



## BUSINESS NEWS...

# ABS, Soviets sign agreement

DE FOREST, Wisc. — American Breeders Service (ABS), a Division of W.R. Grace & Company, and the Soviet Union have signed a five-year scientific and technical exchange agreement for cattle semen and improved breeding information, according to a recent announcement by R.E. Walton, President and General Manager of the Grace unit.

The agreement provides for the sale of what is potentially several millions of dollars worth of semen over the next five years, and the exchange of scientific information having to do with improved dairy cattle breeding. The average dairy cow in the Soviet Union produces about 5,000 pounds of milk annually compared to 12,317 per cow in the U.S. The USSR is eager to utilize the superior genetic material developed in the United States.

Walton reported that ABS management and technical people have made several visits to the Soviet Union since 1977. During the same period ABS hosted officials of the Ministry of Agriculture of the USSR on a number of occasions at their facilities near DeForest, Wisc. Through these exchanges, Russian livestock experts developed an in-depth knowledge of ABS breeding programs, research projects, and the firm's technical staff. Accordingly they made arrangements to deal exclusively with ABS.

Terms of the contract signed between American Breeders

Service and the Ministry of Agriculture of the Soviet Union, call for continued exchange visits between scientists and technicians, the conducting of seminars and consultations on programs such as genetic mating services, progeny testing programs, and semen quality control.

"Initially we have agreed to supply a substantial volume of semen from a cross section of our Holsteins and are now in the process of filling a significant order. They tend to favor the higher fat test bulls," said Walton.

Walton also reported that the Soviets are interested in importing Holstein cattle as it is becoming a very popular dairy breed in that country. There is as much interest in the red and white Holsteins as in the standard black and white Holsteins by the USSR. In addition, there is interest in Brown Swiss and other U.S. breeds.

The ABS president stated, "we are very excited about the successful completion of these extensive negotiations. In addition to the monetary reward such an agreement brings, there is great satisfaction in knowing that our two-way consultations will also help lower some of the barriers to a better understanding between the people of our two nations."

American Breeders Service, a Division of W.R. Grace & Company, received the President's "E" award in 1980 in recognition of the company's success in developing international markets.



TSC President Thomas J. Hennesy, left, and Regional Vice President Lee Haberer accept the ceremonial ribbon from Ray Rosputinski, Pennsylvania district manager, during the opening of the Lebanon TSC store Tuesday. Assisting with the chores were Chairman of the Lebanon County Commissioners Rose Marie Swanger, right, and Lebanon's Vice Mayor Betty Eiceman. The new store is at 720 Quentin Road, Lebanon.

## TSC opens Lebanon store

BY GLENN B. KNIGHT

LEBANON — Lebanon became the 135th community in the U.S. and Canada to host a Tractor Supply Co. store Tuesday when TSC President Tom Hennesy clipped the ceremonial ribbon.

On hand for the ceremony were local and company officials, including State Sen. David Brightbill, Lebanon County Commissioners Chairman Rose Marie Swanger and Lebanon's Vice Mayor Betty Eiceman.

President Hennesy commented that, "Pennsylvania has been very good to us and we consider it a stroke of good luck that we were able to find this location." The new TSC store is at 720 Quentin Road, Lebanon, on the site of a former A&P Store. The newest addition brings to five the number of TSC outlets in Pennsylvania for the Nashville-based company.

"While we are in the area," reports C.P. Bartley, director of real estate for TSC, "we will be looking into the Bel Air, Md. area and we have hopes for Frederick,

Md. and Reading, Pa." He suggested that the company could put another six or eight stores in Pennsylvania.

TSC's president added the Lehigh Valley and the Allentown-Bethlehem area to the list of potential locations for TSC expansion. Their rough criteria for new stores is a community of more than 7,000 surrounded by diverse farming on small and medium-sized farms. He cited Pennsylvania and Michigan as two of their most productive states.

"We expect a new store to build up to \$1 million in roughly three years," noted the president. The Lebanon store is expected to meet that criteria of success within two years.

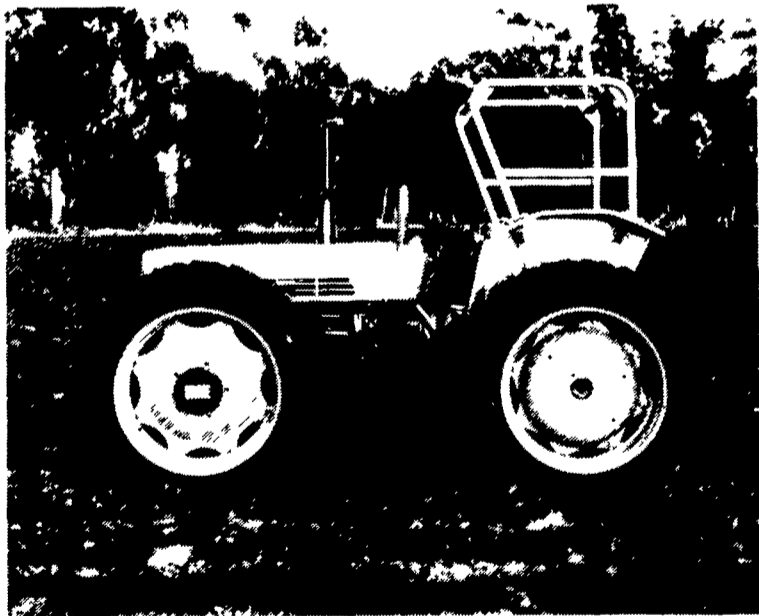
Ray Rosputinski, district manager for Pennsylvania, said that the Lebanon store joins nearby TSC facilities in York, Carlisle, Pottstown, Lancaster,

Westminster, Md. and Cortland, N.Y.

TSC stores stock a broad line of farm supplies and maintenance needs with a heavy emphasis on fencing, riding mowers and tillers, tillage, animal health products, tires, batteries and accessories. TSC also stocks work shoes and work clothing, specializing in extra large sizes of work clothing. The company's 1983 sales were over \$140 million.

According to Bartley, the new store also marks a first for the company, it is their first store with a cupola—left over from the building's former use as an A&P store.

A Grand Opening Sale is being held through April 21 at the Lebanon store. Free soda pop and popcorn will be available to shoppers and drawings will be held with prizes including a riding mower, tiller, radial tires and a pickup tool box.



Row Crop tractor from Same features 85 HP, four-wheel drive with high ground clearance.

## Same cites Row Crop tractor

BRIDGE WATER, N.J. — Same has introduced an 85 HP, four-wheel drive RowCrop tractor that provides a full 27.6 inches of ground clearance.

Features include full synchronized "shift-on-the-go" transmission, reduction gear drive with forward speeds down to 2 ft/minute, automatic control unit with lower link sensing, and independent 540 and 1,000 RPM power take-offs, according to the manufacturer.

A Same spokesperson says the new tractor is "designed from the

ground up, and built in one factory specifically for row crop use, not just another version of a 'utility' tractor." Ground drive PTO and two-wheel drive are available options.

Same RowCrops are powered by air/oil-cooled, direct-injection Same diesels, which, the manufacturer claims, are up to 40% more fuel efficient than water-cooled diesels of comparable power. Additional information is available from Same & Lamborghini Tractors of North America, Inc., P.O. Box 6865, Bridgewater, N.J. 08807.

## Pennfield honors safe drivers

LANCASTER — Pennfield Corporation, 711 Rohrerstown Road, honored 58 drivers last week for a total of 663 years of safe driving. The program, held at Good 'N Plenty restaurant, honored employees representing Pennfield Feeds, Lancaster and York; Pennfield Farms Eggs, Ephrata; Pennfield Farms Poultry, Fredericksburg; D.E. Horn & Co of Red Lion; York Allied Division, and Pennfield Farms Breeder Division, Statesville, N.C.

According to Mike Horn, corporate fleet manager, Pennfield drivers covered more than three million miles last year delivering feed, poultry, and eggs throughout Pennsylvania and the northeast.

Recipients for 28 years of driving without a chargeable accident were: Paul E. Andrews; and Paul L. Frey, Feed Division; and Elmer Boltz, Pennfield Farms Poultry.

Receiving awards for 27 years were Daniel G. Lied, Feed Division; and Kenneth R. Getz, Pennfield Farms Eggs. Honored for 26 years was William Leonard, Pennfield Farms Eggs; 24 years, Ralph G. Lehman, Pennfield Farms Poultry; 23 years, Gerald F. Hess; and C. Mervin Miller, Feed Division.

Receiving an award for 22 years was Robert E. Warner, D.E. Horn & Co. of Red Lion, 20 years, David B. Sentz, Feed Division; 19 years, Paul W. Miller, Feed Division; 18

years, John T. Dyer, Pennfield Farms Poultry; 16 years, L. Eugene Snaveley; and Harry Thompson, Feed Division; and Miles E. Spannuth, Pennfield Farms Poultry.

Fifteen year awards went to Carl G. High, Feed Division, and Carlton Waite, Pennfield Farms Eggs. Receiving 14 year awards were Curvin C. Fetrow; and Nelson P. Wagner, Feed Division. Receiving an award for 13 years was Reuben Ruppert, Feed Division, Eleven year awards went to Clarence Engle, Jr.; Walter L. Glatfelter, Feed Division; and Howard Merritt, Pennfield Farms Eggs. Ten year awards went to Mervin E. Boll; and Amos B. Eberly, Feed Division.

Those receiving awards for nine years were Richard G. Bireley; and Philip A. Sellers, Feed Division; Gerald O. Brunner, Pennfield Farms Eggs; and William C. Miller, D.E. Horn & Co. of Red Lion.

Eight year awards went to Paul H. Rohrer, Feed Division; and Delmar D. Willen, Pennfield Farms Poultry.

Those honored for seven years were Reuben E. Lauer, Jr., Allied Division; and Robert L. Boltz; Joseph A. Gregory; and Lee A. Ziegler, all from Pennfield Farms Poultry.

Recipients of six year awards included Bruce J. Byram; Norris E. Geib, Glenn D. Huber; Jeffrey

A. Witmer; and Vernon L. Witmer; all from the Feed Division; and Richard J. Hirst, Pennfield Farms Eggs.

Those receiving five year awards were Rick L. Judd; Donald L. Keller; Donald L. Kissinger, Lester David Martin, Jr.; and Michael L. Shank, Feed Division, and Jeffrey J. Young, Pennfield Farms Poultry.

Four year award recipients were George M. Lightner; and Leon D. Miller, Feed Division; and Rodney D. Brendle, Pennfield Farms Eggs.

Three year awards went to J. Larry Breneman; Melvin R. Breneman; and Donald E. Mull, Feed Division; Richard Updike, Pennfield Farms Eggs; Duane E. Putt, Pennfield Farms Poultry, and William E. Moore, Breeder Department. Receiving an award for two years was Daniel H. Derr, Pennfield Farms Eggs.

Members of the corporation's Vehicle Maintenance Department were also honored at the dinner. They were James E. Barker; Kenneth J. Bauer, Jr.; Craig C. Brown; Scott W. Chritzman, Robert R. Devonshire; Carl W. Fry, Benjamin I. Glick; John C. Ness; Stephen D. Ober; Brian G. Sensenig; Roy R. Snaveley; Robert A. Steffy; Craig M. Weirich; Jay R. Wilson; Kevin L. Wimer; Randy L. Moyer; and Herbert Fry. Also honored was Kermit Kirkpatrick, Bulk Load-out.