

Business News

J-Star Honors Nissley's



CARLISLE (Cumberland Co.) — Donald R. Nissley of Donald R. Nissley's Feeding Equipment, Willow Street, accepts his Gold MVP Award and Top Sales Leader - Starline Equipment from John Neill, right, president of J-Star Industries.

The elite MVP Award (Major Volume Performer) recognizes the company's top dealers who have achieved gold, silver, or bronze levels of sales and performance objectives during 1992.

The Top Sales Leaders Award recognizes the top sales leaders for J-Star's main product lines. The presentation took place at J-Star's regional dealer meeting held in Carlisle. The meeting gave North American dealers an opportunity to hear about new products, innovations and programs which J-Star Industries will be featuring for the balance of 1993.

Spider Mites Pose Problem For Soybean Growers

MOUNT JOY (Lancaster Co.) — Increasing populations of two-spotted spider mites may cause problems for soybean producers in Pennsylvania, Maryland and New Jersey, according to a regional agronomist.

Joe Mayer, agronomy manager for Pioneer Hi-Bred International, Inc., in Mount Joy, said that dry weather conditions are prompting an unchecked growth in spider mite numbers, which may mean damage to soybean plants and possible yield losses.

"Spider mites are normally controlled by periodic rainfall that washes the pests from the plants and keeps them from causing damage," Mayer said. "Of course, this year we've had a shortage of this natural pest control."

Mayer says that hot weather is also contributing to the high spider mite population. "With cool or moderate conditions, a mite will take two or three weeks to reproduce, but under hot conditions that cycle is reduced to a week," he said.

Spider mites damage soybeans by piercing the leaf surface and extracting the plant's juices. Leaves become speckled, turn yellow and then brown. Some damaged leaves may drop from the plant.

Adult female mites typically overwinter in the grass and weeds at the edges of a field, so outside rows are the first place to check for a mite problem. According to Mayer, a grower should use a hand lens to examine the underside of soybean leaves, for spider mite webs or eggs. Another method

is to shake a soybean plant over a white piece of paper. "Mites almost look like pepper on the white background," he said.

Unfortunately, control recommendations aren't as straightforward as identifying a problem in the first place. "We don't have good economic threshold data for mites, so that makes the decision to treat more of an art than a science," Mayer said. He suggests several factors to consider when making that decision. "If the weather forecast is for more hot and dry weather and you have identified a mite problem, a treatment may be advisable — but only if you have a good stand and still have some yield potential if you do receive rainfall."

The stage of the soybeans is also important, according to Mayer. "If soybeans reach the green bean stage (R6), treatment is not recommended because most of the yield loss occurs by this point. Further yield losses are not likely since most of the grain fill process is complete."

Growers may want to consider a spot treatment, Mayer said. "If you detect the problem early, a treatment on the field edges may keep the spider mites from spreading further into the field," he said. "Otherwise, treating the entire field may be necessary."

Pesticides labeled for mite control include Cygon 400, Dimethoate 400, and Lorsban 4E. "As with any pesticide, make sure to read the label for correct application rates and handling procedures," Mayer said.

Sensenig's Helps Conduct Master Mix Tour

NEW HOLLAND (Lancaster Co.) — Sensenig's Feed Mill, in conjunction with Master Mix Feeds, recently conducted a tour of Master Mix's research facilities.

The group of approximately 45 customers and Sensenig employees visited Central Soya's dairy TMR research farm in Yorkshire, Ohio; Central Soya's swine, beef, calf, turkey, hen, and broiler research facilities in Decatur, Ind., and finished up at Central Soya's

Dairy tiestall, research facility in Berne, Ind.

Central Soya personnel leading the discussions and tours were Dr. William Schmutz, Ph.D. lead research scientist-ruminant; Dr. Don Jaquette, Ph.D. manager, market support, ruminant; Matt Schrage, dairy specialist; Dr. Gary F. Lewis, Ph.D. associate swine nutritionist; Steve Vale, product marketing specialist, dairy; and Greg Hill, district sales manager.

The tour provided those in attendance a look at Master Mix's research facilities and previews of new dairy and swine products which are in the finishing stages of development. Researchers also

stressed that improving existing products is another major focus of the research conducted. This is evidenced by Master Mix's recent decision to double the levels of Vitamin E in all of its dairy feeds.



Pictured at the Berne, Ind. facility, left to right, Matt Schrage, Mike Sensenig, Max Beer (owner), Karl Sensenig, Dr. Don Jaquette, and Jack Weaver (Sensenig employee).

Hernley Attends National Dealer Panel Meeting

ATLANTA, Ga. — Duane Hernley, president of Hernley's Farm Equipment, Inc., Elizabethtown, recently attended the AGCO Allis National Dealer Panel meeting held here, according to Robert J. Ratliff, AGCO president and CEO.

The National Dealer Panel consists of 12 representatives, one from each AGCO U.S. and Canadian sales region. Panel members are elected by their fellow AGCO Allis dealers and meet twice yearly with AGCO's senior management. The purpose of the National Dealer Panel is to provide dealers and the company with an opportunity to discuss areas of mutual concern and interest.

"Through this elite 12 member panel, the more than 650 AGCO Allis dealers have a loud voice on important company issues and affairs," said Ratliff. "The continued success of our company depends on dealer input and the valuable information they provide AGCO management on products, customer relations and trends in the marketplace."



Duane Hernley, left, is shown receiving a plaque from Robert J. Ratliff, acknowledging his participation in the meeting.

Aerobaffle™ System For Center Inlets

LANSING, Mich. — A new center-inlet AeroBaffle System, featuring a design that virtually eliminates condensation problems in swine buildings and poultry buildings, is available from Aerotech, Inc.

The design has a foam-core baffle with an aluminum sheath. This provides a lightweight yet stiff baffle, and ensures that cold, incoming air contacts only foam, which minimizes condensation.

The bottom, visible surface is completely covered by an aluminum sheath to give the baffle a clean, white appearance and to protect the foam.

By eliminating condensation and drafts, the AeroBaffle breaks up air stagnation to prevent the dangerous buildup of ammonia and odors.

The center-inlet AeroBaffle, available in 8-inch, 12-inch, and 16-inch widths, is raised and low-

ered by nylon-coated cable lift lines controlled manually or by an Aerotech AeroSentry™ controller. Plastic clamp nuts make adjustment and baffle alignment easy.

Aerotech markets a full-line of environmental control products, including fans, evaporative cooling systems, heaters, and controls. For more information, contact Aerotech, Inc., 929 Terminal Road, Lansing, MI 48906, (800) 227-AERO or (517) 323-2930.