

Area Businesses Deal With PIK

Area businesses are optimistic about the 1983 agricultural supply sales. Many businesses have taken steps to deal with the reduced tobacco and corn crops this year.

Fertilizer, seed and agricultural chemical dealers expect to be the hardest hit by the payment-in-kind program and reduced tobacco allotments this growing season. Agricultural equipment and parts dealers expect a slight decline from the 1982 season. Duplin farmers enrolled 43 percent of 31,038 acres of their 1983 corn crop in the payment-in-kind program. And, another 2,400 acres of wheat was enrolled in PIK for a total of 33,438 acres of idle cropland in Duplin this season. Duplin's tobacco poundage was cut 28 percent from the 1982 allotment, according to county Agricultural Stabilization and Conservation Service figures.

"It looks like about a 50 percent drop in sales this season," George Whaley of Dixie Chemical sales in Beaufort said. "Some have estimated a 35-40 percent drop in sales for Duplin, but I think it will be higher with so many farmers taking advantage of the PIK program and the reduced tobacco allotments this year." According to Whaley, fertilizer prices for the 1983 season have dropped slightly while chemical products have increased the sale price. "A 50 percent reduction in sales will hurt," Whaley said. "The reduction in sales cuts our profit but our overhead (utilities and labor) will remain about the same as last year."

"There will be the same kind of rush at planting this spring to purchase seed and fertilizer, but it just won't last as long," Whaley added. Whaley is a representative for Dixie Chemical Company and a farmer. He enrolled in the PIK corn program. "The key to making money on corn is storing it until the price goes up. I could double the money from PIK if I planted my regular crop and it yielded as good as my 1982 crop and stored the corn until the price is up."

Jernigan Tractor Company expects sales of parts and equipment to decline from

last season. Reduced acreage will mean fewer equipment needs and less repairs, Mary Williamson, owner of Jernigan Tractor Company, pointed out.

"I know the PIK program will have an effect on our business, but right now I don't know what to expect," Mrs. Williamson said. "I think this year will be the determining factor for some farmers. And, maybe the program will help our business within the next one or two years. But, I don't think our business will pick up until the farmer gets his confidence back in the economy."

Parts and repair dealers for agriculture-related parts expect a drop in sales. Johnnie Sheppard Equipment Company of Pink Hill has added new lines of replacement parts hoping to make up the expected reduction in sales. Repair parts for tobacco harvesting equipment is a major source of income from Sheppard Equipment Company. Sheppard pointed out farmers usually spend \$1,000 to \$1,500 on replacement parts and repairs for automatic harvesters each season. This season's sales are expected to drop because of the decreased tobacco allotments.

"Farmers are only buying what is necessary," Sheppard said. "We have tried to stock the necessities for farming. We are thinking positively about the PIK program and sales for our business this season. We have tried to buy parts as directly as possible in order to be able to pass the savings on to the farmer. And, we are always looking for a less expensive and better product to offer the farmer, because today farmers are looking for bargains." Sheppard Equipment offers farm machinery replacement parts and automobile parts, welding supplies and operates a machine shop.

"I think people who will suffer most from the PIK program and the reduction in tobacco allotments will be businesses which are not diversified. The companies totally dependent on one type of sales will be hurt more than a business like ours," Sheppard said.

NORTH CAROLINA SYMPHONY CONCERT

The North Carolina Symphony Chamber Orchestra will be performing in concert Friday, April 7 at 8 p.m. in the Kenan Memorial Auditorium in Kenansville, sponsored by the Tar Heel Fine Arts Society.

Legal Notice

EXECUTRIX NOTICE
Having qualified as Executrix of the estate of Louise Bundy Jones, deceased, late of Duplin County, North Carolina, this is to notify all persons having claims against the estate of said deceased to present them to the undersigned on or before September 24, 1983, or this notice will be pleaded in bar of their recovery. All persons indebted to said estate please make immediate payment.

This the 16th day of March, 1983.
Joyce J. Frederick, Executrix
119 Cashwell Drive
Goldsboro, NC 27530
4-14-83-JJF

EXECUTOR'S NOTICE

Having qualified as Co-Executors of the estate of Paul Bobo Potter, Sr., deceased, late of Duplin County, this is to notify all persons having claims against the estate of said deceased to present them to the undersigned on or before October 7, 1983, or this notice will be pleaded in bar of their recovery. All persons indebted to said estate please make immediate payment.

This the 21st day of March, 1983.
Martha Joyce Potter
105 W. Chelly Street
Warsaw, NC 28398
Paul B. Potter, Jr.
6209 Oak Bur Court
Pleasant Garden, N.C. 27313
4-28-83-MJP

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