

## Dodds To Represent NC+ Hybrids

LINCOLN, NE — Ron Dodds of Kunkletown has accepted a position with NC+ Hybrids as district sales manager for Pennsylvania and the DEL-MAR-VA area.

Dodds is a native of Mercer County, and has a degree in Agronomy from Penn State University. He comes to NC+ from the Cooperative Extension Service in Pennsylvania and prior to that had several years experience with Agway and Southern States Cooperative.

"We're extremely pleased to have someone with Ron's capabilities coordinating this important sales area for us," said NC+ President Gary Duncan. "We're confident Ron will do a fine job of working with our present NC+ dealers and recruiting new dealers as well."

NC+ is a major supplier of seed to U.S. corn, soybean, grain sorghum and alfalfa producers. The 30-year-old company headquarters in Lincoln, NB.



Ron Dodds

## Growers Fertilizer Sponsors Low-Input Ag Seminars

MILAN, OH — Wilbur R. Franklin, one of the nation's foremost soil authorities and director of research of Growers Fertilizer Solutions, will present a low input -- profitable -- agriculture seminar on January 24 at Country Buffet in Ephrata and January 25 at Days Inn in Allentown both beginning at 10:00 a.m.

According to area representative, Mel Martin, Franklin will focus the seminar on the value of

calcium (lime) in the soil complex, a widely discussed but little understood relationship which research has shown to be of vital importance to the regulated growth of plants resulting in greater yields and higher quality agricultural products.

Franklin brings to this seminar 35 years of on-farm practical research culminating in a well founded understanding of the LISA approach and how it is best implemented by farmers who rely

on soil productivity for their living. His education came partially from working at the side of Dr. V.A. Tiedjens, author of the authoritative "More Food From Soil Science" and the developer of modern agriculture's most efficient liquid and solution fertilizers.

Franklin, himself a published researcher and nationally known scientist, will also discuss tillage, soil compaction, water retention and nutrient availability. His presentation will also include an analysis of the impact of environmental issues on area farmers and information on how to conserve soil nutrition while eliminating environmental concerns.

Among other seeming contradictions, Franklin will point out that horticulturists have, for years, utilized foliage application of nutrition and asks, "Why have farmers working with corn, soybeans, alfalfa, wheat and other main line crops ignored this highly practical and efficient approach which is so successful in other agricultural areas?"

The seminar, expected to conclude at 3:00 p.m. will allow for questions concerning specific plant nutrition problems.

clutch adjustment and drive chain accessibility for efficient repairs and shorter down-time.

All these standard features, combined with a new frame design and a new stronger top-pulley, provide the V-4000 owner with years of trouble-free service and satisfaction at a very competitive price.

Fransgard winches are available through the J.S. Woodhouse Co. Inc., 1314 Union St., P.O. Box 1169, West Springfield, MA 01090; 412/736-5462.

J.S. Woodhouse Company has branches in Lewisberry, Pa., Syracuse, N.Y., and Waterville, Me.

## Northrup King Uses Soybean, Degradable Liners On Seed Bags

GOLDEN VALLEY, MN — Northrup King recently announced that it is using a soybean based ink for the printing of all soybean bags produced for the upcoming growing season. The ink includes a soy protein and according to the American Soybean Association (ASA) increases the demand for an abundant American farm product. The soybean bags will carry the ASA's "Printed With Soyink" logo.

The company also announced that it is producing some of its corn and sorghum seed bags with

biodegradable plastic liners made from cornstarch. The Northrup King corn and sorghum seed bags will prominently display the National Corn Growers Association's (NCGA) degradable plastic logo. The NCGA estimates that the use of degradable plastics could potentially create a 150-300 million bushel market for corn.

"These are some of the ways we support American farmers' efforts to find new uses for their products," says Keith Hoffman, vice president of marketing, Northrup King Co.

## Business News

### Hesston Introduces Equipment Financing

BETHEL (Berks Co.) — For the first time, financing of Hesston equipment is available at Zimmerman Farm Service through the recently formed Hesston Credit Corporation, according to Harvey Zimmerman, owner of Zimmerman Farm Service.

"Establishment of an independent, privately owned credit corporation strengthens the services Hesston offers the agricultural industry," Zimmerman explains. "Now we can finance equipment at the time of sale."

Financing by Hesston Credit Corporation will be tailored to the individual's needs, according to Zimmerman. Hesston Credit Corporation offers a full range of competitive equity and standard rate financing as well as lease arrangements.

It also gives farmers access to:

- \* Financing outside of their operating line of credit;
- \* Use of purchased equipment as collateral with other capital items not required as collateral;
- \* A simplified, straightforward credit application;
- \* Flexible payment terms;
- \* Physical damage insurance included on retail installment con-

tracts on purchased equipment; and

\* One-stop shopping for equipment and the necessary financing.

Formation of Hesston Credit Corporation results from continued interest among dealers and farmers, and represents a substantial investment in American agriculture for Hesston.

Additional information on financing equipment through Hesston Credit Corporation can be obtained by contacting Zimmerman at Zimmerman Farm Service.

For more information about the Hesston Credit Corporation, contact Art Hammerstrom at Hesston, 708/260-4498.

### Warren Firm Honored At Pre-Show Banquet

HARRISBURG (Dauphin Co.) — A Warren County firm that grew from a basement enterprise in the founder's home into a regional specialty-food processing company has received the Pennsylvania Department of Agriculture's Agribusiness Award for 1990.

The Pellegrino Food Products Co., a family operation since its beginning in 1955, was presented the award by Agriculture Secretary Boyd E. Wolff at the Department's annual Pre-Farm Show Dinner Saturday evening in Harrisburg.

Accepting the award in behalf of the firm were its founder and chief executive officer, Anthony Pellegrino Sr., and a son, Thomas, company president. Another son, Anthony Jr., is vice president-treasurer and director of marketing.

"The story behind the Pellegrino company's success provides heartening reassurance that ideas, initiative, persistence and family values are all alive and functioning as we enter the decade of the nineties," Wolff said.

"This is also a vivid illustration of how state government-- in this case the Department of Agriculture-- encourages agribusiness growth for the benefit of the economy.

"Last year the company received a \$90,000 grant under the state's Agricultural Entrepreneur Development Program to help finance a \$250,000 expansion of its production facilities," the Secretary said.

The expansion project is expected to increase the number of employees from 30 to 60 within the next year, according to Anthony Pellegrino Jr. The company's sales have jumped from approximately \$300,000 in 1987 to \$1,125,000 last year, he said.

The Pellegrino product line currently is targeted at the quality market in the Pittsburgh, Cleveland, and New York areas, but the owners plan to expand into the Philadelphia-Baltimore-Washington region and into Canada within the next few years.

### Deere Introduces Rotary Disk Mower

MOBILE, IL — John Deere has introduced a new rotary disk mower, model 270, featuring seven disks combined to cut a 9-foot 2-inch swath. The 270 has the same low-profile, ground-hugging cutterbar design as the 240 and 260 rotary disk mowers.

High-speed rotating disks — each with two easy-to-replace knives — cut at 3030 rpm.

Hydraulic lift raises and lowers the cutterbar for transport or field operation. An optional outer shoe-spring assist kit, to give additional floatation in tough cutting conditions, and an optional tall-stubble gauge shoe kit are available.

"The 270 model was added to our rotary disk mower line to meet our customers needs," said Mike

Bieber, product information manager, John Deere Ottumwa Works. "Our customers wanted a mower with a wider cut to match their larger tractor's horsepower and their acreage requirements. Also, the 9-foot cut matches harvesting machines — such as round or square balers — better than the narrower cuts."



John Deere's new rotary mower features seven disks combined to cut a 9-foot 2-inch swath. Easy-to-replace knives on high-speed rotating disks cut at 3030 rpm.