

Business News



The new MF Dynashift powershift transmission, designed to deliver more useable power to the PTO and wheels, is available for all Massey Ferguson tractors from 100 to 170 PTO horsepower. MF 3140 tractor (115 PTO hp) is shown.

Powershift Transmission Available

NORCROSS, Ga. — Massey Ferguson's new Dynashift powershift transmission is available for the MF 3120 (100 PTO hp) and MF 3140 (115 PTO hp) tractors.

With these additions, the Dynashift powershift transmission is available for all Massey Ferguson tractors from 100 to 170 PTO horsepower.

The MF Dynashift transmission offers the unique combination of a 4-speed powershift in each of 8 synchronized gears plus a synchronized forward/reverse shuttle. The operator has 32 forward and 32 reverse gears for unmatched flexibility in choosing a gear to match varying field conditions.

The MF Dynashift also includes "close ratio" steps of only 17-percent, allowing the operator to react to relatively small load changes for maximum efficiency at all times.

The MF 3120 and MF 3140

tractors feature the Perkins 1000 Series diesel engine with exclusive Quadram power for improved fuel economy, increased torque, longer life, and quieter operation.

The Quadram-powered engine burns a higher proportion of fuel in the engine power stroke, resulting in less mechanical stress on block, piston, crankshaft, and head gaskets.

Other advanced design features in these tractors include a gear-driven water pump, a helically cut gear train for precise timing of fuel pump and camshaft, and an integral oil cooler. A new three-point hitch designs allows the operator to change the geometry of the hitch lift, travel, and capacity.

The MF 3120 and MF 3140 are also available with Autotronic or Dalatronic operating systems and electronic draft control.

Customer Service System Takes Shape

DEFOREST, Wis. — American Breeders Service (ABS) has announced the first phase of a new Customer Service System.

Effective June 1, this new ABS Customer Service includes customer accounting, cash, inventory and systems analysis, the customer service representative team, and information services.

Recognizing the interrelationship between all of these functions is vital to achieving high Representative and customer satisfaction, ABS has chosen to create this united customer service team to improve communications, solve customer problems, and simplify the systems in which ABS business is conducted.

With this development, Jim Weber has been promoted to vice president of customer service, and will be responsible for building the customer service disciplines and establishing the protocols necessary to provide on-time, accurate, courteous, and professional service to the ABS customers and representatives.

Additionally, Dwight Williams will serve as a customer service consultant to Jim Weber. In this responsibility, Williams will be a coordinator between the ABS field staff, the ABS representative force, and the ABS customers.

ABS has compiled the results of more than six months of intensive study and input from customers, ABS field representatives, sales managers, and employees. This implementation of the new system is an effort to achieve the ABS objective which makes customer service a high profile and functional area at ABS.

DEFOREST, Wis. — American Breeders Service (ABS) announced that Jim Weber has been promoted to vice president of customer service. This is a newly created position at ABS designed to enhance customer service.



York Farm Credit, ACA board of directors, seated, left to right, David F. Kuhn, Kenneth C. Ketterer (vice chairman), Dale R. King, and Paul B. Whipple. Standing, left to right, Duane L. Hertzler, Paul W. McPherson, Clifford L. Hawbaker, and John D. Cope. Lester E. Martin, chairman, not shown in photo.

Farm Credit Announces Election Results

YORK (York Co.) — Jay V. Rush, president of York Farm Credit, ACA announced the 1993 director election results.

Three positions were filled for three-year terms. Dale R. King of York Springs, Adams County, and Kenneth C. Ketterer of Newville, Cumberland County, were re-elected.

Duane L. Hertzler of Loysville, Perry County, was elected to his first term. John D. Cope of York County was elected to fill a one-year term.

King manages a poultry and grain operation consisting of 106,000 layers and 222,000 broilers. He has served on the York Farm Credit board of directors for the past three years. King's activities include PFA (Adams County Farmers Association Board), Latimore Township (chairman of Supervisors), Bermudian Springs York Farmers, Pennsylvania Poultry Federation, and Pennsylvania State Grange. He is also a member of the Agway Cooperative.

Ketterer handles a hog finishing, beef-cow/calf and feeding, fresh vegetables and hay operation, Bourbon Springs Farm, consisting of 150 acres owned and 135 rented. He has served on the

York Farm Credit board of directors for the past three years and serves as vice chairman of this board. Ketterer's activities include Upper Mifflin Ag Security Advisory Committee, Cumberland County Cooperative Advisory Committee, ASCS (community/county committeeman and past chairman/vice chairman), Cumberland County Farmers Association (past director), Pennsylvania Farmers Association (Legislative Committee), Pennsylvania Vegetable Growers Association, South Central Pennsylvania Pork Producers (past director/president/vice president), Pennsylvania Cattlemen's Association, South Central Pennsylvania Cattlemen's Association (past director), and Penn State Stockmen's Club. He is also a member of the Cumberland Valley (past director), Agway, Adams Electric, and Atlantic Breeders cooperatives.

Duane L. Hertzler directs a dairy operation, Moo-Echo Farms, consisting of a total of 355 cows, heifers, and calves. His activities include the Perry County extension board (past member) and his local church. Hertzler is also a member of the Agway (past board member), Sire Power,

Atlantic Dairy (delegate for Perry County), Atlantic Breeders, and Pennsylvania DHIA (past president of local board) cooperatives.

John D. Cope owns a 94-acre farm where he recently ran a 65-cow dairy operation with his son. He is also general manager of Ashcombe Farms, which previously operated and owned 550 acres and 1,000 head of Holsteins in York and Cumberland counties. Cope's activities include Mechanicsburg Area School Board (past president), Rotary Club of Mechanicsburg, Church Council of Bowmansdale Church of God (past president), University of Findlay, Ohio (past board of trustees), Atlantic Dairy Cooperative, Holstein Association of America (past board member and chairman — finance committee) Pennsylvania Holstein Association (past treasurer/president), and University of Pennsylvania Veterinary School (past board of overseers).

Rush also announced that as a result of the York Farm Credit, ACA board of directors meeting held recently, Lester E. Martin of Chambersburg, Franklin County, was elected chairman of the board, and Kenneth C. Ketterer of Newville, Cumberland County, was elected vice chairman.

Producers Can Enter Corn Contest

STATE COLLEGE (Centre Co.) — County corn growers will again have the opportunity to participate this year in the Pennsylvania Five Acre Corn Club.

The Corn Club is sponsored by Penn State Cooperative Extension and The Pennsylvania Master Corn Growers Association. The Corn Club gives Pennsylvania corn producers an opportunity to compare production practices and yields with other corn growers. It also gives them an opportunity to develop a cost of production budget, which allows them to evaluate their cost of producing corn

and how it compares to others in their region.

If you grow corn and are interested in improving your system, the corn club is for you. To enroll in the Corn Club, contact your county extension office by July 1. They can supply you with the necessary entry forms and regulations.

To enroll, you must be at least 18 years old and have a production field that is five acres or more that has had a soil test within the past two years. If the area is contoured, two or more strips planted to the

same hybrid may be entered to obtain the minimum acreage.

Participants can enroll in only one of the five harvest class categories, which are shelled corn harvest, ear corn harvest, shelled corn 3 acre harvest sample, ear corn machine harvest sample, and corn silage.

For the 3-acre harvest sample, the yield check must be at least three acres and include round trips through the field.

Club members will receive a complete report of yields and production practices for all members enrolled statewide and, if requested, a detailed report of the actual costs of production they incurred on this particular field.

Last year, 135 corn growers took advantage of this program statewide and the top yields measured more than 200 bushels/acre.

For information on how to sign up for this year's corn club, contact your local county extension office.

ABS Names New Vice President

In his new position, Weber is responsible for building the customer service disciplines and establishing the protocols necessary to provide on-time, accurate, courteous, and professional service to the ABS customers and representatives.

Weber joined ABS in August 1991 as controller for the finance department. Previously he served as controller with Farr Better Feeds located in Greeley, Colo.

Weber received his degree and MBA at the University of Northern Colorado.