



# Business News

## Dekalb Hires District Managers

LITITZ (Lancaster Co.)—Dewey Shaffer III recently joined the Dekalb Swine Breeders, Inc. as district service manager for the northeast district.

Shaffer will provide technical management expertise and support for Dekalb customers. He will also provide technical support for Dekalb customers as they adopt artificial insemination techniques on their hog operations. Shaffer brings with him strong swine pro-



Dewey Shaffer III

duction experience from working for Pennfield Corp the past nine years.

Curtis Boos has recently accepted the position of district sales manager in the northeast district for Dekalb Swine Breeders, Inc. Boos was the district service manager for Dekalb in the northeast. He has been employed by Dekalb for 10 years, of which the past six have been in the Northeast.



Curtis Boos

## Empire Livestock Names General Manager

SYRACUSE, N.Y.—Dale Chambers, president and manager of Burton Livestock Exchange, Inc., Vernon, N.Y., has been named as the new general manager for Empire Livestock Marketing Inc.

In this capacity, he will oversee all the markets and operations, provide management expertise, analyze potential market acquisitions, and develop strategic plans for the organization going forward.

"Dale brings more than 20 years' experience in livestock marketing and a reputation for honesty and fair dealing," said Rick Smith, chief executive officer for Dairylea Cooperative Inc., which owns Empire Livestock. "His strong knowledge of the industry and his record as a sound businessperson will enhance Empire's reputation and operations for years to come."

In connection with Chambers' appointment, Empire Livestock has completed a transaction whereby the Burton Livestock Exchange will become a part of



Dale Chambers

Empire's marketing system, operating as "Burton Livestock."

Chambers received his bachelor's degree from Cornell University in Ithaca, N.Y. and attended the Reppert School of Auctioneering in Decatur, Ind. He is a member of the Vernon Merchants Association.

## Field Day Set

Road and Route 322.

Throughout the day, groups will be visiting with various speakers to discuss ag advancements. Among the topics will be the use of global positioning satellites for pinpoint accuracy with fertility, yields, and pest manage-

HERSHEY (Dauphin Co.)—Reading Bone Agway and the Milton Hershey School, in a joint venture, will be holding an informative field day for valued customers, invited guests, and interested citizens on Aug. 9 at 9:30 a.m., at the corner of Homestead

## Layers Fed Oyster Shells Demonstrate Lower Feed Costs

MOUNT JOY (Lancaster Co.)—A 54-week trial comparing oyster shell and coarse particle limestone found birds on oyster shells ate less feed and demonstrated better feed cost per dozen eggs produced. The trial also found a numerical advantage in livability for the oyster shell-fed birds.

Mike Royal, commercial feed accounts manager for Southern States Cooperative, Richmond, Va., reported on the trial at a recent seminar for Pennsylvania egg producers.

His presentation was based on work conducted by Dr. Lance Minear, manager poultry research

services, Cooperative Research Farm, Providence Forge, Va. The trial conducted with 3,200 DeKalb XL's examined the effect of calcium source and ratios of particle size on laying hen performance.

In his presentation, Royal reported an average of five more eggs per hen housed for a 2:1 ration (2/3 coarse particles to 1/3 fine), over a 1:1 ratio (equal amounts of coarse and fine grind).

Also appearing on the seminar program were Dr. Charles Pitts, Penn State Dept. of Entomology; Dr. Ted Sefton, technical poultry director, Alltech Biotechnology Center; and Gil Dedrick, management consultant of Global Poultry Marketing.

Alltech's Dr. Ted Sefton cited the advantages of biotechnology and noted that it offers a range of natural products and programs that don't require regulation.

For example, Alltech's De-Odorase to reduce ammonia levels utilizes glyco-components of the Yucca plant. Another product, Sal-Zap, is a special blend of organic acid-based feed preservatives that can reduce or eliminate pathogenic bacteria such as Salmonella and E. coli.

Only recently, according to Dr. Sefton, has the feed industry begun to see the value of enzymes as biological catalysts, even though they have been in widespread use in the food industry for many years.

Gil Dedrick, of Global Poultry Marketing, discussing egg shell strength and heat stress, said high temperatures can cause a layer to go from a normal acid balance in her blood to alkaline in about two hours. She then enters a physiological state similar to when calcium is removed from the feed. Egg production and shell quality decline.

"The distinct advantage that oyster shells have over other calcium sources," Dedrick explained, "is that the hen will have a reserve of calcium in her gizzard when evening house temperatures drop and she returns to an acid balance. With this reserve, she will not have to wait for the next feeding to begin getting her calcium levels back to normal. And she won't have to mobilize her medullary bone for shell formation."

## Miller Joins Tri-County

LEBANON (Lebanon Co.)—Mike Miller has joined Tri-County Confinement Systems, Inc. as vice president of market-

ing, responsible to direct national and international marketing. He was previously vice president of marketing for White Oak Mills.

## Guide To Conservation Breeding Available

PITTSBORO, N.C. — The American Livestock Breeds Conservancy announces publication of "A Conservation Breeding Handbook" by D.P. Sponenberg and C.J. Christman. The Handbook describes livestock and poultry breeds as genetic resources and explains the importance of individual breeders in their conservation.

"A Conservation Breeding Handbook" was written primarily for people interested in rare breeds, but it addresses subjects of interest to all animal breeders — developing a philosophy; the concept and practice of selection; a comparison of conservation and improvement breeding; and the uses of breeding systems such as inbreeding, linebreeding, and crossbreeding. The book discusses the considerations necessary in starting a herd or flock, from choice of species and breed through purchase of animals and participation in breed associations, registries, and other networks.

The Handbook includes detailed breeding programs for genetic management of herds or flocks and rescue protocols for critically rare populations. The programs described are based in the science

of genetics but include the practical management considerations which are essential to success.

Some experts claim that individual breeders cannot be trusted with the responsibility of genetic conservation. Quite the contrary is true. Individuals have always been stewards of rare breeds, and the involvement of many people is the only sure way to protect this wealth for the future.

## IAA Accepts Fall

### Semester Applications

COLLEGE PARK, Md.—The Institute of Applied Agriculture (IAA) is accepting applications in ornamental horticulture, urban forest management, landscape management, turfgrass management, and agricultural business management.

The IAA's open-door admission policy requires proof of high school graduation or the equivalent.

Classes begin Tuesday, Sept. 5, and applications will be accepted until the first day of classes for the fall semester. For more information or a catalog, call (301) 405-4686.

ment. Residue tillage and forage harvesting techniques will be covered.

To make reservations, contact Nancy Lynn, Reading Bone, (800) 535-7571 or (717) 866-5205 or Lisa Krick, Reading Bone, (800) 637-0808 or (610) 926-6339. Lunch will be provided.

## Garner Elected To NAA Board

NIAGARA FALLS, N.Y. — Larry W. Garner, CAI, of Carrollton, Ohio, was elected to the board of directors of the National Auctioneers Association (NAA) here at the association's 1995 convention.

Garner owns and operates Larry Garner Realty and Auctioneers.

He was graduated from Carrollton High School in 1958. That same year he completed his studies at Reppert School of Auctioneering. He completed training and scholastic requirements and received his real estate license in 1972 and became a broker in 1978. He received his Certified Auctioneers Institute designation

in 1982.

Garner has been active in the Ohio Auctioneers Association for many years, serving as a board member from 1982-84. He was president in 1989. He was appointed by the governor in 1989 to the Ohio Auctioneers Commission and was elected chairman in 1991.

He has served as vice president of the National Auctioneers License Law Official Association and was chairman of NAA's Personal Property Council. Garner has been active in several state associations, giving seminars on consignment and firearms auctions.

## Farm Credit Builds New Branch

LEWISBURG (Union Co.) — To accommodate the increased number of customers in Mifflin and Juniata counties, the board of directors of Northeastern Farm Credit, ACA, has announced the construction of its new branch office location on Ferguson Valley Road, just off the Burnham exit of Rt. 322 at Yeagertown.

Construction has begun and the company is planning to move from its location at 3rd and Grand Street to the new location on Nov. 1.

"We are very pleased and excited about this move," said Dent Hawthorne, branch manager. "It enables us to upgrade our facilities to provide superior customer service. The move also helps position Farm Credit to meet the changing financial needs of agribusiness into the future."



Northeastern Farm Credit recently began construction of a new facility. From left, Dent Hawthorne, branch manager; Robert T. Reich, president; and Richard Crawford, director.