

## Save Money With Custom Precoolers

NAPERVILLE, Ill. — Dairy producers can cut operating costs and installation charges with unique, individually-sized precooling designs.

Every Surge Plate Kooler and Surge Kool Way Chiller™ is custom-sized for each dairy's milk flow rate using exclusive, advanced computer technology.

"By eliminating the 'one-size-fits-all' philosophy for precooling equipment, dairy producers save money and can earn bonuses for quality, precooled milk," said Kevin Kastenschmidt, customer satisfaction associate at Babson Bros. Co. "In some cases, electric companies have offered special savings in addition to standard rebates because these custom-built units lower electric usage."

The Kool Way Chiller uses 20 to 30 percent less horsepower than traditional systems because it forces water through chiller barrel evaporators instead of relying on

gravity-flow heat exchange. In addition to using less electricity, installation charges are less than for other units because all components are pre-assembled, tested, and packaged in a stainless steel cabinet with a prewired control box.

A specially engineered intermediate grid in the Plate Kooler increases cooling efficiency by improving water movement. The Plate Kooler uses well water or well water and ice water for instant cooling. It is available in wall-mounted or free-standing units. All plates are constructed of 316-gauge stainless steel with a titanium additive for extra strength.

For more information on performance-guaranteed precooling equipment, contact your local Surge dealer or write to Cooling Products, Babson Bros. Co., 1880 Country Farm Drive, Naperville, IL 60563.



Surge precooling devices are custom-sized to match the milk flow rate of each dairy, and cut operation and installation costs.

## E-Town Fair Posts Sales Results

ELIZABETHTOWN (Lancaster Co.) — After the announcement of the supreme champion animal last week at Elizabethtown Fair, the sale of results followed, with Peter Hoffines' 1,285-pound market steer and supreme champion garnering \$1,500 from B&R Cattle.

Peter's sister Jill received \$1,300 for her reserve market cattle from Keystone Farm Credit.

Amy Smith sold her 85-pound champion market goat for \$200 to Walter Dunlap. Nicole Eisenhower's 100-pound reserve champion

sold for \$170 to Lebanon National Bank.

Lisa Reiff sold her 125-pound grand champion market lamb for \$1.90 per pound to Keystone Farm Credit. Tracy Bollinger sold her 138-pound reserve grand champion for \$2.60 per pound to Willie the Butcher.

Linda Baum sold her 240-pound grand champion market hog for \$3 per pound to Groff's Meats. Andrew Germak sold his 228-pound reserve market hog for \$2.50 per pound to White and Co.

### Sept. 30 Deadline To Preservation Program

ALLENTOWN (Lehigh Co.) — The Lehigh County Agricultural Land Preservation Board is accepting applications for the second 1993 funding round of the Lehigh County Agricultural Con-

servation Easement Program. Through this program, qualified Lehigh County farmland owners can apply to sell an agricultural conservation easement to Lehigh County and to the commonwealth of Pennsylvania.

Agricultural conservation easements preserve farmland by permanently limiting all forms of nonagricultural development on a farm property. In return for giving up development rights, landowners can receive cash, payments equal to the difference between the fair market value and the agricultural value of their property.

To date, the agricultural conservation easement program has preserved 16 farms in Lehigh County totaling 1,834 acres.

Applications may be picked up in Room 105 of the Lehigh County Agricultural Center, 4184 Dorney Park Road in South Whitehall. The deadline for submitting an application is Thursday, September 30. Please call Jeff Zehr at (215) 391-9583 for more information.

## Nutrient Management Show Set

ANNAPOLIS, Md. — Maryland Department of Agriculture Secretary Robert L. Walker announced that the next Nutrient Management Certification Examination is scheduled for Wednesday, September 15 at MDA's headquarters building in Annapolis.

The exam is open to qualified consultants and members of the fertilizer industry seeking to provide farmers with state-approved nutrient management recommendations.

Those interested should submit a completed application along with a \$50 fee to MDA by August 31. (Personnel from government agencies are exempted from the \$50 payment requirement.) Applications may be obtained by calling Brenda Washington at (410)

841-5863. A list of recommended study materials will be supplied to all qualifying applicants.

Established in 1992, Maryland's Nutrient Management Certification Program is a key tool in the state's efforts to reduce nutrients entering the Chesapeake Bay by 40 percent by the year 2000. Qualified individuals are certified by MDA to join a team of 20 specially-trained Cooperative Extension Service consultants as

state-approved nutrient management providers.

Using soil tests, manure analyses, and computer technology, consultants provide farmers with a "prescription" approach to fertilizer use. This helps ensure that nutrients applied are used by crops and not lost to the environment.

Earlier this year, 83 applicants passed the first Nutrient Management Certification Examination and were subsequently certified as nutrient management providers.

MDA offers the certification examination twice yearly, along with periodic training courses.

"The response to this voluntary program by consultants and the fertilizer industry has been tremendous," said Secretary Walker. "We're looking forward to another good turnout for the exam."

For more information on Maryland's nutrient management certification program, call (410) 841-5863.

*Milk* IT DOES A BODY GOOD.

## 2 SPECIAL LANCASTER FARMING SECTIONS COMING!!!

### KEYSTONE INTERNATIONAL LIVESTOCK EXPO (KILE)

SAT., SEPT. 18, 1993

- Special Exhibitor Features
- Background Stories
- Schedule Of Events
- Show Building Layout
- Person Of The Year Award
- Youth Winners (4-H and FFA) Awards

Deadline Thurs., Sept. 9

### POULTRY NOTES

SAT., SEPT. 25, 1993

- Northeast Poultry Show Preview
- Special Features:
  - Poultry Manure Marketing
  - New Penn State Poultry Laboratory
- Poultry Pointer Articles
- Schedule Of Show Events And Show Building Layout

Deadline Wed., Sept. 15

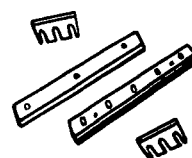
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