



# ALKON NEWS



## BULK CURING EDITION

Alkon: Pioneering manufacturer of tobacco bulk curing equipment; Continued leadership through proven engineering improvements.

Vol. I

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No. 2

### Bulk Cured Tobacco Prices On Fla.-Ga. & Border Belts

Up to press time, August 24, 1961

Complete report available after markets close

Croppings	Bulk cured lbs. sold	Ave. price per lb.		Variety
		Bulk	Conventional	
<b>R. F. &amp; Revis Moore, Live Oak, Fla.</b>				
entire crop	10,290	\$64.40	\$63.02	Hicks & Golden Harvest
sand lugs	1,124	55.50	40.17	
2nd	1,008	66.00	53.00	
3rd	1,332	66.00	66.00	
4th	1,860	66.00	66.00	
6th & 7th	2,942	66.00	66.00	
8th & tips	2,024	66.00	66.00	

<b>Leroy Odom, Mayo, Fla.</b>				
sand lugs	1,128	63.00		McNair
2nd	950	63.00	38.33	H-2
3rd	1,224	65.30	64.42	
4th	1,256	66.00	66.00	
5th	1,282	66.00	66.00	
6th	1,514	61.00	62.10	
7th	1,502	66.00		

<b>Cecil Moore, Live Oak, Fla.</b>				
1,2,3, & tips	6,593	65.48		Hicks

<b>R. M. &amp; Jimmy Mikell, Alma, Ga.</b>				
sand lugs	2,016	55.78		Hicks
2nd & 3rd	1,908	66.00		
2,3 & 4th	2,112	66.00		
4th	1,868	66.00		
5th	1,678	66.00		

1961 Fla.-Ga. Beltwide Ave. \$58.87;  
Bulk Cured Ave. \$64.22

**FLORIDA-GEORGIA BELT SUMMARY:** On sand lugs, bulk curing produces less trash. On second primings, bulk cured tobacco brought top price of \$66. Conventional curing produced trash, and none of this priming brought top dollar.

This is evidence that the Hassler Curing Unit can cure good quality tobacco from first and second primings, which have always been hard to cure in conventional barns and with a large percentage going to trash. It was also demonstrated that bulk curing can handle the overripe leaf, which is usually discarded at the stringing table at conventional barns.

**Buyers of bulk cured tobacco on the Florida-Georgia Belt:** Reynolds, American, Leggett, Export, Imperial, Taylor and Lorillard.

<b>Ravenel Scott, Dillon, S. C.</b>				
2nd	708	72.00		Coker
3rd	504	68.41		316
4th	966	72.00		
5th	1,174	73.10		

<b>Stone Bros., Rowland, N. C.</b>				
sand lugs	1,594	58.00	25.60	Coker
2nd	606	52.32		316
3rd & 4th	4,200	70.66		

<b>Wayland D. Currie, Whiteville, N. C.</b>				
2nd	986	68.60		Coker
2nd & 3rd	476	70.33		316
3rd & 4th	1,488	71.10		

<b>Woodrow Britt, Chadbourn, N. C.</b>				
sand lugs	1,120	60.60		Hicks
2nd	652	72.27	67.42	
3rd & 4th	2,968	75.38		

<b>Robert R. Smith, Jr., Chadbourn, N. C.</b>				
sand lugs	706	64.40	54.40	McNair
2nd	950	66.48		H-2
3rd	1,088	67.18		

<b>L. V. Hogan, Ellerbe, N. C.</b>				
sand lugs	1,306	68.86	62.93	Bells 16
2nd	1,312	67.38	46.12	N. C. 95

In the Border Belt, bulk curing of the low stalk tobacco was of sufficiently higher quality to bring from 5¢ to 40¢ more in sales than the conventional cured.

**Buyers of bulk cured tobacco on the Border belt:** American, Reynolds, Lorillard, Taylor, Leggett, Virginia, Stark, Person & Garret, Export, Imperial.

### A Tremendous Testimonial... From Four Farmers To More Than 300,000 Flue-Cured Tobacco Growers



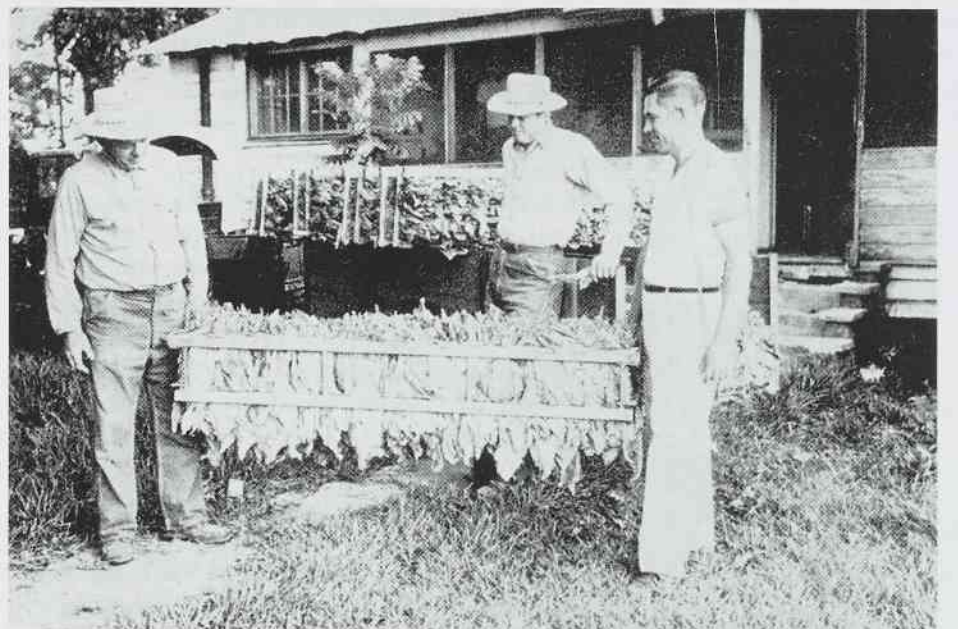
Graham, E. W., Harry, and A. F. Stone

Stone Bros., Rowland, N. C., pioneered bulk curing in 1960. When they placed a Hassler Curing Unit (patent pending) in 1961 along side their other unit, bulk curing of tobacco got an endorsement, which in effect means that bulk curing was here to stay and that tobacco in the future would be bulk cured.

This is what Stone Bros. have to say: "After using bulk curing last year and making all the statements that have been made, it's nice of the farmers to believe what we said, and to

install units on their farms this year. According to reports from farmers who used the units this year, it bears out what we have been saying all along. From what we have cured, we can see that it will do as good, if not better, than last year. We think that the farmers generally know how we feel about bulk curing, and the fact that we put in another Hassler Curing Unit along side the one we had last year is the best endorsement we could give to the whole idea of mechanizing curing by handling our tobacco in bulk."

History being recorded—R. F. "Cap" Moore holds left end of rack, which was the first rack of bulk cured tobacco in Florida in 1961, while Revis Moore smiles approval. Harry Stone, of Stone Bros., pioneers in bulk curing in 1960, holds other end of rack.



#### FLUE-CURED TOBACCO LABOR REQUIREMENTS

The conventional way requires 490 man hours for one acre. Bulk curing reduces hours on barning and curing from 40% (196) to 75% (367).

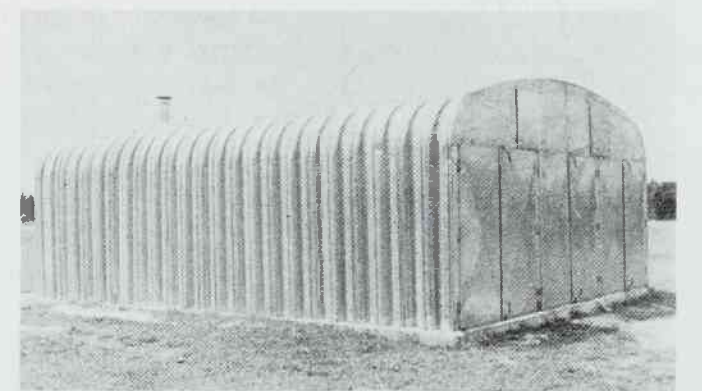
Seed bed and land preparation	40
Transplanting	35
Growing after transplanting	65
Harvesting and barning	174
Curing and marketing	176
<b>Total man hours</b>	<b>490</b>

#### FIRE INSURANCE RATES LOWER ON HASSLER UNITS

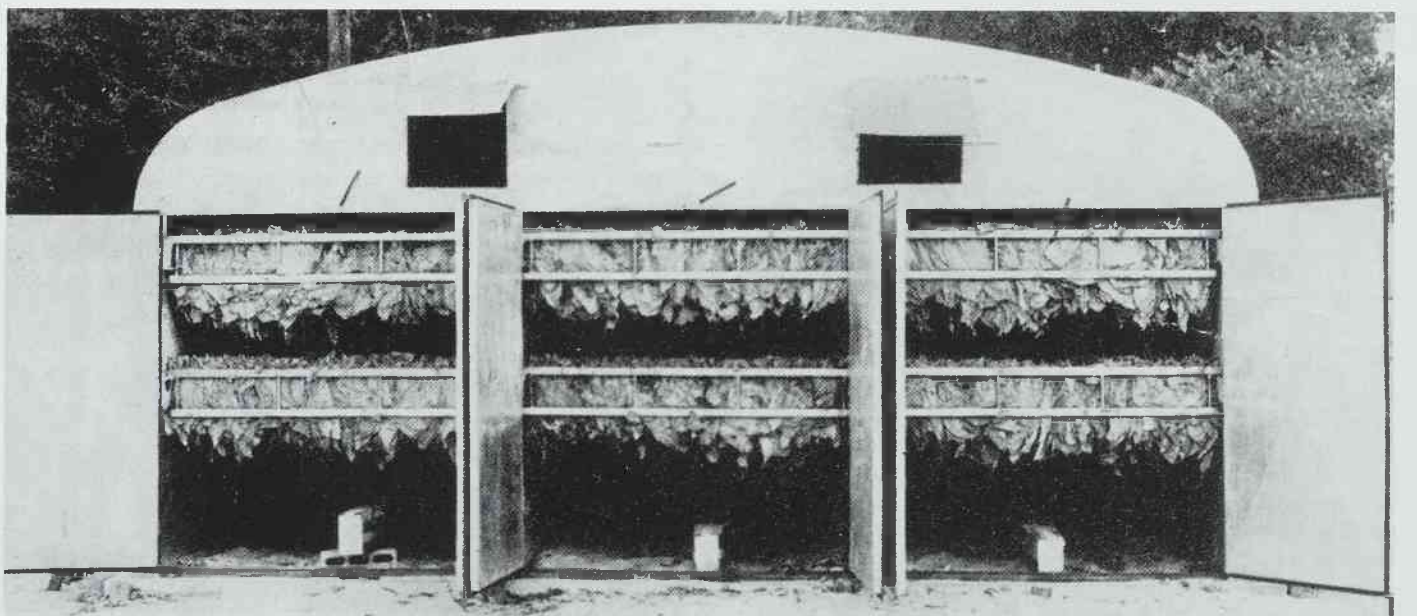
The Commissioner of Fire Insurance has approved the rate schedule for "Tobacco Bulk Curing Units of all-metal construction", recommended by the N. C. Fire Insurance Rating Bureau, and the rates are now effective.

One year fire insurance rates for \$100 insurance, including 60 days permit for curing tobacco by artificial heat, are:

	Hassler (all metal)		
Ordinary frame barn	\$5.15	curing unit \$1.48	Savings \$3.67
Extended coverage rates (wind, hail, explosion, etc.)			
Zone I	\$ .40	\$ .19	\$ .21
Zone II	.32	.15	.17
Zone III	.23	.14	.09



The 1961 model Hassler Curing Unit.



Camera records first full barn of tobacco cured in Hassler Curing Unit in 1961, and owned by Leroy Odom, Mayo, Fla.