

## Business News

### White Oak Adds DVM To Staff

ELIZABETHTOWN (Lancaster Co.) — The ProGenetics branch of White Oak Mills, producers of Better Built Gilts and Bonus Maker Boars, recently added Peggy Hawkins, doctor of veterinary medicine, (DVM) to its staff.

Serving as production veterinarian, Hawkins is responsible for general herd health and preventative medicine. In addition, she will be conducting lab tests to identify prospective problems, writing up protocols, and administering health certificates for pigs moving out of the state or country.

"This is the kind of job that presents a real challenge and will allow me to specialize in swine production medicine," said Hawkins. "I'm looking forward to getting out there and experiencing the business."

Her interest in veterinary medicine started many years ago. "I always felt I had a biology aptitude, and I knew I wanted to do medicine, but not human medicine," she said. In 1977, Hawkins earned a veterinary medical technician degree at the Medical Institute of Minnesota. For nearly two years she worked as a medical technician at Glenwood Veterinary Clinic in Iowa. With the desire to get more involved, she decided to go back to school.

Hawkins was graduated from Iowa State University in May of 1982 with a bachelor's in animal science. During her college years, she served as a resident assistant, maintaining discipline, and providing general and career counseling for students living on campus. Based on leadership and service in the residence halls, she was awarded the Order of the Rose and Chessman.

Swaying from her career plans, Hawkins joined the Peace Corps in December 1982. Living in a grass hut with no running water in the Kingdom of Lesotho, Africa, was quite a change of pace. She taught junior high agriculture, integrated science and English, and high school English. "The whole experience solidified my feeling that I could come back and do anything," she said.

Upon returning to the United States, Hawkins worked as a laboratory technician for Iowa State University. Nearly one year later, she was enrolled in the veterinarian program at the university



Peggy Hawkins

with definite goals of earning a degree and pursuing a career in swine production. "There aren't many women in the swine industry," said Hawkins. "I'm the kind of person who wants to make a difference in everything I do, and I think I can make a difference in the swine industry."

During her four years in school, Hawkins received the Lane Wells Scholarship, Class of 1963 Memorial Scholarship (selected by classmates), and the Purina Mills Swine Proficiency Award. She was actively involved with various organizations on campus and served as secretary and treasurer of the student chapter of the American Association of Swine Practitioners. In addition, she served on the executive council of the student chapter of the American Veterinary Medical Association. Hawkins did preceptorships with the Meat Animal Research Center and the Sutton Veterinary Clinic in Nebraska, and in May of 1991 she received her Doctor of Veterinary Medicine degree. Hired by the National Pork Producer's Council in Iowa, Peggy served as the on-site veterinarian at the World Pork Expo in both 1991 and 1992.

A resident of Elizabethtown, Hawkins is a member of the American Veterinary Medical Association, American Association of Swine Practitioners, and the Iowa Veterinary Medical Association.

### Hoffman Seeds Conducts Performance Seminar

LANDISVILLE (Lancaster Co.) — Hoffman Seeds recently conducted a Performance Team Counselor Seminar attended by company management and service centers.

Mike Ubl, national accounts manager for the Ciba-Geigy Seed Division, was the featured speaker during the three-day session. His

presentations focused on adding value to a farmer's seed investment through greater service commitment. Attendees were trained to counsel customers about product selection, growing conditions, and research findings.

"It's important that we provide our customers with more than just products," said Fred Lepley, vice

president of sales and marketing. "We need to work with them to adequately answer all their questions.

"In essence, we want to become a partner with our customers. That way we can both work toward improving their crop production, which will ultimately improve their bottom line."



The UNI Quadrifan air system delivers uniform air flow across the full width of the machine for improved cleaning efficiency. Quadrifan is one of many new features of the 882 UNI husk-on ear corn harvester.

### Harvester Has Quadrifan Air System

COLDWATER, Ohio — A new UNI husk-on ear corn harvester, model 882, recently was introduced by White-New Idea Farm Equipment Co.

The new UNI 882 ear corn harvester features new UNI Quadrifan air system, a series of four molded, aerodynamic fans on a common shaft which deliver uniform air flow across the full width of the machine regardless of the power setting. The system includes fully screened air inlets at each end of the assembly and between each compartment so foreign material entry is virtually eliminated. Equally spaced air outlets also contribute to the Quadrifan air system's outstanding cleaning ability. The net result of the Quadrifan system is im-

proved cleaning efficiency enabling higher output than previous models.

The Quadrifan air cleaning system is strategically placed at each of the two-stage trash removal locations for efficient separation and removal as well as gentle husk-on ear handling. The first stage eliminates the majority of stalks and trash with most of the remaining trash eliminated at the second stage. An easy-to-adjust variable speed control allows you to match the Quadrifan air flow to specific field and crop conditions for maximal cleaning and minimal ear loss.

Additional new features of the 882 husk-on ear corn harvester include a new clean out door on

the main conveyor boot for easy, complete cleaning between varieties and removal of any weed seed between fields. The entire boot assembly is easily removed if required. The new modular main conveyor boot incorporates a through shaft design with cast iron flange bearing housings on each end to withstand hard use. The two main drive shafts incorporate new designs and increased capacity bearings to match rugged commercial use. Another feature is the stronger hydraulically controlled, swinging elevator which allows you to position it 90 degrees to the right, to the rear, or 30 degrees to the left for easy dump cart unloading.

For more information, call (800) 767-3221.

### Seeks Industry Representatives

HARRISBURG (Dauphin Co.) — The Pennsylvania Beef Council is currently seeking several enthusiastic and motivated individuals to serve as beef industry representatives and/or veal ambassadors. These individuals serve as spokespersons for the beef and veal industries at local and state activities throughout the year.

To be eligible, applicants, male or female, must be between the ages of 18 and 23, have a working knowledge of the beef and/or veal industries, possess good communication skills, and be willing to travel.

Each year, the beef industry representative/veal ambassador program reaches hundreds of consumers through education and promotion. In addition, it opens numerous opportunities for future career contacts.

If you are interested in applying for the position of beef industry representative and/or veal ambassador, contact the Pennsylvania Beef Council at (800) 572-2020. An application may be obtained by writing to the Pennsylvania

Beef Council at 4714 Orchard Street, Harrisburg, PA 17109.

Deadline for applications is March 1, 1993.

### Salesmen Attend Tractor Training



WATERLOO, Iowa — Robert Martin and Bill Beck at A.B.C. Groff, Inc., recently attended a product introduction and training meeting on the new John Deere 6000 and 7000 Series tractors.

The two-day meeting included classes on the totally new 66-to 145-hp tractors and field demonstrations. "Stick time" was provided so each participant could operate the tractors and experience firsthand many of the new features discussed in class.

Training sessions also covered some new seeding and tillage equipment (and a new self-propelled sprayer) that said Beck he plans to mention when he shares his newly acquired tractor knowledge with area farmers in the weeks ahead.

Approximately 4,500 John Deere dealers and sales personnel from the U.S. and Canada participated in the 11 two-day training sessions in Waterloo.

Pictured here are Robert Martin and Bill Beck with new John Deere 6400 at a product training meeting in Waterloo, Iowa.