

Business News

C.B. Hooper & Son Receives Sales Award



LANCASTER (Lancaster Co.) — The C.B. Hooper & Son Sales Team received the 1992 Sales Master Award from Case IH.

Each salesman received a handsome sales master ring engraved with the Case IH logo and his initials. This ring symbolizes the prestigious accomplishments of a sales master. The rings were presented by Harold Bower, Case IH area sales manager.

CQ Rotary Vane Suppliers Reduce Noise

KANSAS CITY, Mo. — The new compact and quiet CQ Rotary Vane vacuum supplier system from Alfa Laval Agri provides dairy operators with the efficiency of a rotary vane supplier, while reducing pump noise in a smaller package.

Alfa Laval Agri's CQ Rotary Vane vacuum suppliers feature unique vibration isolation mounts and housings blanketed with sound-absorbing material to reduce operating noise by as much as 50 percent over previous models. Additionally, the CQ models are vertically oriented which reduces the suppliers footprint to about half the size of conventional

pumps.

All this is accomplished without sacrificing the reliability and efficiency that is inherent in rotary vane vacuum suppliers. As part of the CQ package, each supplier comes complete with the new and improved Lubriclaim™ III oil reclaimer which significantly reduces oil emissions to under 10 ppm.

Available in 5-10 horsepower configurations delivering between 56-100 CFM, the CQ Rotary Vane vacuum system is offered exclusively through Alfa Laval Agri's network of more than 300 independent Alfa Laval Agri dealers.

Etherton Honored For Research

UNIVERSITY PARK — (Centre Co.) — Dr. Terry D. Etherton, professor of animal science in Penn State's College of Agricultural Sciences, has received the 1993 Alex and Jessie C. Black Award for Excellence in Research. The award was presented September 28 at the beginning of the college's distinguished lecture series.

"I'm elated to be this year's recipient of the Black Award," Etherton said. "It's a distinct honor to be recognized by my colleagues."

Etherton is internationally known as an expert in biotechnology and endocrinology and is a leader in understanding and applying fundamental principles from these fields to increase the effi-

ciency of growth in swine and the leanness of pork.

His studies were the first to establish that treating growing pigs with recombinant porcine somatotropin (pST) markedly improves muscle growth, decreases fat deposition, and improves productive efficiency. The Food and Drug Administration is likely to approve pST for use by pork producers within the next two years.

"Dr. Etherton has made significant contributions to animal biotechnology," said Dr. Stanley E. Curtis, professor and head of dairy and animal science. "His work has furthered both our understanding of growth biology and application of this knowledge to agricultural animals."



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LANCASTER (Lancaster Co.) — Keystone Farm Credit, ACA announces the availability of two \$500 scholarships toward the higher education of students planning to pursue careers in agriculture.

An applicants parent(s) or guardian(s) must reside in one of Keystone's 15 southern Pennsylvania counties: Berks, Bucks, Carbon, Chester, Delaware, Dauphin, Lancaster, Lebanon, Lehigh, Monroe,

Montgomery, Northampton, Philadelphia, Pike, and Schuylkill. Applicants must be high school seniors planning to attend a four-year college on a full-time basis with agriculture or agri-business as the major emphasis of study.

Notification of the availability of the two \$500 scholarships has been sent to the administrators of the secondary schools in Keystone's territory. Keystone Farm Credit, ACA also intends to reach

as many of the private schools in the area as possible. Scholarships are not limited to the public school system.

Anyone whose educational institution was not contacted should not consider himself or herself excluded from requesting an application form. Contact Keystone Farm Credit, ACA, Attention Carol M. Mercner, P.O. Box 7327, Lancaster, PA 17604 or call (717) 291-1999.

Participants in the first annual Massey Ferguson Dealer Council include back row, left to right, Rich Wellborn, AGCO Parts Division; Tim Sansom, Pittsburg Tractor, Pittsburg, Texas; Scott Vanderloop, Vanderloop Equipment, Brillion, Wis.; Don Woolley, AGCO Parts Division; J.R. Cox, Cox Implement Co., Inc., Hoxie, Ariz.; Tim Seubert, S&S Implement, Ltd., Lawton, Iowa. Middle row, left to right, Gary Hamilton, No. 1 AGRO, Ltd., Kindersley, Sask., Canada; Bruce Plagman, AGCO Parts Division; Dick Wauer, AGCO Parts Division; Dan Hazelton, AGCO Parts Division; Jack Murdoch, AGCO, Norcross, Ga.; Gale Merz, Merz Farm Equipment, Falls City, Neb.; Bill Boreman, Lowe & Young, Wooster, Ohio; Hac Huston, AGCO Parts Division. Front row, left to right, Ted Reese, Agri Service, Inc., Burley, Idaho; Bruce Wells, Wells Tractor Co., Dothan, Ala.; Dan Josephsen, AGCO Parts Division; Kim Georges, Java Farm Supply, Inc., North Java, N.Y.; Don MacAdam, AGCO Parts Division; Ed Potter, Kings County Equipment, Hanford, Calif.; Glenn Hagerman, McKeown Motor Sales, Springbrook, Ontario, Canada; and Jeff PINK, AGCO Parts Division.

Dealer Council Meets In Chicago

BATAVIA, Ill. — The first annual meeting of the Massey Ferguson Dealer Parts Advisory Council was recently held in Lisle, Ill., in suburban Chicago.

Representing 10 states and two Canadian provinces, the 12 parti-

cipating dealers are nominated to two-year terms from among the top dealers in their regions by Massey Ferguson's 1,100 dealers throughout North America.

The purpose of the meeting is to provide dealers and the company with an opportunity to discuss areas of mutual concern and interest.

"We want to hear the council's concerns of the dealers in the regions they represent," said Dan

Hazelton, AGCO Parts Division vice president. "We're striving for mutual benefit in each of our programs."

Among the topics discussed by Council members at the three-day meeting were parts ordering procedures, new advertising and promotion programs, packaging, merchandising materials, computerization, and changes in the aftermarket.

Attewell Joins Research Staff

DECATUR, Ill. — Dr. Virgil Ferguson, director of research, Custom Farm Seed, announces the addition of Dr. John Attewell to the CFS Research Team.

According to Ferguson, "John is the perfect fit for our expanded research program. He will be involved in all phases of research with special emphasis in specialty breeding."

Attewell received his bachelor's in biology from The University of Wisconsin/Eau Claire and a Ph.D. in plant breeding from The University of Tennessee. Professional memberships include American Phytopathological Society, American Society of Agronomy, Biometric Society, AAAS and ASTA.



Dr. John Attewell

Keystone Farm Credit Announces Scholarships