentations on pesticide applications safety.

Media Tour

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learning to deal with both people and communications. They hope to pass all they are learning to other FFA members. And he says they want to stress to both local chapters and the media, that technology is a big part of today's FFA.

Paul is also a voting member of the state FFA board of directors and the teacher representative of the state board's western region.

He is the teacher of vocational agriculture in the Berlin-Brothersvalley School District and advisor to the Berlin-Brothersvalley Chapter of the FFA.

"Quoting FFA membership numbers aired from a Frostburg, Md. radio station, the officers say that the Pennsylvania FFA membership is eight thousand. In the United States, FFA is three hundred-thousand strong. Because they were on a tight schedule — precise almost to the minute — the interview closed after about 45 minutes. The four men climbed into Paul's sporty-looking, green sedan that looked immaculate despite the winter season, and headed south into western Maryland for their third media stop of the day.

Mifflin Holstein

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thing that captures the imagination of people and really sells product. We have to push product. I compliment Pennsylvania. When I enter Pennsylvania from Ohio there are half a dozen billboards that promote dairy products. I compliment what you're doing here, but nationally it's just not enough."

In addition to advertising, Buffington touched on farmers uniting to buy supplies wholesale. Or, he said, consider network marketing or becoming a dealership or supplier as a way to cut your costs and increase income.

Concerning financing, Buffington cautioned against using credit cards. "The average savings in America is less than \$500 per person. In Japan, it is over \$50,000 per person. It is very important to develop a financial philosophy for the future so we do not pay for things twice."

Buffington, who works with over 300 farmers across the United States, encouraged farmers to take a hard look at income and expenses. "I saw a new definition of a farmer. It's frustrating, but true and I wish I could change it. A farmer is a person outstanding in his field who is asked to feed the world with enough money to starve his family. The only way I figure the American farmer can make it is either by raising his income or cutting his expenses, or do both."

Bull To Test

PLAIN CITY, Ohio — 7H4216 Londondale Swind Master-ET, a young sire bred by Dennis London of Punxsutawney, has been chose to senter a sire sampling system for Select Sires artificial insemination cooperative.

The selection for Master was made based on pedigree. He is a Southwind son and a Very Good, 87-point dam with an Excellent mammary. The grandam is a Very Good, 88-point cow with three lactation records showing a production in excess of 34,000 pounds of milk, 1,270 pounds of fat and 1,100 pounds of protein.

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