



BUSINESS NEWS...



Herr Honored By GSI

Grain Systems, Inc., of Assumption, Ill., recently honored E.M. Herr Equip. Inc., of Willow Street for outstanding sales achievement in 1986. GSI sales manager Dave Andricks (left)

presented the award to Dennis M. Herr at GSI's annual dealer convention held in Orlando, Fla., this year. E.M. Herr handles a complete line of grain handling and storage equipment.

Bank Offers Free Milk

SCHAEFFERSTOWN — Throughout June and into October, Lebanon Valley National Bank will be giving out milk at five of its branch offices.

"The idea is to get milk to non-farmers," explained Mike Firestine, vice president of Lebanon Valley National Bank. On an average week at the Schaefferstown office they use 20 gallons of milk. He noted the bank started the milk give-away five years ago.

Each week the milk is sponsored by a different business. As a branch office exhausts its list of milk sponsors, the milk dispensing machine is moved to a new office. Normally the sponsors last into October, Firestine explained. He added that while he would like to put more machines into their offices at one time, there are not

enough milk dispensers available for this purpose.

In addition to the milk, each of the bank's 12 offices is giving away a basket of dairy products at the end of June. The basket is filled with approximately \$25 worth of dairy products from local companies. This is the third year for the dairy products basket promotion.

The bank was cited for its promotional efforts last year by the Berks County Dairy Promotion Group, Firestine said.

"Since 80 percent of our agricultural loans are to dairy farmers, we are just trying to return something to them by doing the promotions," Firestine said.

Local dairy princesses assist the promotional efforts during busy bank times and as their schedules permit.



Lebanon County Dairy Princess Rebecca Sonnen (right) gives a glass of milk to Morgan (left) and Margeaux Firestine at the Schaefferstown branch of the Lebanon Valley National Bank.

Ciba-Geigy Names Ag Division President

GREENSBORO, N.C. — Emilio J. (Leo) Bontempo has been appointed president of the Agricultural Division of Ciba-Geigy Corporation here. He formerly was vice president of marketing for the division.

Bontempo's appointment was announced by Charles O. O'Brien, executive vice president and chief operating officer of Ciba-Geigy Corporation, Ardsley, N.Y. O'Brien also said Bontempo has been named a vice president of the corporation and a member of its corporate management committee.

The former president of the Agricultural Division, Carl J. Kensil, died last month after a brief illness.

An employee of the corporation for 23 years, Bontempo had been vice president of marketing for the Agricultural Division since January 1978.

Bontempo's first position with Ciba-Geigy was as a systems analyst in the corporate finance department. After serving four years as systems manager, he transferred to the Agricultural Division in 1969 as director of information services and planning.

He became assistant director of agricultural chemical sales in 1971 and was named director of sales for home and garden products the following year. In 1974 Bontempo was promoted to vice president of planning and administration, and he served in that post until being appointed vice president of marketing.

Bontempo is a graduate of Columbia College, where he was awarded a bachelor of arts degree in economics and statistics in 1958. He received a master of science degree in marketing from Columbia University's Graduate School of Business the following year.

Bontempo is vice chairman of the U.S. Feed Grains Council and will become its chairman in

August. The organization of producers and agribusiness companies develops export markets for U.S. corn, sorghum, and barley.

Last year Bontempo was named Agri-Marketer of the Year by the National Agri-Marketing Association (NAMA).

Vinelli Named President of ISF

WAVERLY, N.Y. — Monique F. Vinelli has been named president of International Stock Food Corp. effective at the annual June meeting of the company's board of directors. She has served as executive vice president of the company since 1983 and was a member of the board of directors for two years prior to that time. J.G. Forest, founder of the corporation, will continue as its chief executive officer and chairman of the board.

In addition to her management experience, Ms. Vinelli brings international and financial expertise to the presidency. Prior to joining ISF, she was an international banker and financial analyst at the Citizens & Southern National Bank in Georgia.

International Stock Food Corp. has been a leading manufacturer of vitamin/mineral animal health products for the farm industry for more than 35 years. The company also pioneered a patented silage fermentation control process, "SILO GUARD II," widely used in the U.S., Canada, Great Britain,

Ciba-Geigy is one of the country's largest producers of agricultural chemicals. The company manufactures a variety of herbicides, fungicides, insecticides, and plant growth regulators used for crop protection, industrial weed control, and professional pest control.



Monique Vinelli

Korea and Japan.

In addition, ISF provides a wide range of consulting and nutritional services including a nutritional management program designed to solve and/or prevent herd health problems, and a computerized feeding analysis to maximize herd performance over feed costs

Cantaloupe, Watermelon Variety Display

NEWARK, Del. — The University of Delaware Cooperative Extension System is sponsoring a field meeting to display more than 30 cantaloupe varieties and 10 watermelon varieties. Seedlings were transplanted on May 6 on black plastic

and drip irrigation. The meeting will be held on Wednesday, July 1, 7 p.m. to 9 p.m. at Bob Whaley's farm in Laurel. From Route 13, go east on Route 24 approximately 1.9 miles and turn right on Road 463. The trial is $\frac{3}{4}$ of a mile down the road on the right.

Hesston Holds 'Hay Day' In Maryland

BY SHARON B. SCHUSTER
Maryland Correspondent

FREDERICK, Md. — Hesston Hay Day drew a steady crowd last week to inspect the newest in modern hay making equipment. Farmers from Maryland and surrounding states arrived at the Frederick County, Maryland field to watch, drive, climb on, under and look over 25 pieces of equipment displayed by the Donald Ogg Equipment Company.

"This much Hesston equipment in the field at one time is unique," commented Ogg. Ten years ago, Hesston merged with Fiat, the eighth largest manufacturing company in the world, according to Ogg. Hesston began manufacturing a mower conditioner 40 years ago, and within the past 10 years has offered a full line of equipment.

The centerline baler attracted much attention from participants, as they watched the tractor straddle the windrows with the baler and wagon trailing in a direct line. Ogg explained that the centerline baler, because of its design, is especially suited for hillsides.

Round balers of various sizes formed neatly rolled bales and kicked them out over the field. A dual purpose tedder-rake spread the hay for drying and then with a quick adjustment in position, raked the hay into windrows. The piece teds a 9-foot 10-inch swath and rakes 11 feet 10 inches. The attractive thing about the tedder-rake is the price, added Ogg. It lists for \$2,500.

The self-propelled windrower looked like something out of a farmer's dream. Rolling along at a fast clip, the 8200 hydrostatic machine knocked down alfalfa into even windrows, and at the end of each row, turned on a dime to

continue mowing the next swath. Ogg explained that the efficient piece is ideal for farmers who plant small grains in the fall to chop in the spring. "They can put in a windrow without knocking the grain out of the heads." This too is achieved by adjusting the headers.

Perhaps the most awesome piece of Hesston equipment in the field was the Big Baler. I.A. Abb, a retired farmer commented, "That's the biggest bale of hay I ever did see." He was referring to the 4-by-4-by-8-foot bale that slid out of the back of the appropriately named Big Baler. Jody Wiles of the Gettysburg, Pa., area was demonstrating his own Big Baler. This is the second season for his baler and he said he is very pleased with its performance. Wiles milks 200 head and puts up about 500 acres of hay.

Ogg said there are only about 15 to 20 of the big machines between central Maryland and southern Pennsylvania. "Most of them are out West. The Big Baler uses special twine designed to take the pressure of the enormous bale. The bales are moved with bucket or three at a time on a trailer and they can be stacked four high. A full-sized bale weighs about 1,500 pounds. Wiles said he sometimes makes a 6-foot bale so it can be fed in a round bale feeder. Wiles said he uses a 220 horsepower tractor to pull his baler, but the minimum suggested is 100 horsepower. The Big Baler has a big price, too — about \$43,000.

The D.W. Ogg Equipment Company is located at 5149 Cap Stine Road, Frederick, MD 21701 (301) 473-4250.

FPPF Products Prolong Diesel Life

HARRISBURG — Each time a diesel engine operates, regardless of the time of year, condensation is formed. When this water reaches the diesel fuel injection system, the effects can be ruinous, according to a spokesman for Miller Diesel Inc., 6030 Jonestown Road, Harrisburg.

Water in fuel causes rust and accelerates wear of all moving parts in the pump and injectors. The fuel injection system depends on the diesel fuel for lubrication. Water dilutes this lubricant by washing away the thin oil film coating the pump and injectors' micro-machined surface. The damage caused by the presence of water and alcohol is easily determined when the clearances of mated surfaces are less than fifty millionths of an inch.

FPPF Fuel Power, sold by Miller Diesel, totally disperses water without the use of alcohol. The absence of alcohol is just as important as removing the water. Alcohol swells gaskets, distorts plastic parts and also removes lubrication. If there is a question of whether or not a product contains alcohol, just check the label for the word "flammable."

Fuel Power also prevents the growth of algae and decarbonizes the entire fuel injection system. Decarbonization gives you greater power, more miles to the gallon and less smoke.

The complete line of FPPF products is available at Miller Diesel Inc. For further information, customers are invited to call 717-545-5931.