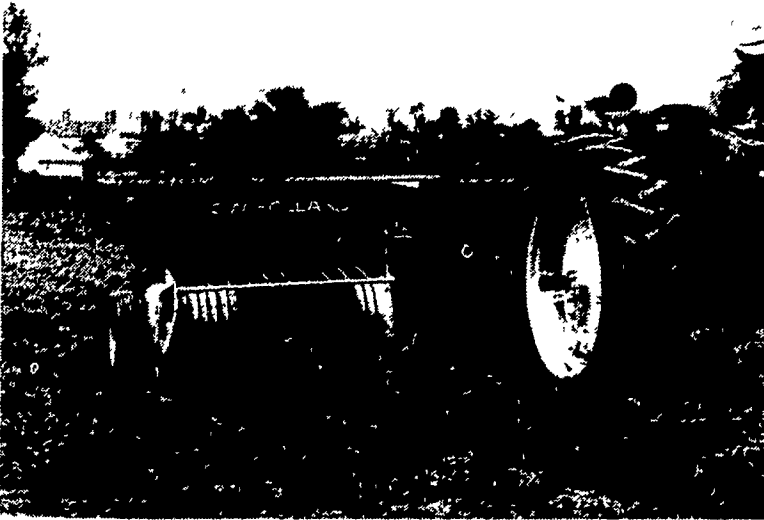


# Farm Business News

## New Holland offers baler



**NEW HOLLAND** — A new Hayliner baler, the Model 311 from Sperry New Holland, offers improved capacity and reliability for moderate-size haying operations. It's available in twine or wire tie and PTO or engine-drive versions. There's a choice of standard or Super-Sweep pickups and mechanical drive or hydraulic bale throwers are available in addition to wagon loading bale chutes. Bale

cross section is 14 X 18 inches. The new "311" uses the same feeding system as the large Model 315 baler. Improved bale case design and the plunger, knife and hay-dog relationship add to its work capacity and provide better bale shape. This simplifies mechanical handling where automatic bale wagons are used to reduce haying labor to the minimum.

## Horn family becoming sole Pennfield owners

**LANCASTER** — Pennfield Corporation, 711 Rohrerstown Rd., has announced that a formal intent has been signed that would allow the corporation to purchase the Pennfield stock currently owned by the Graybill family.

According to a joint announcement by Robert B. Graybill, president, and Ernest O. Horn, Sr., chairman of the board, this would result in all future outstanding shares being owned by the Horn family.

Graybill and Horn said that all shareholders in the privately held company had voted to approve the sale, which is expected to be finalized in January, 1982. They said that all the company's divisions would continue to operate without change.

New officers are expected to be announced when the purchase is finalized. The amount of the transaction was not revealed.

Pennfield was founded in 1971 through the consolidation of two

century-old companies, Miller & Bushong, Inc., of Rohrerstown, and D.E. Horn & Co., Inc., of York. In the 10 years since its founding, the diversified agricultural products company has grown from annual sales of \$35 million to over \$150 million. The firm manufactures and markets poultry and livestock feed in Pennsylvania, Maryland, Delaware, and New Jersey, and produces eggs, broilers, seed, and allied products for sale throughout the northeast and mid-atlantic states.

Company locations include corporate headquarters in Rohrerstown; feed milling operations in Rohrerstown, Lancaster, York, Palmyra, and Red Lion; Pennfield Farms egg division in Ephrata; Pennfield Farms poultry division in Fredericksburg; Beachley-Hardy Seed Company, Shiremanstown; and Palmer Green Company, Shippensburg. The company employs in excess of 700 people.

## IH, NASA plan joint ag study

**CHICAGO** — International Harvester today announced it has entered into an agreement with the National Aeronautics and Space Administration to develop a computerized geographic information system to forecast agribusiness needs.

The new system is intended to supplement IH's agricultural industry market research program and will demonstrate commercial application of NASA remote sensing techniques.

The company said that the quality of information on international agriculture varies from country to country since data on less developed nations is not well established. The utilization of NASA Earth Resources Lab mapping technology by IH will greatly contribute to development of a comprehensive data base that provides a more focused view of worldwide agriculture, according to the company.

The system, to be jointly developed by IH and NASA Earth Resources Lab personnel, will combine land-based and satellite data on soil, water, terrain, crop, climate and economic conditions.

The information will then be analyzed using mapping techniques, to produce an integrated picture of agricultural trade areas.

## Lancaster applies for gypsy moth funds

**LANCASTER** — The Lancaster County Planning Commission has requested state assistance in spraying 10,112 acres of land to help in controlling the destructive spread of gypsy moths.

This spraying would take place in 1982 and would involve 188 blocks of land throughout the county. The state assistance would be provided through the Department of Environmental Resources who helped spray 795 acres in Lancaster County last year.

DER had until Tuesday to examine each of the proposed areas to determine the "economic and biological soundness of the proposal," according to the Planning Commission. Their

# Pennfield honors veteran employees

**LANCASTER** — Pennfield Corporation, 711 Rohrerstown Rd., honored 19 employees, who individually had logged 25 years or more of service with the company, at an awards luncheon recently at the Treadway Resort Inn, Lancaster.

The employees represent the company's feed division, located in Lancaster and York; egg division, Ephrata; poultry processing operation, Fredericksburg; and allied division, with operations in Shiremanstown and Shippensburg.

Robert B. Graybill, president, presented engraved watches to the honored guests.

Marking 25 years of service in 1981 were Donald E. Horn, Betty J. Bair, and Edgar Snively, corporate division, Lancaster; Erel Sahn, Pennfield Farms egg division, Ephrata; Betty Deckert, Edwin Haldeman, and Ralph Kreiser, Pennfield Farms poultry division, Fredericksburg; and Roy Stare, Beachley-Hardy Seed Co., Shiremanstown.

Cited for 26 years of service were Dan Rhoads, egg division, Ephrata; Dan Lied, feed division, Lancaster; Allen Sherk, Mary Sherk, Ralph Lehman, and Geraldine Schaeffer, poultry division, Fredericksburg.

Honored for 27 years of service were Elwood Earhart, feed sales division, Lancaster; Kenneth Grimes, and Effie Yerger, poultry division, Fredericksburg; Marlin Diffenderfer, feed division, Lancaster, and Parker Beshore, D.E. Horn & Co., York.

The luncheon also included all employees with Pennfield Corporation and its parent companies who has marked 25th anniversaries prior to 1978.



Veteran employees of Pennfield Corporation include back row, left to right, Dan Lied, Dan Rhoads; front row, left to right, Mary Sherk, Geraldine Schaeffer, Allen Sherk.



Employees of Pennfield Corporation recently honored include back row, left to right, Ralph Kreiser, Edwin Haldeman; front row, left to right, Edgar Snively, Roy Stare, Erel Sahn, Betty Bair, Donald Horn.

## Partnership agreement booklet available

**LANCASTER** — It has often been said that two heads are better than one and in the business world, that adage is especially true.

If you are either planning on engaging in a business partnership or are presently part of one, the Penn State University Cooperative Extension Service has a free circular that may help you run your operation more efficiently.

The publication, "Drafting a Partnership Agreement," can help both prospective and present partners develop a written agreement that meets both business and estate planning purposes.

recovery could result in reduced acreage if blocks don't meet state guidelines or if there are insufficient funds to cover the spraying. DER's decision will be made known in mid-January.

"If sufficient funds are not available, priority ratings assigned to each area will help determine which areas should be removed from the spray program. Priority ratings are based on egg mass counts, use of the area, and previous defoliations," reports LCPC.

For more information on the gypsy moth spraying program, contact Linda J. Reekie, assistant county planner at the Planning Commission office, telephone 717/299-8333.



Among Pennfield employed honored for service were left to right, Marlin Diffenderfer, Ken Grimes, Effie Yerger, Elwood Earhart.

Entering into a partnership has many satisfactions but can also provide frustrations. A well-documented partnership agreement can enhance the satisfactions and minimize the frustrations.

A business agreement should contain the who, what, where, when, and how of the business operation. It can be the key to beginning and maintaining a smooth-running, pleasant, and profitable working relationship.

The booklet contains the information about the major aspects of the partnership agreement: ownership, financial contribution, labor and management, partner limitations, and dissolution.

The publication also contains a section of sample agreement outlines, and an agreement worksheet that potential partners can use to examine and evaluate all aspects of their business relationship.

For a copy of the booklet contact your local county Extension office. Ask for Special Circular 265.

## Dineen moves from Allis to White

**DALLAS, Tex.** — Robert J. Dineen has been appointed President and Chief Executive Officer of White Farm Equipment Company, replacing Stratton Georgoulis who served as president since the acquisition of White Farm by TIC Investment Corp. of Dallas, Texas, last December.

Georgoulis remains as Chairman of the Board of TIC.

Dineen's appointment follows the company's November 3 transition from Chapter 11 status.

Dineen comes to White Farm from the Fiat-Allis Company where he has served as president for the past five years. An electrical engineering graduate of the University of Cincinnati, Dineen has career of 25 years in marketing, manufacturing and engineering, and general management with Allis Chalmers. He served as corporate vice president, group executive, and finally President of Allis Chalmers Power Systems before moving to Fiat-Allis in 1976.