

**BUSINESS NEWS...**



Control Data has introduced the AgCHEK® professional, high-capacity, double-entry accounting and management system for on-farm use by farmers and ranchers. An integrated crop management module is optional.

**Computer system includes crop, financial analysis**

ST. PAUL, MN — The AgCHEK professional high-capacity double-entry accounting and financial management system for on-farm use by farmers and ranchers has been introduced by Control Data.

The AgCHEK system is the first accounting package with a fully integrated crop management module that provides information needed to control a farm business, says Brian Roth, vice president of Control Data's Agricultural Products and Services Division. AgCHEK can help improve profits, obtain credit, and organize records for taxes.

AgCHEK is available as a complete system, including IBM or compatible hardware, or as software only. The integrated crop management module for crop records is optional. User manuals and training are included for ease of start-up and support to keep the

system running smoothly.

Major financial reports produced by the AgCHEK system are balance sheet, income statement, enterprise reports, cash flow, Schedule F and normal journals and registers. Crop reports include cost of production, field histories, inventory, and hedge and contract maintenance reports.

AgCHEK is one of several ADVANTAGE™ software products available from Control Data. For more information and the name of the nearest dealer write: Control Data Agricultural Products and Services Division, 1450 Energy Park Drive, Box 26, St. Paul, MN 55108.

Control Data Corporation is a Minneapolis-based computer and financial services company with worldwide revenues of \$5 billion in 1984.

**Seed research facility**

AURORA, Ill. — Cargill's Seed Division will begin construction of a \$2.3 million research facility here this summer. The new complex will replace the existing facility located at the west edge of Aurora.

"Construction of the new complex emphasizes our commitment to the future of the seed industry," said Bruce Priebe, president of Cargill's Seed Division. "It will support our worldwide research organization that now includes 16 research stations in the United States and research programs in 14 foreign countries."

Priebe said laboratory and greenhouse facilities will be used to support research involving the company's line of hybrid corn, sunflowers, sorghum and wheat, plus research to develop hybrid barley and cotton. In addition, land on the 65-acre site will continue to be used to research new corn hybrids for the company's line of Cargill, PAG and Paymaster brands.

Priebe added that the facility would include the following:

- \*Space for breeding research, quality assurance and germination facilities, seedstock production and foundation seed-processing areas.

- \*Laboratories for pathology and biotechnology research.

- \*A well-equipped conference area to be used for technical training of customers and em-

ployees.

- \*Expansion of greenhouse facilities.

Construction is scheduled for completion by July 1986.

**GOP chairman is PennAg speaker**

EPHRATA — Robert B. Asher, Chairman of the Republican State Committee of Pennsylvania, will be a guest speaker at the PennAg Industries Association's 107th Annual Convention at the Adam's Mark Hotel in Philadelphia, Oct. 6-8.

Asher has been a member of the Pennsylvania State Republican Executive Committee since 1980 and served as a delegate to the 1980 and 1984 Republican National Conventions. He has also been Chairman of the Montgomery County Republican Committee Finance Council.

A veteran of the U.S. Army Reserve, Asher is the owner of Chester A. Asher, Inc. Confectionary Manufacturers and, Robert Asher Associates (a food brokerage firm). He is also a partner in Eastern Montgomery Abstract, Title Insurance Company. His civic associations include the Boy Scouts of America and the Governor's Small Business

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**Sperry reduces interest rate on equipment financing**

NEW HOLLAND — As the Federal Reserve System and its member banks have lowered the cost of borrowed money, Sperry New Holland, largest North American specialized farm equipment makers, has responded in kind.

The firm has announced one percentage point reductions in its retail low APR finance rates—to 8.9% for 36-month haying and forage equipment purchase contracts, and to 10.9% for 48 months.

The company's annual low APR finance rate scale for haying and forage equipment now ranges from 0 to 10.9%:

Contract Term	Low APR
12 months	0%
18 months	5.9%
24 months	7.9%
36 months	8.9%
48 months	10.9%

Other options offered through participating dealers by Sperry New Holland in lieu of financed

purchases currently include a cash rebate for purchase of new hay and forage machines that ranges from \$50 to \$4,200, depending on type of equipment, model, and purchase date.

According to F. K. Thudium, who heads Sperry New Holland's North American general finance group, "This is another step in Sperry New Holland's continuing effort to help farmers and ranchers lower their production equipment costs."

**Farmer Boy adds two new products**

MYERSTOWN — Farmers Boy Ag., Inc. has added two new products for use in ventilated livestock structures:

- The Agri-Lon moveable insulated curtain system, which has an R value of 11.07, and helps control temperature extremes in naturally ventilated livestock buildings.

Because of the temperature control in the winter, it can save up to 20 percent of feed cost, while livestock reach market weight sooner.

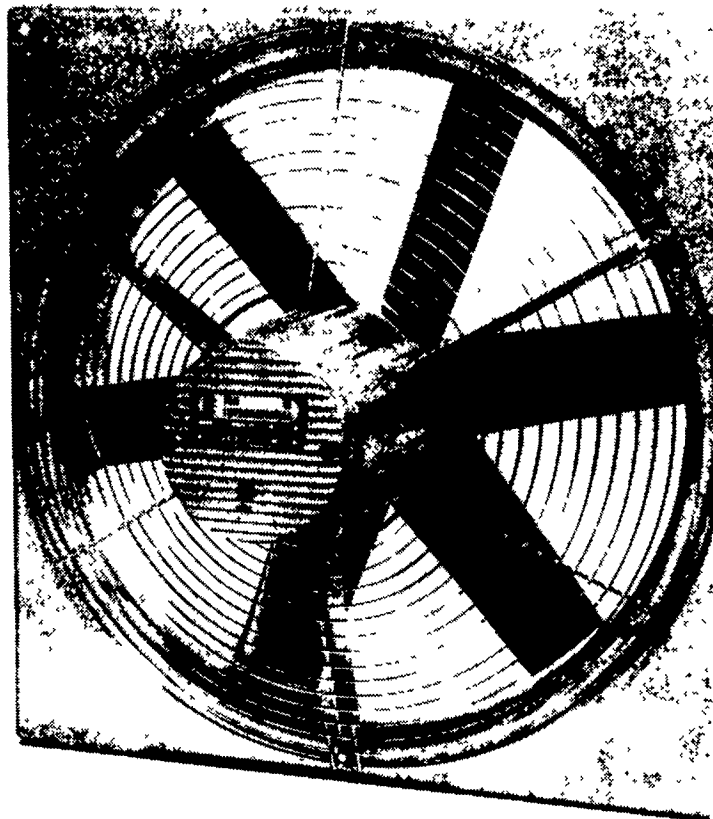
Available in virtually any size, the Agri-Lon curtain is fire-resistant and has a corrosion-resistant mounting system for easy installation.

- The Gold Fan and Gold Controller, a top-quality ventilation system from Holland.

The line is recognized worldwide as being one of the most energy-efficient, dependable and reasonably priced systems available.

The fan has noncorrosive, cast-aluminum housing, a waterproof motor and plastic impellers.

A five-speed control can cut energy costs by up to 50 percent. Gold fans have a three-year warranty and can be used to upgrade any existing variable-speed fan.



The Gold Fan, an energy-efficient ventilation system from Holland.



**Helps Get Your Livestock to Market Faster!**

The Agri-Lon moveable insulated curtain system for naturally ventilated livestock buildings.

**Conrail head to speak**

EPHRATA — Stuart M. Reed, President and Chief Operating Officer and Director of Consolidated Rail Corp., is scheduled to address the PennAg Industries' 107th Annual Convention on Oct. 8.

Reed, President of CONRAIL since February 1979, received a bachelor's degree in engineering and an M.B.A. from the University of Michigan. He is a member of the

American Society for Quality Control, the National Freight Transportation Association and the Society of Automotive Engineers.

He is also a member of the Director's Table of Beta Gamma Sigma, the President's Advisory Council of Eastern College, and a Director of Bossert Manufacturing Corporation.