

C.B. Hooper & Son Promotes Four

INTERCOURSE (Lancaster Co.) — C.B. Hooper & Son, Inc. recently announced the following promotions at its Intercourse and McAlisterville locations: Calvin R. Eby, assistant service manager for the combine/machine shop at Intercourse; Bradley A. Hershey, warranty manager at Intercourse; Robert J. Ratvasky, service manager for the combine/machine shop at McAlisterville; and Larry D. Kirkland, sales manager at Intercourse.

Eby, a graduate of Lancaster Mennonite High School, resides in Lancaster. He joined Hoopers in 1993 as a shipping and receiving clerk. In his new duties, Eby will be responsible for completing shop bills and warranty requests and assisting the service manager with the management of the combine/machine shop.

Hershey was first employed by Hoopers as a stock order clerk in the shipping and receiving department in 1992-1993. He rejoined Hoopers in 1994 as a service clerk in the parts department. A graduate of Lancaster Mennonite High School, Hershey will be responsible for assisting servicemen with the retrieval of parts and ensuring that warranty requests are completed in a timely fashion.

Ratvasky is a graduate of Wilmington Area High School and furthered his education at Penn State, where he received a bachelor's degree in agricultural mechanization. Ratvasky joined Hoopers as an assistant service manager for the combine/machine shop at Intercourse in 1990. A resident of Cocolamus, Ratvasky will use his extensive experience with yield monitoring systems and uptime service programs to manage the combine/machine shop at McAlisterville.

Kirkland will use his 25 years of sales and marketing management experience to oversee the sales operations for all three

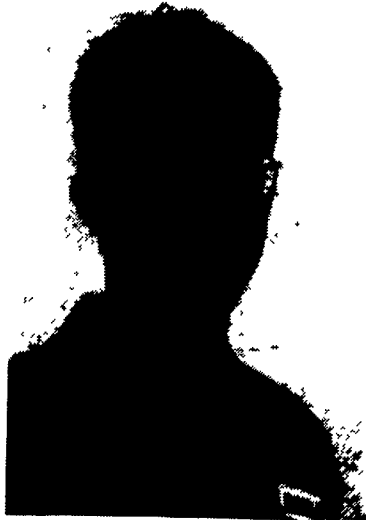
Increase Profits, Decrease Costs With System

MADISON, Wis.—It is becoming more and more apparent that succeeding at dairy farming in the future requires producers to develop better management skills.

Though this can take many forms, one of the best ways is with the new Bou-Matic ProVantage™ Integrated Management System, according to Ron Curran, product manager.

"With the ProVantage system, operators now have access to vast amounts of information. They can track the amount of milk each cow is producing at each milking; measure milk conductivity; evaluate herd health trends, the effects of feed and environmental changes; and calculate profit over feed cost to spot unprofitable cows," Curran said.

Dubbed the "Five Levels of ProVantage," he explains that each level represents a different management strategy. As the producer ascends through the levels, the amount of automation increases, as well as the amount of information the operator can get from each cow.



Calvin R. Eby

Hooper locations. A native of Lebanon, Ky., Kirkland spent 15 years in the sales and marketing of International Harvester equipment. Later he served as national sales manager for the Steiger Tractor Company, and as vice president of sales for Grumman



Larry D. Kirkland

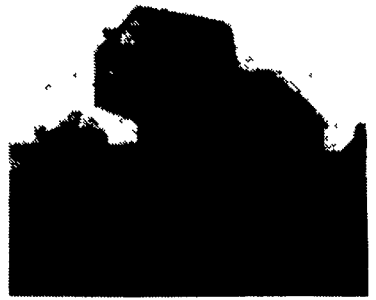
Olson, a truck manufacturer. Most recently he served as general manager for a Case Power & Equipment store in the Dallas/Ford Worth, Texas area. Kirkland is a graduate of Western Kentucky University with a degree in business.

Round Baler Makes Four-Foot Bales

NEW HOLLAND (Lancaster Co.) — The new New Holland Model 634 round baler forms dense 4x4-foot, 650-pound bales in dry hay. A 40 HP tractor is ample power for the new machine, said New Holland product management.

The Model 634 is a compact unit that shares features of larger New Holland round balers, according to the company. The pickup has closely spaced curved tines and is nearly a foot wider than the bale chamber to gather short, fine materials, even in bunched windrows. The additional pickup width crowds materials into the sides of the bale chamber for tight, firmer bale ends.

The new "634" forms bales by a combination of rolls and heavy-duty 3-ply belts that minimize leaf loss. In operation, most of the bale weight is carried by the floor roll. Pivoting front rolls provide a large core-forming area for quicker core formation even in short, dry slip-



The new New Holland Model 634 round baler forms 4x4-foot, 650 pound bales. It requires a 40 HP tractor. The new baler shares design features of larger machines. Bales are formed by a combination of rolls and heavy-duty belts to minimize leaf loss.

pery materials. Pressure increases as the bale forms to increase bale density. The electric twine system applies two strands of twine at the same time to minimize wrapping time.

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Newtown Square Farmer Overcomes Challenges

NEWTOWN SQUARE (Delaware Co.) — "Farming in southeastern Pennsylvania is a lot more challenging than farming in many areas of the country," said Rick Schlosberg, who farms nearly 2,000 acres surrounding Newtown Square. "I've farmed here on my own for 15 years and survived because I had to be progressive in thinking, meticulous in practice, and always trying new and better ways to get things done."

Some of those challenges come from the land itself — erosion, rocks, weeds. Others arise from the population — land prices, taxes, traffic, fears of crop protection chemicals, damaging deer populations. Like other southeastern Pennsylvania farmers, Schlosberg has fought to overcome these challenges. Here's how.

"Most of the ground around here is classified as highly erodible. If farmers want to stay in the program, whatever that is right now, they must maintain residue levels," Schlosberg said. "What easier way is there than no-till?"

Schlosberg began no-tilling in 1981 to reduce labor inputs in his one-man operation. Additional benefits soon followed. With less tillage, he found that he pulled fewer rocks up to the soil surface, leaving them too deep to damage equipment or slow down fieldwork. Soil quality improved. Erosion lessened.

He reports that no-till yields remain equal with conventional fields in normal years, and even higher in dry years.

According to Schlosberg, no-till requires more intensive management than conventional tillage.

"You have to be willing to work with no-till and at no-till

until you get it right. Many farmers don't no-till don't no-till because of bad first-year experiences," he said.

Selection of seed and herbicide inputs are critical. Schlosberg exclusively uses Pioneer corn hybrids, but not only the most "popular" numbers. Nearly 50 percent of his corn acres are second-year corn fields, which affects his hybrid selection.

"I tend to use a short-season corn variety on what or soybean fields, maybe a Pioneer 3525 or 3394," Schlosberg said. "It seems that the longer season varieties — Pioneer 3346 or 3217 — have better disease resistance to grey leafspot, which is a greater problem in my corn-on-corn."

Weed control is a matter of timely scouting and proper selection. He scouts his field regularly during the season, at least twice prior to post herbicide applications and once more before harvest. He carries an Infielder computer in his combine to record weed escapes.

Schlosberg said he makes next season's herbicide decisions from the combine during harvest.

"For example, I had always been a big Bicep* user in corn, but began seeing frequent mid-season escapes of giant foxtail. Even spiking the Bicep with extra Dual* didn't work," Schlosberg said. "I rent 100 percent of my land. These weed escapes weren't acceptable to me or my landlords."

"So in 1995, I tried Harness Xtra herbicide on 90 percent of my acres. And, I'll be doing it again this season."

Scouting allowed Schlosberg to identify giant foxtail, fall panicum, and triazine-resistant lambsquarters

escapes through the Bicep. Knowing the specific weeds and pressure spots, he could then identify a different herbicide that would provide the control he needed.

"With Harness Xtra, I had excellent long-season control of grasses and triazine-resistant broadleaves," said Schlosberg. "I saw no escape at all for the first time in six years."

In addition, by accurately identifying and reacting to the problems, he saved money because he didn't have to spike the new product with added chemical or come back with resprays.

The suburban sprawl from Philadelphia poses unique problems. Something as simple as moving equipment from field to field or taking grain into the elevator can mean major delays if required during rush hours.

To deal with congestion, Schlosberg owns a Peterbilt tractor-trailer in which he can haul 1,000 bushels of corn per load. During the height of harvest, Schlosberg hires a second tractor-trailer to reduce the amount of time spent on congested roads.

"The traffic will actually influence my decisions as far as moving equipment," he said. "If I finish up at one farm at 4:30 p.m. or 5 p.m., we may just take a two-hour break or wait until morning."

Increased urban population brings with it a fear of crop protection chemicals. It is common today for farm leases in the area to include chemical use clauses.

"Most of what the non-farm community sees about crop protection chemicals, or 'pesticides,' is coming from a negative bias to start with," Schlosberg said. "That negative bias can make things mis-

erable for farmers."

A severe side-effect of the suburban sprawl is increased deer populations. Hunting in the area has decreased due to liability concerns and lack of interest among urban residents. This can mean real problems for farmers, going so far as to restrict crop rotation options.

"Even on my farms where deer are not a major problem, I will still lose five to 10 percent of my soybean yields to deer," Schlosberg said. "I can't even grow soybeans on half of my farms."

Thus, Schlosberg is forced to farm corn-on-corn, increasing weed and disease pressure and reducing yield potential.

As more people move out of the city, land values and taxes increase, making it increasingly difficult for new farmers to own their own land.

"I would love to own 2,000 acres of land, don't get me wrong. But for now, renting is my best option," Schlosberg said. "My rent is reasonable now, and I don't have to worry with land taxes."

Schlosberg lives on one of the farms he rents in Newtown Square with his wife, Alicia, and their 16-month old son, Sam. Would he like to pass the farm down to Sam someday?

"I would love to," he said. "But by the time he's old enough to do any farming, it will be amazing if there is any farm ground left in this area."

"I've learned to overcome the challenges of farming in an urban setting," he said. "It will serve me well even if we have to buy some ground somewhere else someday. I still want to farm, even if it's not in southeastern Pennsylvania."