

## ATTENTION 609 TOBACCO FARMERS

I am asked by farmers every day, "Why is there Country Buying?" The truth is: there are two places to get tobacco— Auction or Country. If tobacco buyers cannot get their fair share at auction, **THEY HAVE TO BUY IN THE COUNTRY.** All buyers would like to buy all at auction only, but for some reason, the other auction favors one buyer, even if he pays **less money!** The farmers can stop the country buying by supporting the **fair auction.** Farmers Tobacco Whse. realizes that happy buyers will pay the highest prices. This makes farmers happy also, no fuss, no fight. We have the highest prices & averages, paid by the buyers. We sell the most tobacco to the highest bidders. Farmers, please wake up and see what's happening to our auction. We need tobacco at KIRKWOOD. Don't let the other warehouse force country buying to increase! Call me for the truth! Do the farmers want a fair and honest auction or should we shut it down? I lost money in 1996 to provide 609 growers a fair auction. Will you help me now?

### FARMER'S TOBACCO WAREHOUSE

PO BOX 40 - R472 & NOBLE RD.  
KIRKWOOD, PA 17536  
(717) 529-6426

BUYER TOTALS			AVERAGE PRICE: \$1.66		
Company	Pounds	Sheets	Net Amount		
GOLDEN LEAF TOB	11,727	24	\$19,559.69	1.66	Golden Leaf & Lanc. Leaf Paid More & Got More Tobacco
IDEAL LEAF TOB.	2,859	5	\$4,717.35	1.65	
LANCASTER LEAF	17,724	33	\$29,414.09	1.66	
PENN-LEAF	4,996	9	\$8,243.40	1.65	
WINSTEAD TOB. CO. HOUSE	604	2	\$996.60	1.65	
	9,547	22	\$15,909.00	1.67	Done on Sale In Front Of Farmers And Buyers
	47,457	95	\$78,840.13		

The Competition Is Trying To Put Us Out Of Business!

Assessment	\$949.14
Sheet Lease Fund	\$0.00
<b>Total Amount Due</b>	<b>\$79,789.27</b>

#### ACTUAL PRINTOUT

Paradise Tobacco Auction 609 Buyer Summary Date: 01/06/97 Time: 02:32 PM

BUYER'S NAME	TOTAL LBS. PURCHASED	2% GROSS COMMISSION	NET	AVERAGE PAID/SKID	
GOLDEN LEAF TOBACCO	1,342.00	2,154.44	26.84	2,181.28	1.61
IDEAL LEAF	53,030.00	85,778.16	1,060.60	86,838.75	1.62
LANCASTER LEAF	20,179.00	33,410.35	403.58	33,813.93	1.66
<small>Buyer With Most Money Got Less Than 1/2</small>					
VICTOR WINSTEAD CO. PARADISE	3,569.00	5,888.85	71.38	5,960.23	1.65
TOBACCO SALES	25,618.00	43,536.13	512.36	44,048.49	1.70
	103,738.00	170,767.93	2,074.76	172,842.69	1.65

THIS CAUSES COUNTRY BUYING Buyer With Least Money Gets More Tobacco

Only 2 Skids Bought On Sale For 1.70 Silent Bidding Hurts Auction

3 Buyers No Longer Follow Sale Because Of Being Treated Unfairly In Dec. They Are Buying At Kirkwood

If we at the warehouse supply each buyer with an adequate amount of tobacco, we will have competition in the warehouse. That means we must make sure that each buyer can buy tobacco in volume - keeping them in the warehouse is what we want to do. We no longer can move tobacco out the back door to meet minimums.

Competitions Advertisement From Sept.

## Foliar Application, Leaf Sorting Contribute To Tobacco Show Success

ANDY ANDREWS  
Lancaster Farming Staff  
LANCASTER (Lancaster Co.)

—If R. Michael Mellott had a formula for success in growing tobacco, it would include not only using a natural foliar fertilizer, but also taking a lot of time to sort out the best leaves for show.

Perhaps it was a combination of the two that has allowed Mellott to garner top ribbon at the Lancaster County Tobacco Show in the open division for the third year in a row.

Mellott, Quarryville, grows five acres of tobacco — half Pennsylvania 41 and half Maryland 609.

Mellott won grand champion of the open show with his Pa. 41 wrapper. Raymond Rinehart, leaf purchaser with Lancaster Leaf Company and one of the show judges, said that Mellott had a "very good hand of tobacco. There's plenty of life to it, plenty of stretch and plenty of oil in the leaf."

The other show judge was Geoffrey H. Ranck, Domestic Tobacco Company.

Mellott attributes success in growing a champion hand by using a new kind of liquid fertilizer. He used a multiminerall, all-natural foliar type, sprayed three times during the season: a week after transplanting, two weeks before topping, and a couple of days after topping.

Mellott noted he had no troubles with etch or mold in the fields. While the wet, cool season challenged a lot of farmers, Mellott believed he was fortunate that dry weather in September helped provide a good crop.

Mellott received a top price of \$1.67 per pound for his Maryland 609 variety and a top price of \$2.05 per pound from the field that grew the winning hand.

During stripping, Mellott said he keeps track of the nicer leaves. "Those I kept aside as I was sorting through them for the show," he said.

Mellott said that he has lots of help from his wife, Denise, and some part-time hired help.

Grand champion Pennsylvania 41 smoking tobacco vo ag division went to Keith Frey, 18, son of David and Norma Frey, Washington Boro. Keith said he helps his dad farm 40 acres of tobacco and had one grand champion at the Lancaster County Tobacco Show several years ago.

Like Mellott, Frey said that he sorts through a lot of the leaves at stripping and sets the best leaves aside for the show. He said the leaves "were a nice size and uniform," which he believes helped him win the contest.

Some problems Frey experienced during curing included "shed burn" — the leaves developed a type of rot because of the cooler, wet conditions. For the Pennsylvania 41 tobacco, the Freys were able to garner \$1.55 per pound. For the Maryland 609 they grow, the Freys received a top price of \$1.75 per pound this year.

John Yocum, Penn State Extension Southeast Research Lab manager, indicated that during the past wet growing season, two things concerned growers: one was thinner leaves because of lack of sunlight and, thus, decreased yields. The other was some shed burn because of the moist curing conditions, although a few weeks in

(Turn to Page A35)

## START THE NEW YEAR OFF RIGHT

STOP IN TO SEE US AT THE  
PA FARM SHOW AT OUR  
NEW BOOTH #488-491

ASK US ABOUT NEW PRODUCTS THAT WILL  
MAKE YOU MORE PROSPEROUS IN 1997.

### HYBRID CORN

- 7343, 7036, 6742
- 7222 Liberty Link
- 7224 Pursuit Tolerant

### SEQUENTIAL MATURITY

#### ALFALFAS

- Forecast 1000
- Forecast 3000

### SILAGE INOCULANT

- Prop Plus

Plus Our Other Exceptional Products: Hybrid Corn, Soybeans, Field Seeds, Alfalfas and Pasture Mixes



P.O. Box 218, East Petersburg, PA 17520  
(717) 569-3296  
(800) 346-4769  
(GROW)

*Martin's*  
AG SERVICE

New Holland, PA  
(717) 354-4996 (717) 445-7561

Hi Mag (Ag Lime Spreading) Hi-Cal  
Also in bags, pulverized, pelletized  
and feed grade

### GLENWOOD Outdoor Boilers

For Home, Commercial or Farm



PENN MFG. CO.  
393 W. Lexington Rd., Lititz, PA 17543  
Call (717) 626-1397 or 627-2303