



Business News

Jonik Promoted At Keystone Farm Credit

LANCASTER (Lancaster Co.)— James R. Jonik was recently promoted to senior vice president - credit operations with Keystone Farm Credit, ACA. The promotion was announced by

president and CEO, Philip W. Kimmel.

Jonik was raised in Kimberton, Chester County and was graduated from Phoenixville Area

High School. He acquired his interest in agriculture by working on farms during his high school years and from living in the farm community. Jonik received a bachelor's degree in agronomy in 1979 from Delaware Valley College.

Before joining Farm Credit in 1980, Jonik worked on a large cash grain and hay operation in northern Bucks County. During his 13 years with Farm Credit, he has served in various capacities. Most recently, he was responsible for the overall supervision of the Avondale, Lancaster, Quarryville, and Silverdale branch offices. During his employment, he has become proficient in working with large and complex loans while specializing in the mushroom industry.

In his new position, Jonik will be chief credit officer and responsible for the supervision of all eight Keystone branch offices in the 15 southeastern Pennsylvania counties.



Dr. J. Thomas Sims, right, faculty supervisor for the University of Delaware soil testing program, and Karen Gartley, program coordinator, present former program director Leo Cotnoir with a copy of a bulletin summarizing the program's 37-year history. The publication is dedicated to Cotnoir.

Soils Lab Publication Dedicated

NEWARK, Del. — The University of Delaware College of Agricultural Sciences has dedicated a bulletin summarizing the history of its soil testing program to Leo Cotnoir, former program director and a longtime faculty member of the department of plant and soil sciences.

The bulletin is "The University of Delaware Soil Testing Program: History, Philosophy, and Value, A Thirty-Seven Year Summary (1957-1993)."

Cotnoir retired in 1985 after a teaching career that spanned nearly four decades. His enthusiastic application of the principles of soil science to agricultural and environmental issues inspired count-

less students. Today, many of these men and women are making important contributions to the field of soil science.

Under Cotnoir's supervision, the university's soil testing laboratory grew from a few test tubes and simple benchtop equipment to a highly sophisticated, fully automated operation. He also coordinated the development and updating of fertilizer recommendations for all Delaware crops and directed the implementation of a computerized system for generating soil test reports. Farmers homeowners, researchers, and cooperative extension professionals are all beneficiaries of his foresight and dedication.

Martin Becomes Manager

NORTHUMBERLAND (Northumberland Co.) — Ken Martin of Buffalo Crossroads has recently been promoted to the position of Farm Manager for Furman Foods, Inc. of Northumberland.

Prior to his promotion, Martin served as manager of several experimental growing programs for tomatoes and peppers for Furman Foods since October 1989.

He assumed his new managerial duties on December 1.



Ken Martin

Small Business Seminar Set

FRANKLIN (Venango Co.) — A small business development seminar is being sponsored by Penn State Cooperative Extension and is open to anyone that has an interest in small business development.

The seminar will be held Feb. 5 at Cross Creek Resort in Titusville from 9 a.m. - 3 p.m.

Registration fee includes lunch and all materials and is required by January 30.

The seminar is intended for individuals that have started or are considering starting their own small business. These businesses are developed from a personal interest or hobby and are located in the home or on the same premises. These business people must not

only provide the manual labor needed to supply the produce or setting, but also provide the management skills to run the business.

The survival of your business will require you to acquire and maintain good business management skills.

This seminar will provide information on developing business plans, advertising, and government regulations. The program will also include a panel of small business owners who will share their experiences in running a small business.

For more information or to register, write the Venango County Extension office, PO Box 468, Franklin, PA 16323, or call (814) 437-7607.

Vacuum Pump Withstands Long Use

NAPERVILLE, Ill. — The new Surge turbine vacuum pump is engineered to withstand long hours of commercial dairy use while heating the dairy's water or facility at no extra cost.

Air turbine design promotes longer pump life by eliminating internal friction that causes vibration and noise. Because the turbine vacuum pump uses no belts, water or oil, it lowers maintenance costs and eliminates the need to collect or dispose of oily exhaust.

A heat exchanger, available from Surge dealers, reclaims heat from the pump's exhaust for heating water or facilities.

"The Turbine Vacuum Pump can heat most of the hot water

used to clean equipment for a typical commercial dairy," said Scott Opland, product manager at Babson Bros. Co. "Reduced demand on electric or gas water heaters lowers dairy operating cost, as does the pump's high efficiency and low maintenance needs."

The 17.1 horsepower pump is rated 200 CFM at 12.5 inches of mercury. An air filter assembly and safety shut-off valve are sold with the pump.

For more information on the Surge turbine vacuum pump, contact your local Surge dealer or write to Surge Turbine Vacuum Pump, Babson Bros. Co., 1880 Country Farm Drive, Naperville, IL 60563.

Soil Phosphorus Topic At Corn, Soy Conference

NEWARK, Del. — Corn and soybean farmers can learn about phosphorus, soil and the environment at the annual Corn and Soybean Conference set for Feb. 16 at the Wicomico Youth and Civic Center in Salisbury, Md.

Dr. Tom Sims, University of Delaware professor of soil sci-

ence, will discuss the issue of excess phosphorus in soils and what can be done to address the problem.

Long recognized as a problem in European countries, excessive phosphorus can be a result of spreading large quantities of poultry manure.

"In the Delmarva area, there is a problem of phosphorus buildup to excessive levels well beyond what crops need," Sims said. "About 70 percent of the soil samples that come through the university's soil testing laboratory are high or excessive in phosphorus. Looking at these soil test results, we see a potential problem in the area."

Sims said phosphorus buildup is often seen in areas with concentrated animal-based agriculture. Whether poultry, dairy or swine, the manure contains more phosphorus than can be taken up by field crops.

Although phosphorus does not readily leach into groundwater, and thus does not pose a threat to drinking water, it can have detrimental effects on the environment.

"Excess phosphorus does have an environmental impact on surface water," said Sims. "It stimulates algal growth in bodies of water, which can result in fish kills."

Sims said no-till practices, buffer strips, and grass waterways all help to contain phosphorus and prevent it from moving into bodies of surface water. Sims will discuss his research on controlling drainage of phosphorus-laden water and corrective measures at the meeting. His talk is scheduled for 11:15 a.m.

The conference, which runs from 8:30 a.m. until 3 p.m., also will include presentations on weed problems, soil compaction, droughty soils, and marketing. Complete schedules of the conference are available at county extension offices in Delaware and Maryland.

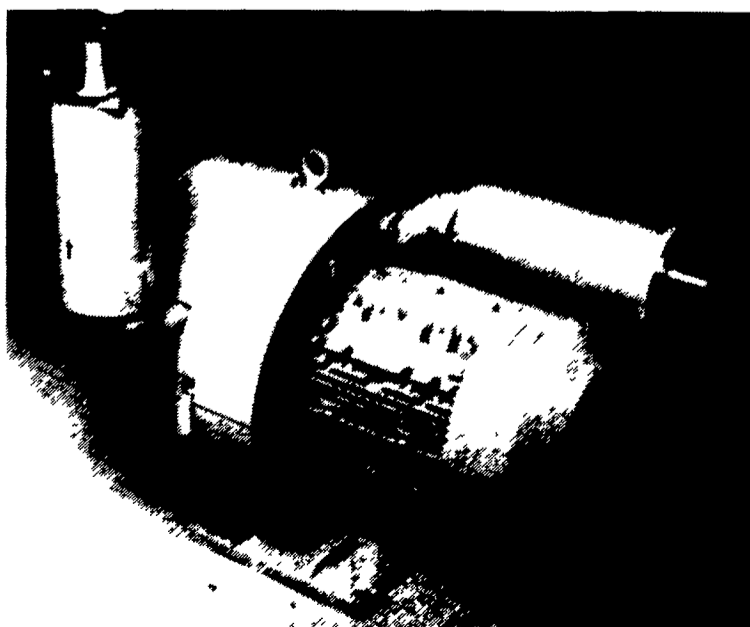
Smith Becomes Loan Officer

MERCER (Mercer Co.) — Blaine L. Smith recently became a loan officer for PennWest Farm Credit, ACA (Agriculture Credit Association) in the Curryville office, according to Eastern Service Area Manager Jay Chamberlin.

Prior to joining Farm Credit,

Smith was county executive director for ASCS for Blair County since 1991. He was with USDA a total of seven years.

Smith was raised on a Montana wheat and cattle ranch and received his bachelor's from Montana State University in business.



The Surge turbine vacuum pump lowers maintenance, reduces noise, and provides free heat for hot water.