BUSINESS ◆ NEWS

Sollenberger Welcomes Manager

CHAMBERSBURG (Franklin Co.) – Bob Francis, national sales manager for Sollenberger Silos Corp., has welcomed Robin Stewart as a new sales representative for the company. Stewart experience to the job. In her new position, she will be developing a new venture for Sollenberger–Silo towers for the wireless communications industry.

She will be visiting with township supervisors, zoning boards, engineers, and telephone companies who have an interest in towers for cell sites.

The concrete silo towers can be constructed as tall as 300 feet, control rooms installed in the lower portion of the structure, and antennae mounted and hidden at the top of the silo.

Robin Stewart

Clinton Martin is pictured with Charles Sukup, president of Sukup Manufacturing Co.

Company Stages Product, Service Meetings

SHEFFIELD, OHIO — Sukup dealer meeting attendees learned about the latest developments in the Sukup line of grain handling and drying products in order to improve their Sukup product knowledge.

A service seminar was also offered. Topic covered included the installation of Sukup products, particularly the Sukup Fastir Stirring Machine, and troubleshooting techniques.

Sukup equipment is sold throughout the United States and in more than 20 foreign countries. Sukup Manufacturing Company has over 30 years of experience in the grain handling industry. Sukup maintains warehouses in Nebraska, Illinois, Arkansas, Minnesota and Ohio. The main manufacturing facilities are located in Sheffield, Iowa and Jonesboro, Ark.

Pa. Mushroom Growers Cut Costs With Company's Help

INDIANAPOLIS, Ind. — More than 60 Pennsylvania mushroom growers, clustered in a 7.5 mile radius around Nottingham, recently converted from hand-formed boxes to machined cartons with the help of Inland Paperboard and Packaging, Inc.

This changed shaved 8 percent to 12 percent from the smaller grower's unit packaging costs, enabling them to compete more effectively with larger entities.

With input from mushroom packers, Inland placed a box machine and distribution center in the middle of the Nottingham region. Growers order boxes daily—or even hourly—and Inland delivers machine-formed cartons the same day. "I was one of the first growers to talk to Inland about my specific needs, "said Mike Basciani, owner of Basciani Foods. "Their advances contributed meaningfully to increasing my bottom line."

Inland's use of a high-efficiency glue joint box, using 25 percent less paper than hand-fold boxes, completely offset the cost of automated machinery. Inland's solution also allows for "just-in-time delivery." This is especially important for delicate products such as mushrooms.

Inland's understanding of mushroom packers' needs extends to services created especially for the Nottingham growers. When a packer's vacuum cooler, labeler, tape machine or other mushroom equipment breaks down at 5 a.m., repairs cannot wait until 8 a.m. Growers can page an Inland technician 24 hours a day, seven days a week—even if they are not Inland customers.

Novel mushroom varieties, calling for new packaging and graphics, come to market every day. Inland's network of local partners enables speedy turnaround of art, printing plates, and cutting dies. Growers can have brand new package designs in just two or three days—instead of two or three weeks.

Previously, more than two-thirds of the Nottingham farmers couldn't afford to print their company names on generic brown boxes. By amortizing plate costs over each grower's packaging program, Inland made high-quality graphics financially attainable for these small customers. Eighty percent of the farms now ship their products in custom-printed boxes.

Dekalb To Develop Grower, Environment-Friendly Corn

DEKALB, Ill. – DeKalb Genetics Corporation (NYSE: DKB-news) said it is moving forward in developing corn hybrids with reduced phytate content.

Low-phytate corn has the potential to be of great value to swine and poultry producers in geographic areas having large concentrations of livestock such as the southeastern United States, the upper Midwest, and the central and southern plains.

Dekalb is among the first seed companies to license the low-phytate trail from the USDA. With development now in process. Dekalb low-phytate corn is expected to be ready for planting within the next few years and will be available in an array of hybrids.

This environmentally and nutritionally valuable product will complement Dekalb's portfolio of specific trait products, which includes Bt corn, Roundup Ready (R) corn, glufosinate-resistant (GR(TM)) corn, and high oil corn. Additional traits targeted to the animal feed industry, such as high-lysine soybeans, high-lysine corn and high-tryptophan corn, are expected to be available to farmers in the next few years.

Phytate is a naturally occurring compound used by plants to store phosphorus. But when corn is fed to monogastric (single stomach) animals such as swine and poultry, phytate can inhibit the absorption of phosphorus by the animals, resulting in a need to use phosphorus supplements or phytase enzymes as feed additives. Low-phytate corn would reduce grower need for these costly additives. More than 50 percent of all U.S. corn produced is fed to swine or poultry.

Low-phytate corn also holds the promise of reducing the phosphorus concentrations of swine and poultry wastes that are currently applied to farmland. When undigested phosphorus passes through animals, it can build up excessive levels in heavily manured soils. Excess phosphorus in soil has been shown to reduce grain yields and is sometimes a threat to water quality. Phosphorus runoff is suspected to cause excessive algae blooms in some bodies of water such as the Chesapeake Bay.

Pioneer Appoints Sales National Public Relations Manager

DES MOINES, Iowa–Jerry Harrington has been appointed sales national public relations manager for Pioneer Hi-Bred International, Inc. He will be responsible for external sales relations and communications as well as sales force communications.

Harrington was most recently vice president, group supervisor within the public relations group for Bader Rutter and Associates, Brookfield, Wis., a marketing communications agency specializing in agriculture and business-to-business clients.

An Iowa native, Harrington received a bachelor of special studies degree from Cornell College, Mt. Vernon, Iowa, and a master's degree in history from the University of Iowa, Iowa City, Iowa. He also completed course work toward a doctorate in history from the University of Iowa. In addition, he has taught courses in public relations at Mount Mercy College, Cedar Rapids, Iowa.

Harrington has a wealth of experience in agricultural communications resulting from a career working at Bader Rutter; Creswell, Munsell, Fultz & Zirbel, Cedar Rapids, Iowa; and Rumrill-Hoyt, Rochester, N.Y. Agricultural clients Harrington has worked with include DowElanco, Pioneer, John Deere, . DuPont Canada, Klenzade and the National Dairy Promotion and Research Board

Jerry Harrington

Unverferth Adds Subsoiler To Product Line

KALIDA, OHIO–Unverferth Manufacturing Company, Inc. announces the addition of the Ripper-Stripper™ strip-till subsoiler to its line of tillage implements. The Ripper-Stripper subsoiler is ideal for preparing seed bed for planting whether the farmer is cutting through prior-year crop or cover crop residue.

The Ripper-Stripper implement is designed to shatter hardpan up to 18 inches deep, allowing plant roots, soil moisture and nutrients to move freely into the subsoil. Steep-sloped, special-alloy shanks are fitted with triangular-shaped wearbars for extended shank life and enhanced soil-slicing action. Narrow-profile 3/4-inch thick shanks minimize heaving and with the raised-center shank points break up the hardpan with minimal soil disturbance. The shear-bolt free, automatic reset shanks trip rearward and upward to make rocks and other in-field obstacles a minimal concern.

Two offset, fluted coulter blades, positioned behind each shank, till and mix the soil, helping create the raised seedbed necessary for optimum seed germination and vigorous, early plant growth. Parallel-link mounting keeps the coulters operating at a level and consistent depth; angle and downpressure are easily adjusted to match varying soil conditions. Fifteen-inch wide Rolling Harrow® baskets with scalloped, angled blades follow the coulters to mix and mulch the soil and smooth the surface. Optional heavy-duty, shear-bolt protected row markers provide a clearly visible mark in a variety of soils, residue and terrain.

The Ripper-Stripper strip-till subsoiler is available in four-row with 38-inch spacing, or six-row models with 30-inch or 38-inch row spacings. Additional features include the heavy-duty 6-inches x 6-inches welded frame construction for added durability and stabilizer wheels with new, 9.50L x 15, six-ply tires that provide enhanced depth control and in-field stability.