



fair products, inc.



## MODERN TOBACCO GROWERS



News and events about the tobacco industry...from the grower's point of view.

### **TOBACCO SHORT COURSE SITE VISITS**

Participants in a recent tobacco short course conducted by tobacco specialist at NC State University made three site visits. A grant to support this training of 36 people came from the NC Tobacco Trust Fund Commission. The course is primarily for young tobacco farmers.

Visits were made to the Ports Authority at Wilmington, NC, a tobacco sucker control manufacturing facility at Wilmington, NC and a farm near Faison, NC where bulk barns were being constructed on the farm.

The tobacco short course was started in 1978 and conducted most winters since then. During each short course a day is spent in the field for participants to observe some of the new and related parts of the tobacco industry related to tobacco farming. Last year the short course visited a farm where organic tobacco was produced, tobacco breeding and seed production, and curing with wood fuel.

This year the short course group of 36 visited the docks of the NC Ports Authority

at Wilmington, NC. Soybeans were being off-loaded and they saw trees for woods chips headed for Europe. They observed tractor trailers with freight being in and out in 22 minutes and ships loaded with containers - all being moved with huge cranes.



Frank Grainger discusses the manufacturing of Fair Products with the Tobacco Short Course participants

The visit to South Atlantic Services provided an opportunity to observe how Fair Products, Inc. sucker control products are made. Frank Grainger, President of Fair Products, conducted a tour through the manufacturing facility. Frank has been in the tobacco sucker control business since 1967.

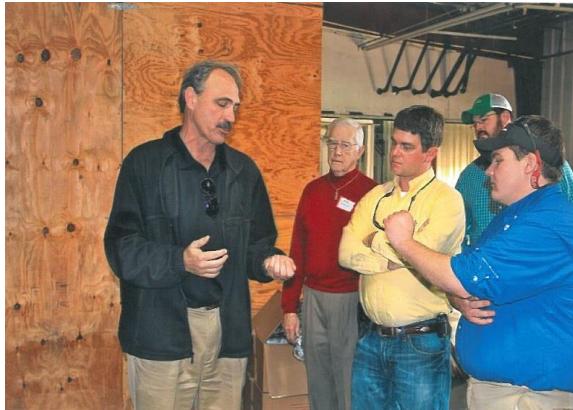
The Wilmington facility is totally dedicated to producing only for Fair Products, Inc. The only materials that go into the pipes, tanks and pumps are components of Fair Products sucker control products.

Quality control is monitored throughout the manufacturing process to include applying some of the product applied to tobacco before it is applied by farmers. Grainger says this process gives unique confidence to farmers and his products a competitive advantage in the market place.

Also, Grainger and his staff provide unique service to customers about all aspects of tobacco sucker control.



Frank Grainger discusses Fair Products tobacco sucker control with Peyton McDaniel (Nash County) and Phillip Watson (Nash County)



South Atlantic Services Plant Manager, Jeff Grizzle, demonstrates how quickly Fair 80 SP, a wettable powder that is 3 1/4 lbs. of Maleic Hydrazide, goes into solution. The use of Fair 80 SP eliminates the need for disposing of most packing materials. Performance is the same as with liquid MH.



Frank Grainger explains the packing process for liquid products



Tony Jones and wife Kristal discuss their project to manufacture bulk barns at their farm using labor present on the farm