

Business News

Deere Presents End-Wheel Drills

MOLINE, IL — John Deere has introduced a new end-wheel drill series to replace the 8000 series. Several new features have been added to increase productivity and efficiency over previous models.

The 450 end-wheel drill is available in 8-, 10-, 12-, and 13-foot models and the front-folding drill is available in 32- and 36-foot models. The front-folding drill has 20 degree flexibility -- 20 degrees up and 20 degrees down -- to deliver the seed and fertilizer consistently over uneven or terraced ground.

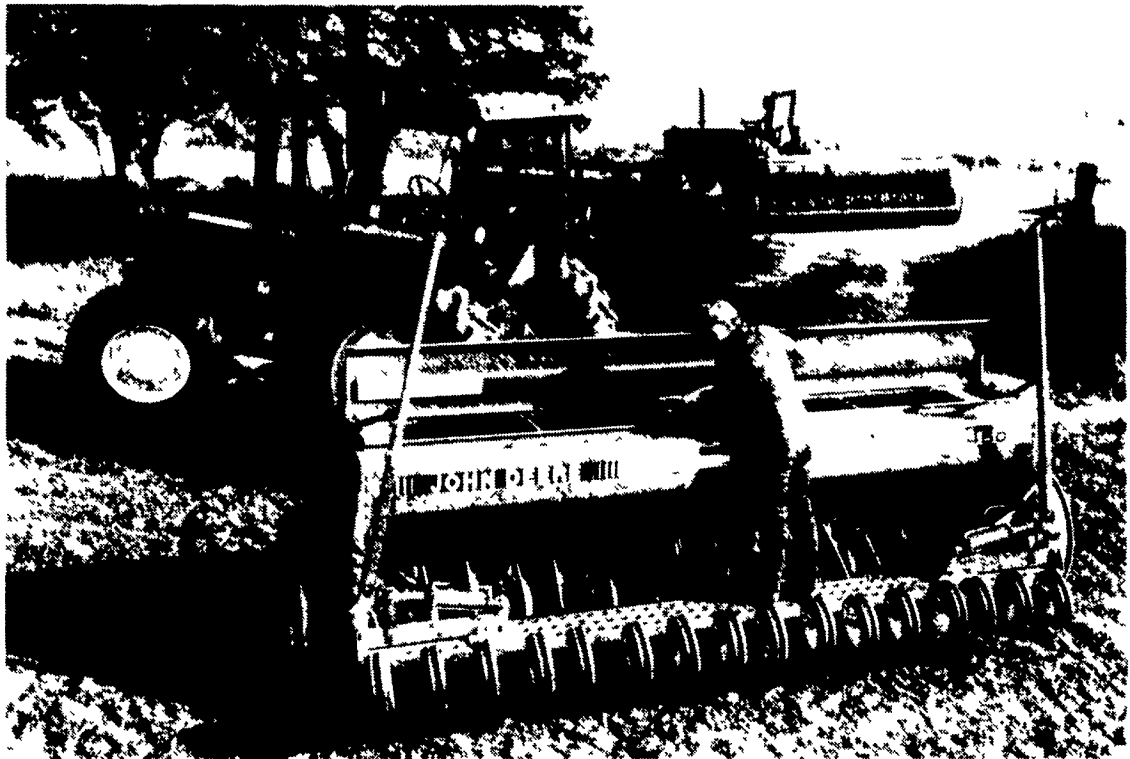
A new three-position divider in the 452 grain/fertilizer box allows 100 percent grain, 60 percent grain/40 percent fertilizer or 40 percent grain/60 percent fertilizer combinations. The components are removable to make cleaning

easy. Bulkheads are positioned within the box to prevent sudden shifting of material and to allow each section to empty evenly.

A medium or large grain box -- two of the largest boxes in the grain drill market -- are available: 2.0 bushels per foot (plain grain); 2.8 bushels per foot (grain/fertilizer); 2.4 bushels per foot (plain grain); and 3.4 bushels per foot (grain/fertilizer).

The opener's down-pressure has been increased by 35 percent with new heavy-duty down-pressure springs and a new 1.25-inch square pressure shift.

A choice of furrow openers, to match new row spacings, allows the farmers to create a furrow in almost any condition. Choices include a 13-inch single disk opener for new 6-, 7.5-, or 10-inch



John Deere's new 13-foot, 450 end-wheel drill is one of five new models available in November. An 8- or 10-foot width is available as well as 32- or 36-foot front-folding models. The drills' opener down-pressure has been increased by 35 percent with a choice of furrow openers to match new row spacings.

row spacing; a 14-inch semi-deep single disk opener for 7.5- or 10-inch spacing; and double-disk openers for 6-, 7.5-, or 10-inch row spacing. Opener row spacing availability varies with the model selected. Openers are available in cast iron for wet or sticky soils and aluminum for normal conditions.

Four gang press wheels are available -- 2x13-inch, 1x12-inch, 4x12-inch smooth crown, and

4x12-inch double-rib.

Four depth-gauging attachments -- Tru-Vee, adjustable depth gauge wheel, depth band (also available for double-disk openers with cast-iron boots), and a depth-gauging press wheel -- were featured on previous models and are designed to control furrow depth and attach to the double-disk openers.

Fluted-feed seed meters are

standard on all drills and the double-run seed meters are optional on the 13-foot plain grain model.

Attachments available for field conversion include row markers, multi-unit hitches, furrow openers, depth-gauging, drive conversions, plus several others.

The 450 series drills will be available November 1.

Seedway Honors Local Dealers

READING (Berks Co.) — Several local dealers were recognized for their sales achievement at the sixth annual Seedway dealer meeting held last month.

Receiving awards were Bert Waybright for highest percentage increase in corn unit sales, Eric Sheib of F.M. Brown's Sons Inc. for highest unit sales of alfalfa

seed, Charles Moyer for largest percentage increase in sales of alfalfa seed, and S. Martin Greenleaf for second highest sales of seed corn.

Seedway is a full line of regional seed company marketing Asgrow/O'sGold and Eastland/Todd brands in the Northeast.



Sheib



Greenleaf



Waybright



Moyer

Pioneer Recognizes Rice For Service

BELLEFONTE, (Centre Co.) — A special award was recently presented to Ken Rice of Bellefonte by Pioneer Hi-Bred International, Inc.

Rice was honored for 15 years of service with the agribusiness firm. He has served primarily as a district sales manager in Central Pennsylvania during that time. Rice started his career with Pioneer as an agronomist in Tipton, Indiana. He moved to Pennsylvania in 1976.

As a district sales manager Rice leads and assists farmer-sales representatives in the area who sell Pioneer® brand products.

Rice, and his wife Sandy and their children Myron, 14, and Amber, 10, live in rural Bellefon-



Ken Rice

te. He received his award during the company's annual sales convention.

Alfa-Laval Acquires Universal Dairy Product Line

KANSAS CITY, MO — Alfa-Laval Agri, Inc., the world's largest manufacturer and supplier of dairy equipment and supplies has purchased the assets of Universal Dairy Equipment from Universal Cooperatives, Inc. of Bloomington, Minnesota. The terms of the sale and price were not disclosed.

While the companies had announced an agreement to complete the transaction in May of this year, the effective date of the transfer of assets was set to coincide with the end of Universal Cooperative's fiscal year on July 31. Universal Dairy Equipment will operate under the name Universal Dairy Equipment, Inc. as a wholly-owned subsidiary of Alfa-Laval Agri, Inc., and will remain a separate business unit with a separate and distinct line of products, sales force and distribution. Universal brand milking systems, dairy supplies and electronic feeding systems are sold through agricultural cooperative outlets and a regional network of independent dealers. Prior to the sale, Universal was believed to be the nation's fourth largest maker of dairy farm equipment.

According to Alfa-Laval Agri President Terry Blanks, who has also temporarily assumed the duties of president of Universal Dairy Equipment, Inc., "Offering two distinct lines of equipment, supported by totally separate

administrative, technical and marketing organizations, actually brings us more in line with Alfa-Laval's approach to dairy markets in other parts of the world. Rather than combine the two operations in any way, Universal will maintain a high degree of autonomy."

All operating functions of Universal Dairy Equipment are to move from Goshen, Indiana to facilities in the headquarters of Alfa-Laval Agri in Kansas City, Missouri. Key Universal employees involved in sales management, marketing, technical support and distribution will transfer to the new location with some staff additions considered likely. The existing Universal field sales staff will not change. Under an ongoing general supply agreement, certain product will continue to be manufactured at the Universal Cooperative plant in Goshen.

Jan Rule, Universal Dairy Equipment, Inc. director of sales, said, "Throughout a history spanning almost 50 years, Universal has built a reputation on quality products and a high level of service. We expect that tradition to continue backed by the full support of the entire Alfa-Laval organization."

"We see many long-term benefits from our association with a full-line dairy equipment manufacturer. But, for the time being," adds Rule, "we expect it to be 'business as usual' for those sell-

ing, servicing or using Universal equipment."

Universal Cooperatives President Pat Finley said, "The Universal board of directors determined the sale of our dairy lines to a fine organization like Alfa-Laval was in the best interest of our members and dealers, thus allowing Universal's management to devote more attention and resources to other needs of our member cooperatives."

Finley emphasized that only the dairy equipment lines were involved in the sale, and no other operations or products of the cooperatives are to be affected.

Universal Cooperatives is an interregional farm supply cooperative with total sales of \$250 million a year. Universal supplies 29 member cooperatives with farm and home supplies, tires, batteries and lubricants, ag chemicals, animal health and nutrition products, livestock equipment, paint and other products.

Alfa-Laval Agri, Inc. is part of the Alfa-Laval Group, a \$2 billion company based in Sweden. In addition to its headquarters and manufacturing, distribution and research facilities in Kansas City, Alfa-Laval Agri has a large manufacturing plant near Poughkeepsie, New York. The company's products are sold exclusively through a national network of more than 350 DeLaval dealers.

Badger Northland Introduces Power Shuttle Feeder

KAUKAUNA, Wisc. — A new power shuttle feeder, designed for fast, simple feed distribution, is now available from Badger Northland, Wisconsin-based manufacturer of materials handling agricultural equipment.

The Badger BN8900 power shuttle feeder features a unique "trap door" feed drop system that eliminates the need for conveying belts or chains in livestock feeders. A simple, trouble-free opening mechanism "slides away" the

feeder bottom, dropping the entire feed load into the bunk quickly, quietly and dependably. This low-cost, innovative approach to center charge feeders greatly simplifies and speeds up large-scale feeding operations.

Badger's power shuttle feeder features a heavy 14-gauge galvanized steel trough that resists rust and corrosion. The rugged, high-capacity trough can handle the volume from three or more silo unloaders. In addition, a pivoting

support arm opens and closes the trough, allowing for total emptying of the feeder with no feed separation.

The BN8900 feeder's simple, economical and compact worm gear drive unit allows power to flow directly through the gear box to the heavy-duty cast iron drive gear. In most cases, only one horsepower is needed to operate even the longest feeders. The power shuttle feeder also features a heavy gauge drive track to

assure positive travel and solid state switching to provide non-mechanical reversing. Mechanical switching is required for three phase power.

The BN8900 feeder's option of select feeding allows dairy and cattle farmers to reduce overall costs by automating feed handling and grouping cattle according to production state. While select feeding for up to four groups is available, more pen divisions and variations can be accomplished

depending on installation requirements.

Badger Northland, an employee-owned company, has been building center charge feeders for nearly 30 years.

For more information on the Badger BN8900 Power Shuttle Feeder contact: Chet Gibbons, Badger Northland Inc., 1215 Hyland Avenue, Kaukauna, Wisconsin 54130-0912 or call 414/766-4603.