

BUSINESS NEWS..

Atlantic Seedsmen Name Baylor Executive Director

STATE COLLEGE — James Harris, president of Atlantic Seedsmen, announces that Dr. John E. Baylor has been selected by the organization's executive committee to become the executive director of the regional seed association.



John E. Baylor

Dr. Baylor brings a wealth of organizational expertise to this new responsibility. A professor emeritus of agronomy and past coordinator of Agronomy Extension at Penn State, Baylor has chaired many committees of the American Society of Agronomy and the American Forage and Grassland Council. Recipient of many educational awards and agricultural industry recognitions, including Fellow in ASA, Baylor is a skilled writer, editor, educator, and program innovator.

Atlantic's membership includes farm, vegetable and turf seed companies from across the region. Since many states do not have a state seed association, the Atlantic represents all member seedsmen in the region with a unified presence whenever the need arises.

Assuming his new responsibilities Jan. 1, 1987, Baylor will be representing the Atlantic at the state and national levels of the seed industry. He will be developing programs to enhance benefits to the membership in the areas of improved communication with regulatory agencies, keeping members apprised of pending legislative changes and other useful information regarding seeds, crops, markets and items of interest to seedsmen.

More information can be obtained by contacting the office at 298 E. McCormick Ave., State College, PA 16801, telephone 814-237-0330.

ICI Introduces New Gramoxone Herbicide

WILMINGTON, Del. — The Agricultural Products Group of ICI Americas Inc. has announced the introduction of GRAMOXONE SUPER herbicide for broad spectrum control of emerged grasses and weeds.

The product is a new paraquat formulation that provides rapid burndown control of a wide spectrum of annual grasses and broadleaf weeds, and suppression of perennial weeds. Formulated as a new 1½ pounds of active ingredient per gallon product, GRAMOXONE SUPER is labeled for over 100 crops, as well as for

noncrop areas. The product is also registered for use in more tank mixes than any other contact herbicide.

In addition, ICI officials say the improved free-flowing formulation of GRAMOXONE SUPER is easier to pour while also improving tank-mix qualities.

GRAMOXONE SUPER has these features to help prevent accidental ingestion: a new dark green color for easy product identification, a strong odor and an emetic to induce vomiting in case of accidental swallowing.

York Farm Credit Announces Appointments

YORK — Two new appointments were recently announced within the York Farm Credit Service. Chambersburg branch manager John H. Brumbaugh has accepted the new position of branch manager for the Carlisle, Chambersburg and New Bloomfield offices.

Ronald C. Moore has been promoted to the position of executive loan officer.

Brumbaugh began his Farm Credit career in 1978, as a field representative with the Farm Credit Banks of Baltimore. Since that time he was employed by the Meadville Farm Credit Service and served in the capacity of loan officer and branch manager. A native of Erie, he received a bachelor of science degree in Animal Science from Penn State University.

In this new position Brumbaugh will be responsible for managing the three branch offices which serve Cumberland, Franklin, Fulton, and Perry counties.

Moore, a native of Sherman,



John H. Brumbaugh



Ronald C. Moore

New York was employed by the York Farm Credit Service in 1980 as branch manager of the Perry County Branch Office. Prior to this promotion he served in the position of senior loan officer. He attended the North Dakota State University and received a bachelor of science

degree in agriculture economics. The York Farm Credit Service presently provides over \$77 million in long term Land Bank loans to 1200 borrowers and \$35 million in short term Production Credit Association loans to 861 borrowers in South Central Pennsylvania.

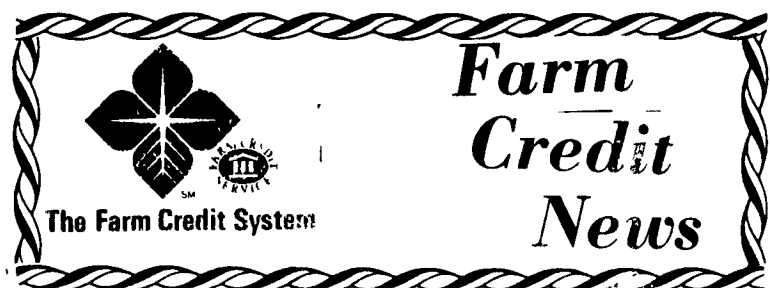
New Planter Shoe Eliminates Soil Buildup

HOLLAND, Mich. — Howard Poll, vice president of engineering and development of the Holland Transplanter Company, announced the introduction of a new transplanter furrow opening shoe.

Designated the HR-1, this new shoe features a special insert of abrasion resistant high density polymer. The utilization of this friction-free polymer eliminates soil build-up so common on conventional steel furrow opening shoes. This build up, caused from wet and sticky soil, forces the ground sideways and creates a wide furrow, preventing the packing wheels of the transplanter to properly pack the soil back around the roots of the transplant. This poor packing of the soil allows air pockets in the root area of the plant, killing the plant or slowing its growth.

The new HR-1 shoe makes a narrow clean furrow resulting in a more uniform planting and accurate spacing of your crop. Field testing shows a smoother soil flow and better scouring of the shoe with much less draft.

This new shoe has not yet obtained patent approval but will be available this winter through your Holland Transplanter dealer for spring planting. The HR-1 has the same dimensions as the original steel shoe and therefore, can be used as a replacement on any transplanter in the field.



Farm Credit Announces Merger Proposal

BALTIMORE, Md. — The Board of Directors of the mid-Atlantic region's leading agricultural lender, the Farm Credit Banks of Baltimore, announced their unanimous approval this week of a restructuring proposal that could lead to the consolidation of 26 affiliated local Federal Land Bank Associations (FLBAs) and Production Credit Associations (PCAs) into one district-wide FLBA and one PCA.

The merger proposal will be submitted for approval to the Banks 56,000-plus stockholding borrowers next spring, subject to concurrence by the Banks' regulatory agency, the Farm Credit Administration.

Under the proposal the district-wide FLBA and PCA would continue to provide long- and short-term credit and financially related services to farmers and agribusinesses throughout the Baltimore Farm Credit District, which includes the states of Maryland, Pennsylvania, Virginia, Delaware, West Virginia and the Commonwealth of Puerto Rico. The Baltimore District, with over \$2.7 billion dollars in loans outstanding, is one of 12 districts that comprise the nationwide Farm Credit System.

Board Chairman Harold B. Short said the proposal developed over an 18 month period as a result of a series of studies and reviews conducted jointly by directors and management of local Associations and the Banks.

"We entered into this restructuring study process almost two years ago," Short explained. "The objective throughout the process

was to review the changes taking place in agriculture and carefully evaluate our operations to improve our ability to better serve our customers through a more efficient and responsive structure and provide more innovative and competitively priced products. Our members were foremost in our minds throughout the whole process and will continue to be as we seek approval from our stockholding borrowers."

Continuing economic stress in agriculture, changing federal farm policies, innovations in computers and business technology, increased reporting and review requirements by federal regulatory agencies were all cited as reasons that the board initiated the restructuring study.

The proposal would consolidate the 26 Associations currently serving the Baltimore District into 15 divisions with centralized management and a 52-member board of directors. The association board of directors would continue to be elected by stockholding borrowers and would have similar policy making authorities as are currently vested in the boards of the 26 FLBAs and PCAs.

"The Board is very pleased with the support and encouragement we have received from our local association directors and staff during the development of this restructuring proposal," Short said. "We believe the proposed structure will position us, organizationally, to better adapt to changes in the agribusiness and financial services industry and at the same time will enhance the quality of our services."

W & J Dairy Sales Wins Bou-Matic Award

LAS VEGAS, NV — Dr. Paul Thompson, Bou-Matic president, presented a 1986 Sales Achievement Award to W&J Dairy Sales of Oxford, Penn. at the 1986 Bou-Matic National Dealer Meeting, held in Las Vegas, Nev.

W&J Dairy Sales had the largest sales increase in Bou-Matic sales district 34, which covers Pennsylvania, southern New York, Maryland and New Jersey.

"It's award-winning dealers like Bill Guhl and his associates who have made the success and growth of Bou-Matic products possible," said Thompson. "Their skill and dedication in marketing, installing and servicing our products have been vital in building Bou-Matic's reputation for excellence in milking equipment."

The Bou-Matic product line includes innovative dairy farm milking, cooling and on-farm management equipment which emphasizes healthy and efficient milking. The company, based in Madison, Wis., honors the sales leaders in its 18 North American sales districts annually.



Bou-Matic president Paul Thompson (left) presented the company's 1986 Achievement Award to Bill Guhl of W&J Dairy Sales of Oxford.

Farm Credit Holds Pig Roast

LANCASTER — The Quarryville office of the Lancaster Farm Credit Service held its first annual Pig Roast on Dec. 12, in order to show their appreciation for their customers. Handouts were available, including 1987 Almanacs.

Over 300 people attended and enjoyed the informal and relaxed

atmosphere. Videos and displays on various services were available to view at leisure.

Several guests were in attendance as well, including Gene L. Swackhamer, president and chief executive officer of the Farm Credit Banks of Baltimore, and various other Baltimore Bank personnel.