

**BUSINESS NEWS...**

**New feeder from Hammer's**



Hammer's Inc. of Union, Iowa, has introduced a sow feeder made of Stokbord, the 1/2" thick polyethylene material that is chew resistant, impervious to water and bacteria, and will not rot, rust, or corrode. The feeder has a round hole to minimize feed loss. Available in standard 12" widths, it can also be custom-made to fit almost any existing farrowing crate.

*An ABS truck:*

**Traveling AI supply store**

DeFOREST, WI. — When you see an American Breeder Service (ABS) five-axle 18-wheeler cargomaster rolling down the road, you might wonder whether that 36-ton behemoth is completely filled with those tiny little semen-holding straws.

Not completely. To be sure, there are over a quarter-million straws stored in liquid nitrogen at minus 320 degrees F in each truck. But, the cargomasters also carry breeding supplies, liquid nitrogen refrigerators for sale or rent to dairymen and ranchers. In addition, they have 2,200 gallons of liquid nitrogen in a vacuum insulated tank to replenish the supply in the refrigerators of ABS representatives and their customers.

"They are traveling A.I. supply stores," says John Peterson, Storage and Distribution Manager for ABS.

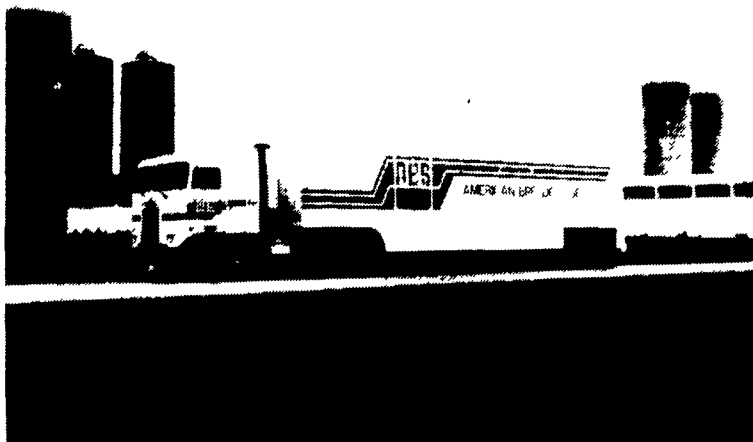
ABS has a fleet of ten large semis transporting semen and other cattle breeding supplies from Madison, Wisconsin, to their sales people in the field.

"Our number one objective is to get the semen needed for each cow to the proper delivery point at the proper time," explains Peterson. "Our customers need semen when they need it and that's the reason we place so much emphasis on frequent and timely delivery."

Peterson points out that the semi drivers are specially trained—both as drivers and in product knowledge—they are, in fact, considered a part of the sales team in the areas they serve.

All semen shipments originate in Madison, Wisconsin, and most of the trucks travel directly to the various representatives they supply. However, some also serve to relay semen and supplies to major points where it is picked up for further distribution by other vehicles.

One goes to Boise, Idaho, where it meets a west coast truck, one heads to Denver for a connection with a unit going to the southwest,



ABS' fleet of ten cargomaster trucks provides precisely-timed delivery service on routes covering 500,000 miles a year throughout continental U.S.A.

one travels to Atlanta to link up with a truck that handles the southeast, and a fourth motors to Elmira, New York, to meet a vehicle that services the northeast.

After meeting the delivery truck, company representatives then take the semen and breeding supplies on the last lap of the journey to more than 23,000 dairy and beef herds in the 48 states. Their unique equipment includes

liqua nitrogen tanks of 100 to 300 gallons each, mounted on trailers or carried in pickup trucks and vans.

Top quality frozen semen is a highly technical and perishable product that maintains its quality many years when properly stored and transported. For greatest assurance, it is important to deal directly with authorized ABS representatives.

**Select Sires samples two Pennsylvania bulls**

PLAIN CITY, Ohio — Two Pennsylvania-bred bulls, 7H1916 Everbe JS Aces Superb-ET and 7H1928 Hi-De-Ho Bova Andy-ET, have been chosen to enter Select Sires' Program for Genetic Advancement (PGA) sire sampling system. Based on their outstanding pedigrees, these two young bulls have been selected as two of 140 Holstein bulls from throughout the United States to enter the program in 1985.

Everbe JS Aces Superb-ET was bred by Eugene W. Hall of Muncy, Pennsylvania. His sire is Knolltop Reckers Ace, a high-testing triple-plus Elevation son. His dam is Everbe Merry King JS Span-Twin, a Very Good (88) Arlinda Jet

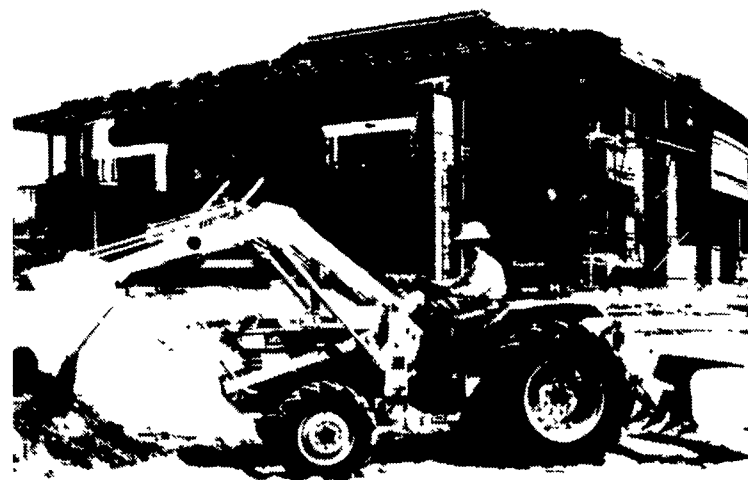
Stream daughter. As a two-year-old, she produced an outstanding 28,350M and 984F, followed by two consecutive records over 32,000M and 1,120F. This dam also has two full sisters with records over 32,500M and 1,090F. The third dam has records up to 23,970M and 915F.

Arlinda Jet Stream daughter. As a two-year-old, she produced an outstanding 28,350M and 984F, followed by two consecutive records over 32,000M and 1,120F. This dam also has two full sisters with records over 32,500M and 1,090F. The third dam has records up to 23,970M and 915F.

The second Pennsylvania bred bull is Hi-De-Ho Bova Andy-ET, bred by Kenneth A. Hoover of Martinsburg, Pa. His sire is Rockalli Son of Bova, the highest TPI sire (+728) on the January 1985 sire summary. The dam is Nixonacres Conductor Arlinda, an Excellent (91-2E) Wapa Arlinda Conductor daughter. As a two-year-old, she produced 21,420M 4.0% 874F in 362 days. Her best record is 5-7 349d 28,276M 3.7% 1,047F. The next dam is Very Good (88) and has three records over 20,700M.

Select Sires is a family of 11 farmer-owned and controlled A.1 cooperatives, serving the largest number of co-op in the United States.

**Kubota introduces new 32-PTO horsepower tractor**



Kubota's new 32 PTO horsepower L3350 tractor is especially well suited for a variety of farm and utility applications, such as: dairy farming, vineyard work and orchard chores.

of the job. The tractor is equipped with a superior cold weather starting capability and the engine is fully enclosed to enhance safety and reduce noise levels. Both the left

and right panels covering the engine can be easily removed for service and maintenance.

Kubota's roomy operator platform provides the operator with an unobstructed work area

**MF buys White Farm rights to axial-flow combine**

DES MOINES, IA — By acquiring the axial-flow combine harvester technology and related assets of White Farm Manufacturing Canada Limited, Massey-Ferguson - a pioneer and leader in conventional combine harvesting technology - adds a rotary combine to its existing product line for the first time.

White Farm's assets have been under the control of Peat Marwick Limited since April, when White Farm in Canada was placed in receivership. Peat Marwick solicited offers for the assets on behalf of Borg-Warner Acceptance Canada Limited, the major secured creditor of White Farm.

Under the terms of an agreement signed this week, Massey-Ferguson acquires the design technology, tooling and manufacturing rights for three models of axial-flow combine harvesters, together with unfinished and unsold inventory of these products. Also acquired is White's engineering center in Brantford, Ont. The acquisition

does not involve any White conventional combine inventory, or the White manufacturing facility in Brantford. Financial terms of the agreement are not disclosed.

Chairman of Borg-Warner Acceptance Canada Limited, Ed McClelland, said: "We considered a number of proposals for White Farm assets, but the Massey-Ferguson offer was the most acceptable in terms of developing the axial-flow technology and protecting the interests of existing owners of White Farm combine harvester equipment."

Victor A. Rice, Chairman and Chief Executive Officer of Massey-Ferguson Limited, said: "Considering the severely depressed conditions in the farm machinery market, the addition of axial-flow combines to our present line of harvesters will strengthen our competitive position."

Massey-Ferguson is now responsible for the retailing and, where necessary, the redistribution of field and factory inventory of the White 9720 machine and its predecessor, the 9700 model. This is the largest capacity combine on the market today, and has well-proven crop versatility.

The inventory of the 9720 and the 9700 units, both in White dealerships and at the White factory, will be available for immediate sale by selected Massey-Ferguson and White dealers. Preparation for future production of this machine at MF's own factory in Brantford is under way.

Massey-Ferguson will provide full warranty and after-sales parts and service support for machines acquired under the agreement.

In addition to the 9720, Massey-Ferguson has acquired the rights to further evaluate the recently-introduced White 9320 combine. A smaller rotary combine, this will undergo extensive field tests before a final decision is made regarding production.

All engineering and research on combines and related equipment previously carried out at MF facilities in Toronto and Milliken, Ontario, will be consolidated at the former White research facility in Brantford.

