



Tours Examine Varieties



EAST PETERSBURG (Lancaster Co.)—Chemgro Seeds completed two corn plot tours held on Sept. 7 at the Paul Zimmerman Farm, Ephrata and Sept. 8 at the Clarence Keener Farm, Manheim.

The photo is of Woody Funk, president of Chemgro, left, and John Yocum, speaker at Ephrata.

Chemgro displayed its latest corn and soybean varieties. Experts were on hand to discuss weed and pest control problems. Companies represented were American Cyanamid, Ciba, Bayer, Dupont, Monsanto, FMC, and Zeneca. The high point of the day was a contest estimating the top variety and yield.

Bank Launches Livestock Lending Program

HARRISBURG (Dauphin Co.)—Dauphin Deposit Bank and Trust Company has inaugurated a new loan program to meet the financing needs of dairy farmers and cattle feeders.

Through a special arm of its small business banking unit, Dauphin Deposit will extend loans to customers in southcentral Pennsylvania to assist in their purchase of livestock.

A full-service commercial bank, Dauphin Deposit is staffing

its small business loan unit in Lancaster County with four full-time lenders working out of any of nine offices in the county.

In recent weeks, Dauphin Deposit has begun to finance purchase of livestock at the New Holland Sales Stable for area farmers.

Terry Kreider, manager of Dauphin Deposit's New Holland branch, directs the bank's livestock financing program. He can be reached at (717) 355-8270.

Ag Center Is Sales Rep

LANDISVILLE (Lancaster Co.)—Hoffman Seeds, Inc., has appointed Locust Brook Ag Center, Manheim, as a sales representative for Lancaster County.

Locust Brook Ag Center will handle the full line of Hoffman products, including Funk's G® Brand hybrid corn.

Locust Brook Ag Center has 40 combined years in the business and has been associated with farming for a combined total of 70 employee years. Locust Brook Ag Center is a member of the Pennsylvania Farm Bureau and Manheim Young Farmers.

Kutz Named To Sales Force

INDIANAPOLIS, Ind.—Elanco Animal Health recently named Jill L. Kutz, Tunkhannock, Pa., as a cattle sales representative for a Northeast territory.

The territory, which includes New York, New Jersey and New England states, was broken out of a larger territory to allow for enhanced customer service.

Before joining Elanco, Kutz was employed by Mary Kay Cosmetics, Inc. as a sales representative and was responsible for pro-

ducing sales that placed her in the top five percent of the entire sales force. Prior to this, Kutz was a telesales representative for American Cyanamid Company's Animal Nutrition and Health Department.

Kutz, who holds a bachelor's in agricultural economics and rural sociology from Penn State, has been actively involved in the Dairy Science Club, the American Dairy Science Association, and Penn State's Agriculture Advocate program.

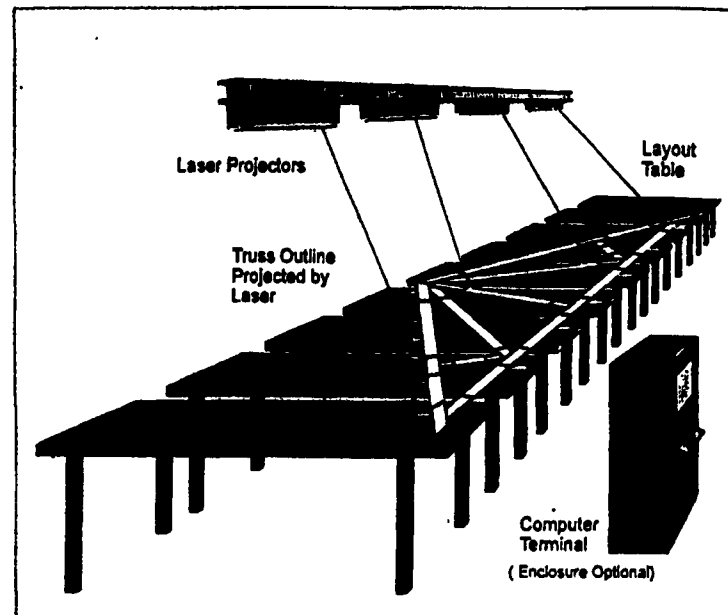
Truss Design Uses Pinpoint Lasers

COGAN STATION (Lycoming Co.)—Black Bear Truss Corporation uses ceiling-mounted lasers to project a truss outline onto the steel assembly table.

This precision type of outline provides final-stage verification of size, position, even the saw cut of each chord and web element. Any error is obvious at a glance as the jig is loaded. The outline also shows the size and positioning of the connector plates.

Located in the Lycoming Creek Valley near Cogan Station, Black Bear Truss manufactures roof trusses up to 80 feet clear-span. Now in its tenth year, the company employs 20 and sales volume has grown to \$2 million annually.

The trusses are computer-designed and custom built to meet or exceed area building codes and project requirements. Ongoing quality assurance is maintained



Black Bear Truss Corporation uses lasers during truss layout to ensure accuracy and quality.

through regular inspections by the Truss Plate Institute, reinforced by even more stringent requirements of Black Bear Truss.

Software Helps Farmers Develop Manure Application Plans

ST. PAUL, Minn.—Many farmers are concerned about the environmental impact of their farming operations. For livestock producers, a primary concern is proper manure handling and utilization. Producers are equally concerned, however, about the financial status of their farm business.

A new software tool from the University of Minnesota allows farmers to address both these concerns. Developed by the Center for Farm Financial Management at the University of Minnesota, Manure Application Planner (MAP) version 3.0 helps farmers develop environmentally sound and economically viable manure application plans. Based on individual farm planning data, it helps users calculate a plan that does not over-apply nutrients and is also cost effective. It also compares the cost of applying manure versus the cost of applying commercial fertilizer.

"Developing manure management plans is one of the hottest topics these days for livestock producers," said Mike Schmitt, University of Minnesota soil scientist. "But any management changes we suggest for a specific field must fit into the overall plan of that farm. While generic recommendations, such as manure analyses and equipment calibration, may be suitable for most farms, manure application rates and methods are dictated by the economics of that practice for the individual farmer."

To develop a plan, users enter the amount and analysis of manure on the farm, the fields where manure may be applied, crop nutrient recommendations, manure application and hauling costs, and the cost of commercial fertilizer. If farmers are evaluating a new livestock enterprise, or if a manure test is not available, MAP can estimate the manure production and analysis amounts.

Once this information has been entered, MAP determines the most cost effective plan that does not over-apply nutrients. It calculates the best application rates and locations for manure to be applied. If more than one application method is available, MAP selects the optimal application method as well.

If users already have an application plan in mind, they can enter it directly. MAP then calculates the nutrients applied from manure, any supplemental fertilizer needs, and documents the application

plan.

The software includes user-friendly features such as a pop-up calculator and context-sensitive help messages. It also comes with a comprehensive user's manual and toll-free technical support.

MAP was developed by soil science and farm management extension specialists at the University of Minnesota. For the past four years, the software has been used by staff of the Minnesota Extension Service, Minnesota Natural Resources Conservation Service, and the Minnesota Pollution Control

Agency. With the new version, MAP is also available for individual farmers to use in developing and documenting manure application plans.

MAP retails for \$95. Hardware requirements include an IBM or compatible computer, MS-DOS 3.3 or higher, 80386 or later processor and at least 2 megabytes of RAM. For more information, write Center for Farm Financial Management, 249 Classroom Office Building, 1994 Buford Avenue, St. Paul, MN 55108, (800) 234-1111 or (612) 625-1964.

Implement Company Sells White Tractors

RICHLAND (Lebanon Co.)—Lebanon Valley Implement Company, serving area farmers for more than 49 years, is an authorized White dealership, providing sales and service support for White tractors from 65 to 215 PTO horsepower.

"The addition of White tractors will help us continue to meet the needs of our customers by offering equipment with features and accessories previously not available through our dealership," said

John Zimmerman, co-owner.

"White tractors are a well-recognized brand with a reputation for quality and reliability, and we invite farmers throughout the area to stop by for a first-hand look at these machines."

Leon Stauffer, parts manager, said the dealership will stock replacement parts for all present owners of White equipment, and maintain an extensive parts inventory for new equipment purchasers.



OLEY (Berks Co.)—From a Kutztown dairy farm to Atlantic City, N.J. is an experience of a lifetime for Linette Mertz. Linette is the daughter of John and Raelyn Mertz, pictured here in front of their new John Deere tractor purchased at Pikeville Equipment.

The Maxatawny Township resident captured her crown as Miss Pennsylvania in June and competed in the Miss America Pageant in Atlantic City.

Linette grew up on the family dairy farm just outside Kutztown and graduated from Kutztown High School and went on to get her degree in education at Kutztown University. She is the third grade teacher at Oley Elementary School.