

IH reports incentive plan; announces additional tractors

FREDERICKSBURG, Va. — International Harvester has announced a variety of incentives available to help farmers purchase new equipment through October 31, 1982. Options available to farmers on tractors and combines, for example, include a waiver of finance charges, cash rebates directly from IH, and special low rate financing.

In a meeting with its agricultural equipment dealers from throughout the Va., W.V., Pa., Md., N.J. area, IH also announced the availability of three new farm tractors rated at 80, 112 and 170 FTO horsepower.

"IH is moving forward with new products while offering the farmer a choice of purchase options that best match his individual needs," said R. F. Goodwin District Manager for the area.

From now through October 31, 1982, Goodwin explained, farmers purchasing a new IH two-wheel

drive tractor up to 187 FTO horsepower or a four-wheel drive tractor up to 170 FTO horsepower have a choice of three options: special low rate financing of 12.9% for three years or 14.9% for up to five years; or a waiver of finance until Jan. 1, 1983 with a cash rebate on most models ranging from \$550 to \$2,600; or larger cash rebates ranging from \$700 to \$4,000 for cash settlement. The special low rate financing and waiver of finance apply for all new tractor purchases financed through the International Harvester Credit Corporation. Goodwin added that the choice of the same low rate financing terms, or a waiver of finance until Jan. 1, 1983 with no rebate, or a rebate for cash settlements, is available on new IH combines purchased from now through October 31, 1982. Other incentives are available for used tractors and combines and for certain implements, Goodwin said.

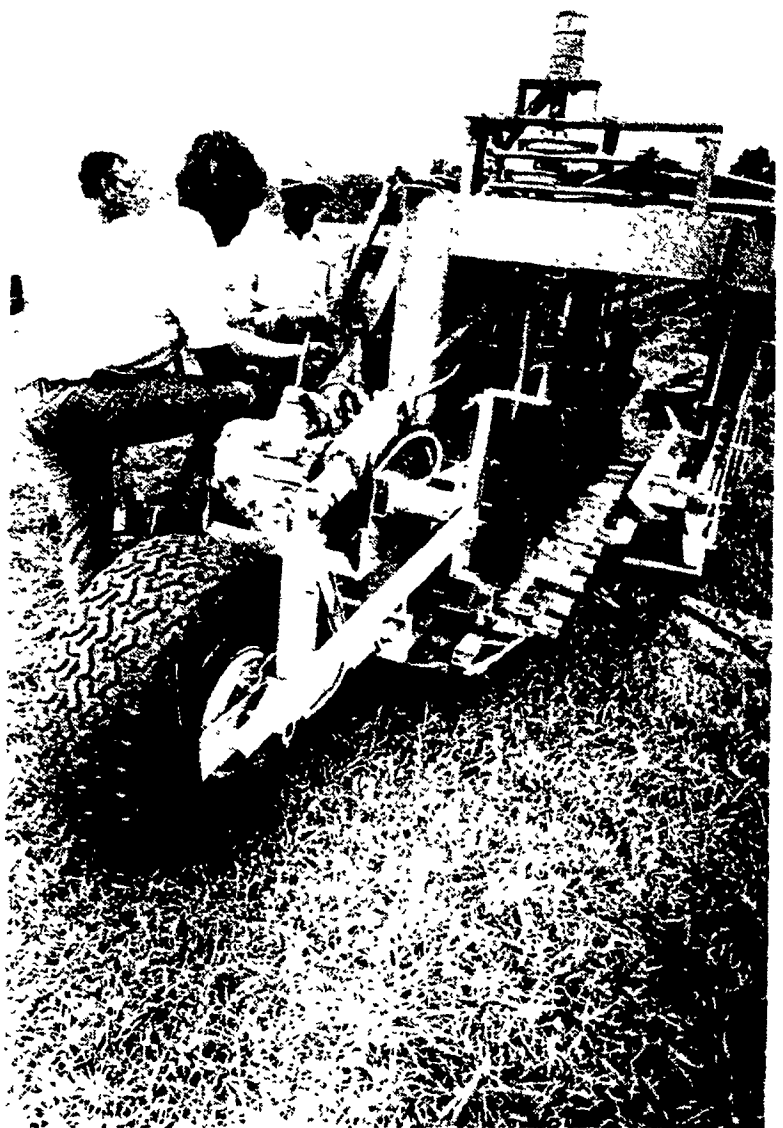
Of the three new tractors an-

nounced at the meeting today, two are additions to the IH 30 Series introduced last September. Included are the 80 FTO horsepower 3088 with a smooth-shifting 16F/8R speed transmission and the 3488 Hydro at 112 FTO horsepower with hydrostatic transmission offering an infinite selection of speeds without having to shift gears.

The other new tractor is the 170 FTO horsepower 6788, largest in IH's line of 2+2 design combines the traction of four-wheel drive with the row-crop versatility of two-wheel drive designs.

He also noted that more than 1,100 IH dealers in the U.S. and Canada are holding Productivity Clinics this summer to advise owners of IH's Axial-Flow combines how to properly maintain and adjust their combines for maximum productivity. Also, from August through October, more than 1,300 IH dealers will host Red Fower Showdown Days to highlight the complete line of IH tractors as well as combines and other implements.

Tobacco harvest



This working prototype of a tobacco harvester is being developed by agricultural engineers and agronomists at the University of Maryland Agricultural Experiment Station and tobacco research farm near Upper Marlboro. Patterned after the "French Harvesting System," the equipment virtually eliminates the need for hand cutting, spearing and stacking, with one machine operator replacing five or six hand laborers.

Select Sires names Bovier

PLAIN CITY, Oh. — William Bovier, of Woolrich has been named Sales and Service Representative for Select Sires. Bovier will serve Central Pennsylvania, a new area for Select Sires direct service.

Bovier has extensive experience with cattle and the artificial insemination industry. He worked as Technician for Northeastern Breeders Association in Bradford County from 1970 to 1978. Bovier then moved to Indiana as Sire Power's Indiana District Sales Manager, a position he held for nearly four years.

Bovier will serve dairy and beef breeders in central Pennsylvania with semen and products from Select Sires.



New Holland cites round baler policy

NEW HOLLAND, Pa. — Sperry New Holland has announced a two-year or 5,000 bale "repair or replacement policy" covering the upper apron chain on round balers purchased after May 17, 1982.

Sperry New Holland Product Manager Richard Salisbury says the company will provide this service to the original purchaser and will repair or replace the chain, including labor, for a period of one year or 2,500 bales if the chain fails under normal use and maintenance. The policy also provides a new chain, without labor, during the second year or an additional 2,500 bales. This chain

replacement policy is subject to some exclusions relating to the

replacement of repairable components.

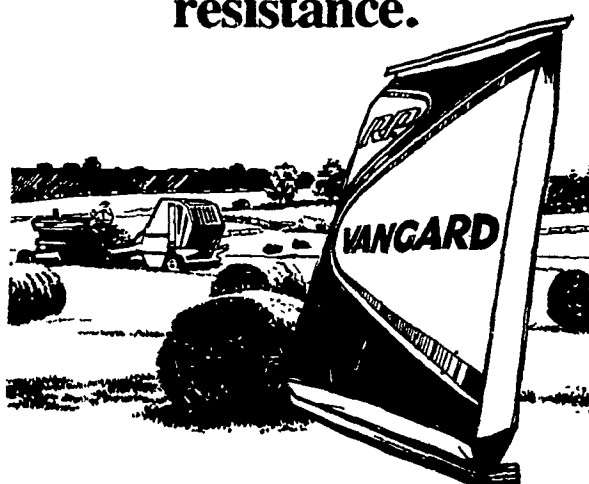
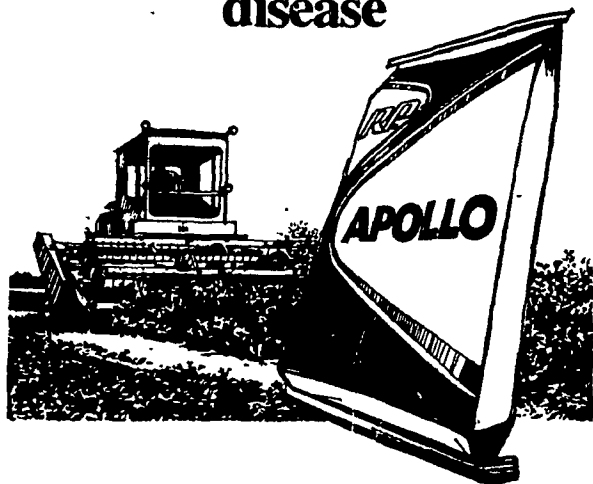
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