

## Kelley Offers Low-Profile Backhoe



The new Kelley Model B30FE low profile backhoe has an 8-foot, 6-inch maximum digging depth. The low profile provides a more comfortable seating position for the operator. Oscillating stabilizer pads provide better stability with less turf damage, and wider bearing supports at the pivot points increase the machine's durability. Increased reservoir capacity reduces heat to increase cylinder seal life.

An extensive listing of frame kits allows the backhoe to fit small and mid-size three-point hitch tractors. For additional information contact Hamilton Equipment, 567 S. Reading Rd., Ephrata, Pa. 17522, or phone: 717-733-7951.

## Upjohn celebrates 100th birthday

KALAMAZOO, Mich. — "Keep the quality up" were the watchwords of William E. Upjohn, M.D., founder of The Upjohn Pill and Granule Company in Kalamazoo, Mich., in 1886.

One hundred years later, employees of The Upjohn Company still adhere to that advice. Dr. Upjohn's pill-making firm has grown into a worldwide, research-based manufacturer and marketer of pharmaceuticals, health care services, fine chemicals, bulk pharmaceuticals, and veterinary and agricultural specialties.

In the early 1880s Dr. Upjohn, a young physician with a practice in rural Hastings, Mich., invented a new kind of pill. He called his invention the friable pill, which meant it could be easily crumbled. Because the mass-produced pills of the late 19th century were so hard, they often passed through the patient undissolved. The properties of Dr. Upjohn's new pill made it more easily digestible and this guaranteed that patients got the full benefit of the medicine.

With his new invention, Dr. Upjohn began a business that by the century's end had expanded to include compressed tablets, fluid extracts, ointments and powders — all produced with the careful attention to quality that the exacting doctor demanded.

With the hiring of the company's first research scientist in 1913. The Upjohn Company (renamed in 1902) inaugurated a lasting commitment to the development of new pharmaceutical products. Digitoxin, used in the treatment of various kinds of heart failure, was introduced in 1919. It was the first standardized digitalis product on the market and one of the first drugs to have a warranted shelf life.

Citrocarbonate, introduced in 1921, was the first nationally-recognized product for the treatment of acidosis—a derangement of the blood chemistry that often accompanies serious illness or injury.

The establishment of a

nutritional research laboratory in 1927 marked Upjohn's entry into the vitamin supplement market. Super D Cod Liver Oil (1928) was the first standardized vitamin D product to reach a mass market. It played an important role in combating rickets in children. Other vitamin products followed in the '30s, culminating with Unicap line of multivitamins in 1940.

During this first half-century, two Upjohn products appeared which still have a place in the nation's medicine cabinets: Cheracol (1924), a flavored cough syrup and Kaopectate (1936), an antidiarrhea medicine.

### Aids War Effort

During World War II, wounded Allied soldiers often received battlefield transfusions of serum albumin made in Upjohn laboratories. Others treated themselves with sterilized sulfa powders and "wound tablets," nearly 600 million of which were stamped with the Upjohn name.

Perhaps the biggest Upjohn contribution to the war effort was its participation in the joint effort to produce penicillin. The successful and timely mass-production of this first antibiotic by a coalition of government and industrial forces saved countless lives.

After the war, Upjohn researchers turned their efforts to the synthesis of cortisone. In 1950, Upjohn researchers discovered an inexpensive way to manufacture cortisone and hydrocortisone steroids and made these products available to millions of rheumatoid arthritis sufferers. As it enters its second century, Upjohn remains a world leader in steroid research and production.

In 1974, Upjohn introduced its most successful product ever — Motrin. This nonsteroidal anti-inflammatory drug brought relief from pain and inflammation to millions.

In 1980, the company introduced Cortaid, the first topical hydrocortisone product available

in the U.S. without a prescription.

Recent Upjohn entries into the important field of central nervous system (CNS) drugs include the first entirely new CNS compounds in nearly 20 years: the anti-anxiety agent Xanax, and Halcion, useful in the short-term management of insomnia.

Pharmaceuticals remain the heart of Upjohn's business. Over the years, however, vigorous internal expansion and outside acquisitions have involved the company in many new and exciting fields—all in some way related to the company's concern for bettering human health and welfare.

### Upjohn's Ag Division

The Upjohn Agricultural Division produces and sells worldwide a variety of animal health products, feed supplements, agronomic and vegetable seeds and parent breeder stock for broiler chickens. The division includes the Asgrow Seed Company, Upjohn/TUCO Animal Products Division and Cobb, Inc.

The Fine Chemicals Division produces bulk pharmaceuticals and fine chemicals for use by Upjohn and for sale to other industries. Upjohn HealthCare Services (UHCS), another division of the company, provides for the home care and institutional staffing needs of the sick, convalescent and the aged from more than 300 offices in 200 cities across the U.S. and Canada.

Upjohn enters its centennial year as a multinational and multifaceted corporation with research, production and distribution centers in more than 45 countries. Upjohn products are marketed in more than 150 countries.

From a humble beginning in rural Michigan 100 years ago, The Upjohn Company has grown to become one of the top 15 drug companies in the world. But Dr. Upjohn's admonition to "keep the quality up" has remained central to the company's philosophy.



## Upjohn, Tyson Announce New Corporation

KALAMAZOO, Mich. — A new broiler breeder corporation, Cobb-Vantress, Inc., has been formed by Cobb, Inc., a subsidiary of The Upjohn Company, and Tyson Foods, Inc.

David A. Phillipson, D.V.M., corporate vice president and general manager of the Agricultural Division of The Upjohn Company, and Leland Tollett, president of Tyson Foods, recently announced formation of the new company following the signing of the contract.

Cobb-Vantress, Inc., a close corporation owned equally by Upjohn and Tyson, will begin operations May 1 with administrative headquarters at Siloam Springs, Arkansas, and research headquarters at Jane, Missouri. The new firm will be headed by president Anthony H. Barnes and a six-member board of directors comprised of three members each from Upjohn and Tyson.

Cobb-Vantress will market the Cobb 500 female and Cobb breeder pullet, as well as Cobb and Van-

trass males.

Cobb-Vantress will continue operations of the former international Cobb subsidiaries and affiliated operations in Europe, South America and the Far East. Becoming part of Cobb-Vantress are: Arkansas Breeders Corporation, a joint venture of Cobb and Tyson; the Cobb hatching facilities in Gainesville, Georgia, and Siloam Springs, Arkansas; and Vantress research facilities at Jane, Missouri.

With the establishment of the new company, Cobb facilities in Concord, Massachusetts, along with its production farms in New Hampshire and Massachusetts, will be gradually phased out and closed. The Vantress hatchery in Greensboro, Georgia, also will be eventually closed. This will lead to expansions of research facilities at Jane, Missouri, and hatchery operations at Siloam Springs, Arkansas.

Cobb, Incorporated, a producer of broiler breeder stock since 1916, was purchased by The Upjohn Company in 1974.

## Deutz-Allis beefs up 6200-Series tractors

MILWAUKEE, Wis. — Deutz-Allis offers two new row-crop tractors in its 6200 series line. The model 6265 produces 65 PTO hp and the 6275 has a 73 PTO hp unit. Both are available in two- or all-wheel-drive models. The 6200 series is now comprised of five tractors, ranging from 43 PTO hp to 73 PTO hp.

"The 6265 and 6275 are also powered with fuel-sparing, direct air-cooled diesel engines that don't require head gaskets. These four-cylinder engines have impressive power reserve, low maintenance requirements, long life and proven economic payoff," says Bob McIlrath, tractor product manager.

"These engines need no radiators, water pumps or hoses. All cooling is accomplished by a high-capacity fan which forces air around cylinders and past oil coolers. Cooling system maintenance consists of little more than occasionally checking fan belt

tension and cooling air chamber," McIlrath explains.

The power is put to work via a multi-range mechanical transmission with 12 forward speeds and four reverse speeds. All gears are synchronized in each range.

Both models offer Transfarmatic hydraulic systems of open center design with tandem engine-mounted, gear-driven pumps. A category II, three-point hitch like linkage stabilizers is standard equipment.

These two new tractors are available with the unique Twin-Power option. This feature doubles a tractor's working ability because it provides a PTO and 3-point hitch at both the front and rear of the machine. With this option two jobs can be completed with one pass.

"These tractors pack the power and features needed to get the job done efficiently so there's more time for other profitable ventures," says MacIlrath.



A Deutz air-cooled engine generates 65 PTO h.p. for the new Deutz-Allis 6265 tractor.

## Farm Credit Names Scholarship Recipient

WEST CHESTER — The Board of Directors of the Southeast Farm Credit Service takes great pleasure in announcing that Sylvia Lee (Cissy) Trotman has been selected as the recipient of its 1986 scholarship.

Cissy is the daughter of Mr. and Mrs. Ralph Jennings of West Chester, Chester County. She is a senior at Avon Grove High School, West Grove, and will enter the

Pennsylvania State University, Delaware County Campus, in the fall. Cissy intends to major in Wildlife Biology.

A \$500 check and commemorative plaque will be awarded to Cissy at the Avon Grove High School graduation ceremonies on June 13. Philip Pyle, school principal, will make the presentation.

This scholarship is offered an-

nually to a high school senior who is planning to major in some field of agriculture or agribusiness at a four-year college on a full-time basis. The Southeast Farm Credit Service, with offices in Avondale, Creamery, Silverdale and West Chester, serves agriculture in the five-county Philadelphia area with long, intermediate and short term loans.