

York Farm Credit Opens Fulton Co. Office

YORK (York Co.) — Fulton County farmers now have an outpost office of York Farm Credit in McConnellsburg. The outpost is being opened to better serve the local farming community's farm financial needs.

"We recognize the importance of Fulton County agriculture and we are devoting more resources to serving the local farm community," said John H. Brumbaugh, executive loan officer for York Farm Credit, who will be serving the community at this new location.

Farm Credit offers short, intermediate, and long-term loans, credit life insurance, farm records, tax service, revolving credit lines, and RediCash. The office is open 8:30 a.m. until 12:00 p.m. on Thursdays (February 8, 1990 through May 10, 1990) at Jim Schall's office on North Second Street.

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, Pennsylvania, Brumbaugh received a bachelor of science degree in animal science from Penn State University.

York Farm credit provides more than \$114 million in long- and short-term loans to borrowers in South Central Pennsylvania, and is affiliated with the Farm Credit Bank of Baltimore.

Hay Clipper Disc Mower Uses Welded, 1-Piece Cutterbar

GIBSON CITY, IL — M & W Gear Company of Gibson City, Illinois announces the addition of the Hay Clipper HC5 disc mower to the M & W product line.

The HC5 uses a welded, one-piece cutterbar with large diameter discs driven by a bevel gear system with shaft drive. This design eliminates gears between discs for smoother transmission of

power, less maintenance, and easier repair.

The HC5 uses 5 cutting discs with free-swinging reversible knives to cut a 6'9" swath. A breakaway system protects against bar damage and the hydraulic lift allows cutting at angles from 30° down to 45° up.

For more information, contact M & W Gear Company, Rt. 47 South, Gibson city, IL 60936.

Gehl Net Income Up In 1989

WEST BEND, WI — Gehl Company's third-quarter 1989 net income grew to \$1.2 million, a 36 percent increase over the \$901,000 the company earned in the same period a year ago, said Bernard L. Nielsen, chief executive officer.

Earnings per share reached \$0.30, up 36 percent over the \$0.22 per share earned in the third quarter of 1988.

Sales for the quarter were up 20 percent, to \$38 million, compared to \$31.7 million for the third quarter of 1988.

"Our strong sales performance shows that customers in all markets we serve need new equipment and are confident of a continuing demand for the products and services they provide," Nielsen said.

The company's increased sales have been bolstered by a relatively favorable agribusiness environment and stable demand for light industrial and construction equipment over the first three quarters of 1989. Over the past four years, the company has continuously

generated increased sales, which they claim to be the direct result of its strong market position and the addition of products by acquisition and internal engineering development.

Gehl's common stock began trading on the NASDAQ national market system under the trading symbol GEHL on November 21, 1989. The company designs, manufactures, distributes, sells, and finances equipment used in the agricultural and light industrial and construction industries used in the dairy and livestock industries. Products include haymaking, forage harvesting, materials handling (skid loaders and attachments), manure handling, and feedmaking equipment.

The firm's light industrial and construction division markets skid steer loaders, rough-terrain telescoping-boom forklifts, and motor graders and mini-excavators used by construction contractors, municipalities, and industrial customers.

Mid-Atlantic Direct Marketing Conference Showcases 'Mixture' Of Programs

COLLEGE PARK, Md. — The 1990 Mid-Atlantic Direct Marketing Conference and Trade Show will be held at the Marriott's Hunt Valley Inn on February 8-10, 1990.

This year's theme is "Challenges of the 1990s: Dealing with People for Success." "The planning committee has assembled a mixture of programs, including

round-table discussions, trade show, tours, food, fun, and old-fashioned visiting," said Jarvis L. Cain, extension professor at the University of Maryland.

The program will include general and multiple educational sessions, round-table discussions on organics and marketing, advertising market handling, insurance, and other topics.



John Deere Day At Landis Bros., Inc.



About 600 farmers, the largest crowd on record, attended an open house program for Landis Bros., Inc., Lancaster. The customers of the dealership were treated to lunch and received good information about farming and farming equipment at the annual John Deere Day. The event on Monday was held at the Farm and Home center located just up the road from the local dealer's headquarters.

Cyanamid Ag Division President Named

WAYNE, NJ — American Cyanamid Company recently named William J. Murray as president of the company's Agricultural Division.

Murray was the president of Cyanamid's Venture Chemicals Division.

Cyanamid's Agricultural Division manufactures and markets a wide variety of products for crop protection, animal nutrition and health, vegetation control and public health throughout the United States.

Murray joined Cyanamid in 1967 in the Organic Chemicals Division's manufacturing function. He then held increasingly responsible sales, marketing and management positions in the Organic Chemicals Division, the International Chemicals Division



William J. Murray, Cyanamid Co. Ag. Div. president.

and the Polymer Products Division, leading to his appointment as

vice president of the Polymer Products Division in November 1986.

In December 1987, Mr. Murray moved to the Venture Chemicals Division as vice president, and in April 1988, he became the Division's president.

A native of New York, Mr. Murray is a graduate of Manhattan College and holds a masters degree in business from New York University. He and his wife Joan live in Franklin Lakes, N.J., with their two daughters.

Cyanamid's Agricultural Division is a major operating unit of American Cyanamid Company, a research-based biotechnology and chemical company which develops medical, agricultural, chemical and consumer products and manufactures and markets them throughout the world.

Auctioneers Attend Convention

HARRISBURG (Dauphin Co.) — C. Sherman Allen and Richard Burrows, apprentice from the firm C. Sherman Allen Auctioneer & Associates, recently attended the PA Auctioneers Association Convention.

At the convention, they participated in various meetings and seminars. The topics of this year's workshops were "Sports Collectibles"; "Red Flares When Selling Real Estate"; "Bid Calling and Voice Management"; "Antique Furniture"; "Great Ideas"; "Antique Toys"; "Support Personnel and Members Exchanging Bad Experiences and How to Avoid Them".

Allen was a contestant in the Pennsylvania State Bid Calling Contest. He placed 9th out of a field of 27 Pennsylvania licensed auctioneers. All auctioneers joined together in the fun auction to help support the association activities.

Mr. Allen then traveled to



C. Sherman Allen Auctioneer, right, is presented a gavel by Pennsylvania Auctioneers Association President Vernon Martin for placing ninth in the Pennsylvania State Auctioneers Association recently in Harrisburg.

Dublin, Ohio for the Ohio Auctioneers Convention. Seminar topics covered were "Hazard Wastes"; "Bid Calling Techniques"; and "Jewelry and Diamonds and Computers." The membership were introduced and

to "Accent a Management," a Columbus, Ohio association, management firm headed by David Fields. This firm will be the association's first full time non-member secretary to handle the day-to-day activities.