



# White Oak Mills names two managers

ELIZABETHTOWN — Michael Pflieger has been named marketing manager for finished hogs and feeder pigs at White Oak Mills. Replacing Pflieger as sales and service representative for finishing hog units is David White.

Both appointments were announced recently by White Oak president John Wagner.

In his new post, Pflieger is responsible for marketing all the finished hogs and feeder pigs produced by White Oak feed customers. He also handles the hedging and forward pricing for cattle as well as swine customers.

Pflieger lives in Hopeland and is a 1983 graduate of Manheim Central High School. As a student, he was active in his FFA chapter's activities, and worked part time for White Oak before graduation. He also worked part time on a number of farms while he was still in school. Pflieger holds the Keystone Farmer degree, the highest state honor awarded to Pennsylvania FFA members.

David White has joined the White Oak Mills staff as a sales and service representative for finishing hog units in Lancaster, York and Cumberland Counties. He also does some work with beef cattle.

White graduated in 1976 from Manheim Central High School. He and his wife, Sally, have two



Michael Pflieger



David White

children, Travis, 4, and Abby, 2. The Whites live at Manheim R5 and are members of the Chiques Church of the Brethren.

White is a graduate of the Repperts School of Auctioneering in Decatur, Indiana, and serves as an auctioneer for Saturday morning hog sales at the Lancaster Stockyards.

The 50-year-old White Oak Mills

has been owned for the last nine years by John and Mark Wagner. They have increased the work force from a handful of employees to 35 full-time workers. They have also increased the product range and market area. The firm now services primarily hog and dairy accounts, with a line of other livestock and pet feeds.

## Hooper personnel visit Steiger

FARGO, ND — With a theme of "Four Wheel Drive Pride," Steiger Tractor, Inc. hosted over 3000 dealers and farmers from all over the world in Fargo during January, including Charlie Hooper, C.B. Hooper & Son, and Daryl Peifer, of Hooper Equipment.

On consecutive days from January 20 through the end of the month, attendees at the show had an opportunity to see the new 1000 Series tractors, visit with Irvin Aal, president and CEO of Steiger, and tour the Fargo manufacturing plant for the four-wheel-drive tractors.

The 1000 Series Steigers, five models ranging from the 190-horsepower Puma 1000 to the 375-horsepower Lion 1000, represent a new three frame concept of tractor manufacturing, with each model sharing many common components. Each tractor is a fulltime four-wheel-drive tractor with easy-access cab, 51 square feet of tinted glass, adjustable 12-position seating, tilt/telescope steering wheel, on-board microprocessor

that provides electronic readouts on major functions and diagnoses itself, and a full power-shift 12 speed transmission that is electronically controlled.

A center for much interest at the Fargo show was the Puma 1000, which features a steerable front axle option and bar axles for making minor adjustments during row crop work. The Bearcat 1000 at 235 engine horsepower, Cougar 1000 at 280 horsepower, Panther 1000 at 335 horsepower and Lion 1000 at 375 horsepower make up the remainder of the 1000 Series.

Load-sensing hydraulics are standard on all models, with options ranging from extra remote couplers to three point hitches and 10000 RPM PTO's.

Since 1958 when the first Steiger tractor was built in a dairy barn near Thief River Falls, Minnesota, over 20,000 tractors have been manufactured by the company. Steiger Tractor is headquartered in Fargo, where a 420,000-square-foot manufacturing facility shares space with all other divisions of the company.

## Agway promotes Steele

SYRACUSE, NY — Robert L. Steele has been named technical development manager, marketing, Feed Services, at Agway Inc.

A native of West Virginia, Steele holds B.S. and M.S. degrees in agriculture and animal science from West Virginia University. He joined Agway in 1967 and served in dairy and livestock R&D prior to his present position.

Steele is author and co-author of numerous research reports, scientific papers and popular articles. He is co-author for U.S. and Canadian patents on the

"Method of Formulating Dairy Cattle Rations" to optimize milk production by balancing the proportion of soluble and insoluble protein in dairy rations.



Robert L. Steele

## FCA issues reporting regs

McLEAN, VA — The Farm Credit Administration (FCA) has issued final regulations prescribing the content of annual reports and annual meeting information statements to stockholders by institutions of the Farm Credit System. The regulations also require quarterly reports of condition and performance to be filed with the agency.

The action was taken by Donald E. Wilkinson, the agency's acting chairman, who has the authority to exercise the powers of the FCA board until its chairman is appointed by the President.

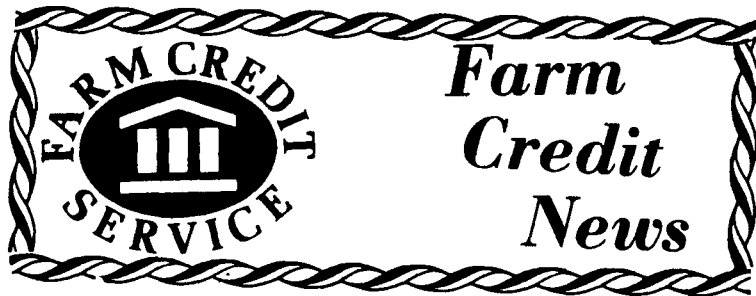
The regulations were first published in the Federal Register Aug. 27, 1985, for public comment.

The agency also adopted an amendment to its regulations relating to disclosure under the Freedom of Information Act. It designates as public information, or available for reasonable

copying costs, reports to shareholders filed under the new regulations and items in the reports of condition and performance that are essentially of the same character as items disclosed in reports to shareholders.

The regulations will become effective 30 days after publication in the Federal Register during which one or both Houses of Congress are in session.

The agency will also propose for comment an amendment to the final disclosure regulations that would (1) require the disclosure of the aggregate compensation of senior officers, (2) require all Farm Credit Banks and Production Credit Associations to issue quarterly statements to shareholders, and (3) require that financial statements of each Federal Intermediate Credit Bank accompany the annual reports of Production Credit Associations that are shareholders of the bank.



## Baltimore Banks report success amid difficulties

BALTIMORE — The problems of agriculture—past, present and future—were the topic of the hour as the Farm Credit Banks of Baltimore opened its annual stockholders meeting last week at Baltimore's Hyatt Regency Hotel.

Nearly 800 people including presidents and directors of the 26 affiliated Federal Land Bank/Production Credit Associations, general managers and directors of the stockholding cooperatives, the Baltimore Banks' board of directors and senior officers and invited guests came from as far away as Puerto Rico as well as Maryland, Virginia, West Virginia, Delaware and Pennsylvania.

Reporting to the group, during the morning business session, Baltimore Banks' President Gene Swackhamer talked about some of the difficulties endured by American farmers over the past year. As a major agricultural

lender, the Farm Credit System is feeling the whiplash of the farming community's economic crunch.

"Adversity will not disappear from agriculture in 1986 and the Farm Credit System will not be exempt from its share of the stress," said Swackhamer, "but we are well positioned to adjust. We have a strong capital base, a proven record of quality borrowers, and a lean and cost-effective operation. Further, our employees are skilled professionals who care about this (the agriculture) business."

Swackhamer and other Baltimore Banks' officers reported the financial situation for the district by showing net earnings of \$12.7 million for 1985. They also reported that net earnings were significantly reduced by the \$13.6 million in financial assistance sent to troubled Farm Credit districts in other regions during the past

year. "A test of management success is to report profitable operations to stockholders," Swackhamer noted. "I am pleased that the Baltimore Banks were able to handle difficult agricultural conditions in 1985 and still report profitable operations."

The general Mid-Atlantic area served by the Farm Credit Bank of Baltimore was not as hard hit as other areas throughout the country. Several factors contributed to the success of the district including a conservative approach to the stockholding borrowers, a realistic approach to loan approval by the banks and associations, relatively consistent land values in the area as well as diversified farms producing many different agricultural products.

Another factor contributing to success for the Baltimore District are the types of loans offered. Coupled with a staff who take a very personal interest in the agricultural community, success comes as a positive by-product.

"It is my belief that our closeness to the customer will assist the Banks in meeting equally challenging conditions in 1986," Swackhamer added. "...We are offering alternative short and long term fixed rate and variable rate loan programs, agribusiness and producer leasing options, red-cash for regular and revolving credit-line borrowers as well as other free-based financial services. Farmers have many options and an experienced agricultural loan officer for financial consultation."

## York Farm Credit sets meetings

YORK — The annual stockholders meetings of the Federal Land Bank Association of York and the Production Credit Association of York will be held as follows:

- March 24, 1986, Wisehaven Hall, York, Pennsylvania — Registration 6:30 p.m.

- March 25, 1986, Sheraton Inn, Gettysburg, Pennsylvania — Registration 10:30 a.m.

- March 25, 1986, Embers Convention Center, Carlisle, Pennsylvania — Registration 6:30 p.m.

According to Jay V. Rush, President of the York Farm Credit Service, a highlight of the meeting

this year will be a report on the progress made by the association during the past year. The election of three directors and Nomination Committee is also on the program and a report of the board of directors on important actions taken during the year.

Directors of the Production Credit Association of York are Norman G. Blocher, of Aspers, PA, Chairman; Ronald C. Allison of Chambersburg, Vice Chairman; Marlin E. Miller, of Carlisle; Robert L. Smyser, of York, and L. Earl Gross, of Fawn Grove. Directors of the Federal Land Bank Association of York are Ralph H. McGregor of East Berlin,

Chairman; J. Wilbur Burkholder of Chambersburg, Vice Chairman; Horace H. Waybright of Gettysburg; J. Maynard Weary of Newville; and Leroy R. Bupp of Seven Valleys.

The York Farm Credit Service makes short, intermediate, or long-term loans to farmers in Adams, Cumberland, Franklin, Fulton, Perry and York counties. Full service branch offices are located in York, Carlisle, Chambersburg, Gettysburg, New Bloomfield and Stewartstown. The York Farm Credit Service is entirely owned by the borrower-members it serves.