

## Six-County Group Considers Agribusiness Development

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nia, 20 percent of the 5.5 million jobs are in agriculture, yet sometimes the perception of agriculture is just one piece and that's the farmer, he said.

"There's \$4 billion in cash receipts at the farm gate and \$40 billion dollars at the processing end," he said. "There's a twelve million population in Pennsylvania and 1 percent is farmers," said Evans. "The DER would consider that an endangered species."

Comparing Pennsylvania's agricultural technology to some other states, Zerby said, "The Pennsylvania producer of meat, milk and eggs is light years ahead in technology. We must stay on the leading edge of technology." He said the greatest growth has been during the past two decades.

"In order for the agriculture industry to thrive and remain a viable industry, we must remain strong in the Southern Alleghenies," Zerby said, listing five areas of need for future growth: awareness, contacts, lenders, ag-zoning and leadership.

Zerby said awareness involves three risks — input costs such as fuel, labor and feed; the market; and production.

"We don't want to own animals," said the Purina representative, "but to control genetics so the animal will be consistent."

If a company owns a unit but not the animals, then the risks supposedly are removed if the owner/producer takes on the risks of production. He would then also deserve to share in the profits, according to Zerby.

Contacts, he said would be equipment processors, builders and feed companies.

"Lenders will play a major role in the growth of agriculture in this area," said Zerby. He asked them to sometimes consider the animal husbandry potential of younger producers instead of the old standby, equity, for the lending basis.

"The hog smell is good to me," joked Zerby when discussing ag-zoning with slides for visual aids. He said a hog operation will be built in the Southern Alleghenies rather than a northern state site because of problems with that area's county commissioners.

"Look back over the growth in any industry and you'll find lead-

ership," said Zerby about the fifth crucial need. He said growth won't happen without good leadership.

Clemens of Hatfield Quality Meats was quick to state his unequivocal belief that the "Mom and Pop" business can indeed survive in today's business environment. The Montgomery County based family-owned company is aged 100. When Clemens said he daily rubs shoulders at work with some 20 of his cousins and uncles, he said it proudly.

"We're here to talk about change," he said. "We need to produce great animals because the consumer demands it, but we need to work together," he said.

"The dynamics are there. We are at the gateway to the East Coast," he said. "We have the greatest resources in Pennsylvania right here."

Clemens said that 20 percent of the hogs processed by Hatfield come from North Carolina. The company hauls them.

Jobs can be created here through raising animals. New feed mills and more trucking services would be needed. And the land could be better utilized in producing corn and hay.

"This kind of potential growth means networking and the integration of the industry, according to Clemens. He said everybody can get involved and get a piece of the pie.

"Our production is at 60 percent," said Clemens. "Most comes out of North Carolina. We would love to come to the Southern Alleghenies for pigs," he said. "The reason we are looking to the Southern Alleghenies is urban sprawl has come to us."

One example is the \$250,000 home that Clemens said was built 40 feet from the company wastewater treatment site. Forget who arrived first, it's an apparent, irrelevant fact.

Clemens urged the Southern Alleghenies to be a role model, to set the standard for bringing one-stop shopping to agriculture.

"We need to work together and come to an understanding, said Clemens. "Don't think about the dollars. We in America and Pennsylvania can produce high quality food for the world. The dollars are there and they are staying," he

UNIVERSITY PARK (Centre Co.) — The recent cold and snowy winter has most Pennsylvanians looking forward to the heat of summer. While warm weather may be a welcome change for people, it can spell trouble for poultry, said an expert in Penn State's College of Agricultural Sciences.

"Poultry can tolerate a wide range of environmental conditions," said Dr. Michael Hulet, associate professor of poultry science. "But most of these conditions are not conducive to optimum growth or efficiency."

"Poultry perform best when the environment around them minimizes stress and allows all nutrients to be used for growth and reproduction."

To help ensure peak production, Hulet recommends controlling poultry house temperatures through proper ventilation. "Air rushing over the birds' heads by directed vents or circulating fans helps to moderate the environment at the birds' level," said Hulet.

"At very high temperatures, or if a hot spell starts quickly and doesn't allow time for acclima-

tion, mortality and tremendous decreases in growth can occur," he said. "Circulation of air within the house, especially when moisture is added by fogging, can help cool the birds and prevent losses and poor performance."

Early in life, chicks and poults also are sensitive to drafts and temperature changes as small as two or three degrees. During the brooding stage, growers should observe bird behavior and keep temperatures constant.

"If the chicks are huddled together, determine whether the behavior is caused by low temperature or draft," Hulet said. "Air direction is important for young birds — the inlet air should be directed toward the ceiling to mix the air coming into the house."

Hulet also recommends that ventilation equipment be checked and cleaned before summer. "During winter, condensation and poultry dust coats belts, motors and wire mesh around fans, and vents, restricting air flow to the birds," he said. "Spring cleaning shouldn't be delayed until the hot weather arrives."

## Poultry Expert Says Take Heat Off Birds

Hulet said producers also should make sure that fresh, clean and cool water is available to their birds. "Waterers can provide the ideal environment for bacterial growth, especially if they contain nutrients from feed residues," he said. "Between flocks, water systems should be cleaned with a line cleaner, drained and flushed. Chlorine treatments frequently are used to help reduce contamination."

Depending on the type of watering system, water level or pressure also should be adjusted when outside temperatures are high to allow for increased water consumption by the flock. "If you don't provide enough water," said Hulet, "feed consumption falls and growth suffers."

"Fresh air and water are basic to good production practices," he said. "By protecting against unhealthy environments, you'll produce healthier and more productive birds."

## Maryland Announces Field Days

ELKTON, Md. — The University of Maryland Cooperative Extension has announced details and entry deadlines — most set for July 1 — for the state's breed field days for 1994.

The location of the Holstein Field Day is at the Howard County Fairgrounds in West Friendship. The four other breeds' field days are to be held at the Frederick Fairgrounds in Frederick.

According to a newsletter from the University of Maryland Extension Service, the Holstein field day is scheduled for July 18, F/S 4:30 p.m./6:30 p.m.

The Guernsey and Ayrshire shows are to be held July 30, starting 10 a.m.

The entry deadline for the Holstein field day is July 1 and entries should be sent to Martin Hamilton, 3525-L Ellicott Mills Drive, Ellicott City, MD, 21043.

The deadline for Brown Swiss is July 1 and entries should be sent to Stanley Fultz, Frederick County Extension, 330 Montevue Lane, Frederick, MD, 21702.

For the Jersey breed, the deadline is July 1, and those wishing to enter should write to David Greene, Carroll County Extension, 700 Agriculture Center, Westminster, MD 21157.

The deadline for entering the Ayrshire show is July 15, and entries should be sent to Martin Hamilton.

For the Guernsey show, the deadline for entry is July 15, and entries should be sent to Donald Schwartz, Washington County Extension, 1260 Maryland Avenue, Hagerstown, MD, 21740.

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