



Clark Slothower, right, is service manager of the tractor service department at C B Hooper & Son Inc. He replaces Eby Hershey, left, who is manager of Hooper's recon department.

Service Management Changes At Hooper's

INTERCOURSE (Lancaster Co.) — Charles Hooper, Jr., president of C B Hooper & Son Inc. has announced the appointment of Clark Slothower as the service manager of the tractor service department, replacing Eby Hershey, who moved into the new position of manager of Hooper's recon department.

Clark Slothower joined C B Hooper & Son Inc. in April 1993 as assistant service manager, tractor service. A graduate of Iowa State University, he was employed by Sperry New Holland from

1980 - 1992. From 1992 until joining Hooper's, Clark was the business administrator at Lancaster Covenant Church.

"Used equipment preparation and reconditioning is also critical to the success of our business," said Charlie Hooper, "and we asked Eby Hershey to accept the challenge of managing this new department. Eby has worked for us since 1964 and managed the tractor service department since 1979. His experience will be essential to making the needed improvement in used equipment turnover."

Bendorf Receives AFGC Award

SHAWNEE MISSION, Kan. — Hank Bendorf, general manager of private brands for ABI Alfalfa, was recently honored by the American Forage and Grassland Council during its annual awards banquet in Lexington, Ky.

Bendorf received the prestigious AFGC Merit Award for his numerous contributions and years of service to forage-based agriculture. One of Bendorf's nomination supporters wrote, "Hank is a totally honest seedsman who is dedicated to the welfare of the farmer who depends upon forages for a living."

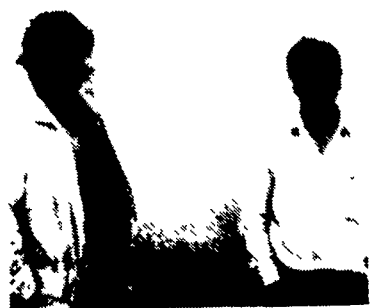
As general manager of private brands for ABI Alfalfa, Bendorf works with numerous and diverse seed companies to provide them with marketing support and high-quality alfalfa seed to sell under their own label. Bendorf also works closely with ABI research and development staff, including Dr. Jim Moutray in Napier, Iowa, to continuously develop and refine alfalfa varieties with better winter-hardiness, increased disease and insect resistance, and higher yield potentials.

Bendorf's contributions and service to agriculture began some 50 years ago during his childhood on a general crop and livestock farm in Eastern Iowa. Bendorf continued with his agricultural training at Iowa State University, where he received a bachelor's degree in agronomy in 1961. Over

the years, Bendorf has contributed heavily to agriculture both in the work place and with consistent association support. He is the chairman of the farm seed division of the American Seed Trade Association (ASTA), the development officer for the Forage and Grassland Council, a member of the Kansas Forage and Grasslands Council, and is on the board of directors for the American Forage and Grasslands Council.

Dairy Specialists Complete Program

SHIPPENSBURG (Cumberland Co.) — David Livermore of Shippensburg and Gerry Potter of Carlisle, both dairy specialist, at Cumberland Valley Co-op suc-



David Livermore, left and Gerry Potter recently completed the Penn State Dairy On-Farm Problem-Solving Teleconference.

cessfully completed the recent Penn State Dairy On-Farm Problem-Solving Teleconference. "Dairy On-Farm Problem Solving: The Process," is a satellite program in which ag professionals learn a systematic approach to on-farm problem-solving. The day-long program provided the opportunity to review farm records and inspect animals, housing, and feeding facilities. Introductory techniques in a cooperative problem solving process were demonstrated and applied to assist in identifying, quantifying, and developing responses for a client's problems. The satellite program format allowed for dialog between extension specialists at Penn State University and participants at the downlink sites.

Nitrogen Soil Test Saves Money

LEOLA (Lancaster Co.) — Nitrogen management has always been a key concern for farmers. Some of the previously used management strategies farmers have employed involve soil testing to monitor organic matter levels in the soil, crop rotations, and manure management.

Since it is known that given amounts of nitrogen will become available from decomposing organic matter in the soil, using soil testing to measure organic matter levels can help predict nitrogen that will be released over the growing season.

Today we have new technology that takes the art of soil-available nitrogen prediction and brings it even closer to a true science. This involves the use of a hand-held digital readout meter called the Cardy meter, which is about the size of a standard pocket calculator and is available from Gro-Mor Plant Food Co. in Leola, (800) 270-0047. These handy meters can provide instant, accurate nitrate readings from water, liquid fertilizer, liquid manure, and soil samples.

All the operator needs to do is place a drop of a solution on the meter's lens and observe the digital readout to determine the PPM (parts per million) of nitrate. To test a field for available nitrogen, a standard soil sample is taken representatively throughout the field, mixed in a bucket, and scooped into a specially designed filter bag that comes with the Cardy meter. It is then mixed in the bag with about one cup of a distilled water solution and shaken for one minute before the bag is squeezed at one end to allow several drops of clear solution to drop onto the meter's lens (the muddy water stays in the bag) through the built-

in filter opening in one corner of the bag.

Those who wish to purchase a meter for their own use or have

this service provided for them should call Gro-Mor today for the name of a representative in their area.

Signs Present Opportunity To Manage Medullary Bone

ROANOKE, Va.—The onset of sexual maturity signals a "window of opportunity" to manage a pullet's medullary bone before she "roars into production," according to management consultant Gil Dedrick of Global Poultry Marketing, Burnsville, Minn.

Managing the medullary bone, from prelay through the laying cycle to molt or cleanout was the theme of Dedrick's presentation at the Virginia Poultry Health and Management meeting here recently.

"During the early stages of lay," Dedrick said, "pullets are in a negative calcium balance which can't be alleviated simply by raising calcium levels. Since feed intake is low at this stage, to produce a good eggshell the bird must mobilize medullary bone to meet her calcium needs."

Dedrick said the onset of sexual maturity signals a physiological process that induces the formation of medullary bone. "You won't pick up these signals on the laptop computer," he said. "Look for swelling and color changes of the comb and wattles."

"This is the time to add some oyster shell to the diet and step up calcium levels to 3.3 to 3.5 of the ration to form adequate reserves of medullary bone."

Other recommendations of the speaker include routine specific gravity testing to monitor eggshell quality before problems develop and testing feed for calcium separation.

Dedrick said he uses the percent "floaters" in a room-temperature salt solution of 1.08 specific gravity as a guideline in making adjustments in the level of oyster shell needed rather than making changes simply based on the age of the bird.

According to the speaker, feed samples taken at the hopper outlet, the far turn, and the return side of long cage rows often show a wide range of calcium levels. Some birds may be getting too much calcium, while others are deprived of enough to make a strong eggshell. A calcium source such as oyster shell with a specific gravity similar to that of a typical corn/soy layer ration is less apt to settle out in long feeder lines.

Fretts Becomes Fair Executive

UNIONTOWN (Fayette Co.) — Donald C. Fretts of Scottdale has been awarded the status of certified fair executive (CFE) by the International Association of Fairs and Expositions.

The certification is based upon a rigid scorecard of management skills, education, and leadership. The award designation was made in Little Rock, Ark., during the IAFE membership's Annual Spring Management Conference.

Drawing from more than 3,200 organized fairs in the United States and Canada, 12 fair executives qualified for the coveted CFE award in 1995. Since 1979, only 152 persons have qualified for CFE status, seven of which now have been awarded to Pennsylvanians.

Fretts is a native of Scottdale, and has served the Westmoreland Agricultural Fair since 1975 as a director, treasurer, president and most recently as executive director/manager. Fretts is consulting with the Westmoreland Fair and others in the southwest Pennsylvania area.

In January, Fretts joined the staff of Penn State as extension agronomist, and works in Fayette, Greene, Washington and Allegheny counties.

Air Drill Offers Strength, Durability



ASSARIA, Kan. — The new Great Plains 1150 Air Drill offers strength and durability without excessive weight. Its 28-inch underframe clearance and three ranks of hoe openers easily handle residue in chem-fallow fields.

Single point depth control sets the planting depth for the entire drill and the star wheel metering system delivers even and consistent seed flow. Central filling and an optional auger make loading and unloading the bin faster and easier.

The 1150 Air Drill is available in 45-foot and 34-foot widths and folds hydraulically to 20 feet for transport. For more information, contact Great Plains Mfg., PO Box 218, Assaria, KS 67416, (913) 667-4755.

Grain Systems Recognizes E.M. Herr



WILLOW STREET (Lancaster Co.) — Grain Systems, Inc. (GSI), a leading manufacturer of grain storage and handling equipment located in Assumption, Ill., has recognized E.M. Herr Equipment, Inc. for outstanding sales and service in 1994.

E.M. Herr was recently presented with the Gold Award and State Award for premier sales in GSI equipment.

Pictured are Richard Burkholder, left, grain equipment sales for E.M. Herr and Robert Mitchell, district manager for GSI.