



BUSINESS NEWS...

Agri King Targets 3 Areas For Expansion

FULTON, Ill. — Two Pennsylvania and New York regions have been chosen by an Illinois business as areas for expansion.

Spearheading the project is a native of Lancaster County, Pennsylvania, Karl Kettering, now vice president of Sales and Marketing of Agri-King, Inc., an 18-year-old company serving livestock farmers in 27 states and Canada.

A total of 12 new jobs in the northern Pennsylvania and southern New York areas are being created in the Agri-King expansion, with Kettering predicting that the expansion could double within a year.

Kettering will be conducting interviews November 24 in Clarks Summit, Pennsylvania, and November 25 in Horseheads, New York.

Agri-King, Inc. is a high-tech corporation which tests homegrown feedstuffs and balances rations for livestock producers. Its products are



Karl Kettering

vitamins and trace minerals. Based in Fulton, Illinois, it employs about 200 and completed a record sales year August 30. Agri-King also has a warehouse in Lancaster, Pennsylvania.

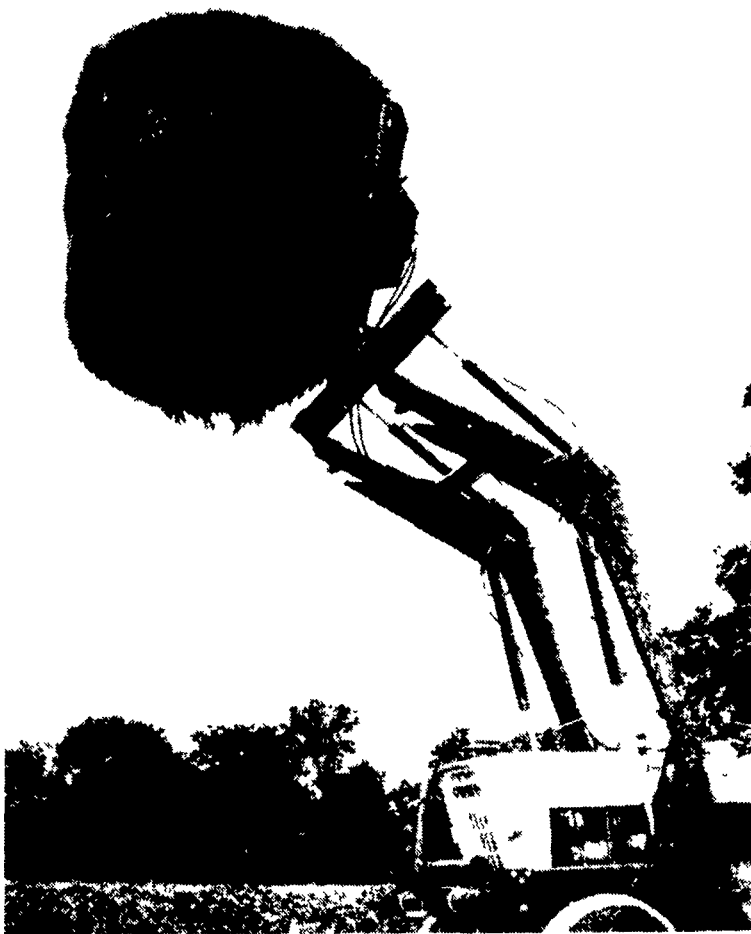
Bale Claw Handles Round Bales Easily

WARSAW, Ind. — The Super Bale Claw from Worksaver, Inc. of Litchfield, Illinois, grips and lifts most round bales safely and effectively, making stacking, loading, and other handling chores quick and efficient.

The Super Claw handles 1,200 to 1,800-pound bales up to 6 feet in diameter, and is designed to fit most double-cylinder front-end loaders having a load arm center distance of 50 inches or less. Optional brackets which allow the unit to fit some popular quick-coupler front-end loaders are also available.

An adjustable claw position and mast angle allow the Super Claw's six replaceable tines to grip bales securely in almost any position. The versatile tool can load and unload bales directly to and from truck beds, wagons or conventional trailers, thus eliminating the need for special bale handling trailers.

For more information, contact: Hamilton Equipment, Inc., 567 South Reading Road, P.O. Box 478, Ephrata, PA 17522 (717) 733-7951.



Worksaver's Super Bale Claw handles up to 6 feet in diameter and 1,800 pounds.

Latuch Bros. Bull Enters Sampling

SHAWANO, Wis. — A Holstein bull calf, acquired from Latuch Brothers, Somerset, Pa., is now available for sampling from 21st Century Genetics.

21st Century Genetics is in full operation with breed-leading statistics. The nation's largest direct-member, farmer-owned cattle breeding cooperative began in 1985 with the consolidation of Midwest Breeders Cooperative, Shawano and Minnesota Valley Breeders Association, New Prague, Minn.

The newest offering from the full-service cattle breeding cooperative is 21H1166 Latuch Enchantment Sambo-ET, a son of

Cor-Vel Enchantment.

Combined with his maternal grandsire, Straight-Pine Elevation Pete, Sambo has a Pedigree Index of plus 1,090M, plus 27F, plus 16P, plus \$110 and a Genetic Index of plus 1,030M, plus 35F, plus 19P, plus \$119.

Sambo's dam is Latuch Elevation Pete Laurie, EX-91-2E. Her top record was as a 3-year-old when she had 24,588 pounds of milk, 1,156 pounds of fat and a 4.7 percent test in 365 days. Her current Cow Index is plus 379M, plus 26F, plus 14P, and plus \$65.

Sambo is now housed at the 21st Century Genetics Sampling Sire Facility near Stewartsville, Minn.

The recently expanded facility has capacity for the 100 to 110 high genetic potential Holsteins sampled each year.

The 21st Century Genetics sampling sire program has been revised recently and retains incentives to qualified users of sampling sire semen. The revised sampling program allows 21st Century Genetics to more efficiently and accurately sample its young sires.

In addition, the young bulls are now eligible to become part of the Genetic Acceleration Program after their initial sampling period is completed.

Farm Credit To Set 'Competitive' Rates

DENVER, Colo. — The nation's largest ag lender is developing new pricing programs whereby its banks and associations will set interest rates at competitive levels throughout the U.S.

Legislation passed in the final days of the 99th Congress gave institutions of the Farm Credit System the authority to set their interest rates without prior approval from the System's regulator.

"By giving Farm Credit banks and associations the authority to set their interest rates, the new legislation clears the way for us to make our rates competitive all across the country," said H. Brent Beesley, president and CEO of the Farm Credit Corporation of America, the System's central policy-setting organization.

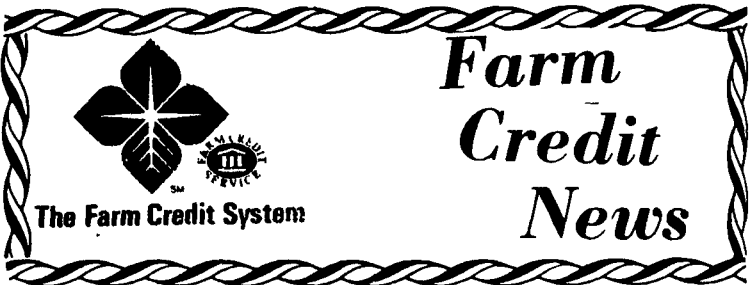
"Congress has sent a clear message of support for a dependable, borrower-owned source of credit to agriculture," said John A.

Waits, president of The Farm Credit Council, the Washington-based trade association for the Farm Credit System.

During the past 18 months, Beesley explained, System institutions were hindered in their efforts to adjust to market changes in interest rates. "The new legislation gives us the flexibility to rectify that situation by implementing loan pricing programs which make competitive rates

available to all borrowers," he added.

"A competitive pricing program for the Farm Credit System, with more than 480 institutions, requires a well thought out plan for application," Beesley said. "It will take us a little time, but the new pricing authorities that Congress has given us will result in lower rates for many System borrowers in the very near future."



Southeast Farm Credit Offers Scholarship

WEST CHESTER — The board of directors of the Southeast Farm Credit Service announces the availability of its sixth annual \$500 scholarship toward the higher education of a student planning to pursue a career in agriculture. The Southeast Associations have offices in Avondale and Silverdale with an outpost office in Creamery; the headquarters office is located in West Chester. They serve over 1,600 members of the agricultural community in Bucks, Chester, Delaware, Montgomery and Philadelphia counties with long and short term financing.

One of the requirements of the

applicant is that his parents or guardian must reside in one of those counties. The applicant must be a high school senior planning to attend a four year college on a full-time basis with agriculture or agribusiness as the major emphasis of study.

Notification of the availability of the scholarship is being sent to the administrators of the secondary schools in the five county area. Southeast Farm Credit also in-

tends to reach as many of the private schools in the area as possible; the scholarship is not limited to the public school systems. Anyone whose educational institution was not contacted should not consider himself excluded from requesting an application form. Contact the Southeast Farm Credit Service, Administrative Office, P.O. Box 514, West Chester, PA, 19381 or telephone (215) 431-1257.

York Farm Credit Reduces Rates

YORK — The York Farm Credit Service has announced reduced rates for its two lending organizations.

Duane G. Bosler, executive vice president, reports that the Production Credit Association of York has reduced its rates to a range of 7.75 to 11 percent.

Bosler also announced a reduction in rates for their Land Bank Fixed and Adjustable Rate Mortgages to 8.75 to 11.5 percent, and stated that their traditional variable rate mortgage loan rates

had been reduced to 10.75 percent from 11.5 percent.

"Farm Credit's purpose, as a farmer-owned cooperative, has always been to provide our farmer borrowers with the lowest interest rates possible. We are pleased to be able to lower our rates," Bosler said.

The York Farm Credit Service provides short- and long-term loans to farmers in Adams, Cumberland, Franklin, Fulton, Perry, and York counties.

Berg Offers New In-Line Mixers

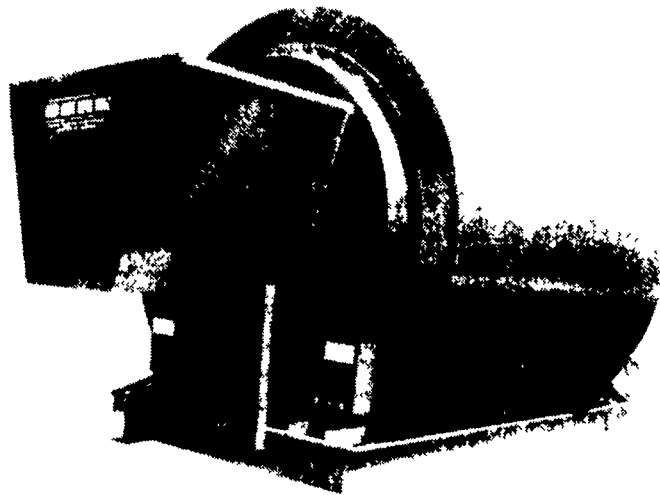
MARSHFIELD, Wisc. — Berg Equipment Company announces the addition of a series of in-line batch mixers for use in preparing totally blended rations to their full line of feeding equipment.

The batch mixers are available in two configurations with 11 different size capacities enabling the user to match needs with available space. Sizes range from 45 cubic feet to 600 cubic feet. The completely horizontal design

allows for greater capacity and more thorough mixing in less time.

The units are available with a variety of options including an electronic digital read-out scale and a unique, simple method of continuously measuring weight of material as it is being added to the mixer.

For further information, contact Berg Equipment Company, P.O. Box 507, Marshfield, WI 54449, telephone 715/384-2151.



Greater capacity and thorough mixing result from Berg's horizontal design.