



Pennfield Announces Management Changes

Keystone Promotes Wolgemuth

LANCASTER (Lancaster Co.) — Jeffrey L. Wolgemuth has been promoted to senior loan officer in the Lancaster Branch of Keystone Farm Credit, ACA. The announcement was made by Lancaster Branch Manager Bruce Miller.

Raised on his family's poultry farm in Mt. Joy, Wolgemuth was graduated from Elizabethtown High School and received a bachelor's degree from Millersville University in 1974. He managed Orchard View Farms, Inc. for a few years before moving to York County in 1980, where he farmed 130 acres and started dairying with a 45 cow herd of Holsteins. While actively farming, Wolgemuth served on the board of the York Holstein Club.

Before joining Farm Credit in the spring of 1990, Wolgemuth was associated for six years with other financial institutions. He serves accounts primarily in eastern Lancaster County and con-



Jeffrey L. Wolgemuth

tinues to reside in York County with his wife, Susan, a special education teacher, and their three children.

LANCASTER (Lancaster Co.) — Donald E. Horn, president and chief executive officer of Pennfield Corporation, has announced the following management changes effective December 1:

Mike Horn, senior vice president, agricultural products has been appointed to the newly created position of executive vice president and chief operating officer for the corporation. In his new position, Horn will chair the management operating committee and will be responsible for operations and marketing throughout the corporation. He previously was responsible for activities within the agricultural products group.

Horn joined the corporation in 1966 and has held various management positions within the feed operations area. He serves as a director of the American Feed Industry Association, president of PennAg Industries, and was appointed by Gov. Robert P. Casey to serve on the Governor's Rail Freight Advisory Committee. In his position, as chief operating officer, he will report to the president and chief executive officer.

Randall J. Adams, corporate fleet manager, has been appointed vice president, feed operations. Adams will have management responsibility for ingredient purchasing, manufacturing, distribution, vehicle maintenance, customer service, and all administra-



Mike Horn

tive functions within the feed operations area. He will continue to have responsibility for the corporate fleet program, which includes vehicle purchasing, driver training and safety programs. He will also serve on the management operating committee and will report to Mike Horn, chief



Randall J. Adams

operating officer. Since joining Pennfield in 1983, Adams has held several management positions within the feed operations area and serves as vice president of the Lancaster Chapter Pennsylvania Motor Truck Association.

Turret Unloader For Massey Ferguson Combines

NORCORSS, Ga. — The MF 8450 and MF 8460 conventional combines are now equipped with a heavy-duty turret unloader auger as standard equipment.

This turret auger provides

Unloading Auger discharge height
Unloader Auger clearance height
Unloading Auger reach from combine center
Auger diameter — vertical/horizontal

ample clearance for large grain carts or trucks and provides additional clearance when harvesting with wide headers or corn heads. Hydraulic power swings the turret auger for easy unloading on-the-go.

	MF 8450	MF 8460
Unloading Auger discharge height	161"	169"
Unloader Auger clearance height	149.6"	159"
Unloading Auger reach from combine center	213"	248.6"
Auger diameter — vertical/horizontal	12.8/11.8"	12.8/11.8"

The advanced design Perkins 1006 "Quadram Power" 162 hp diesel engine produces higher power and torque output with lower fuel consumption for MF 8450 grain and corn/soybean models.

The four-lobed design of the Quadram piston maximizes air and fuel mixing for more efficient combustion than a direct injection system. The result is more power and torque from less fuel, resulting in greater productivity.

The MF 8460 grain and corn/soybean combines are powered with a Mercedes 6-cylinder, turbocharged, intercooled diesel engine rated at 221 hp. In addition

to excellent torque characteristics and low fuel consumption, this Mercedes-Benz engine is renowned for its durability.

New features for the MF 8450 and MF 8460 combines include:

- New heavy-duty feeder elevator chain with 17 slats for improved crop flow and even feeding.

- New two-speed threshing cylinder gear boxes. Operator selects cylinder speed to harvest low moisture, delicate crops, and obtain superior grain sample.

- New three-segment concave supported with one-piece frame is easy to change for different crops

and easily removed for cleaning. Grain tank capacities are MF 8450 — 180 bushels and MF 8460 — 215 bushels.

Friederick Named Product Manager

DEKALB, Ill. — A.O. Smith Harvestore Products, Inc., recently announced the promotion of Dave Friederick to the new position of product manager: Slurrystore System and Harvestore Branded Parts.

In this new position, he will coordinate marketing and sales promotion of Slurrystore structures and associated pumping equipment. Also, he is now responsible for after-market service and merchandising of Harvestore Branded parts.

Friederick joined Harvestore Products in 1979 and has held several engineering and marketing positions. He has traveled extensively throughout North America, doing on-site research for new product development. Most recently, he served as engineering project manager in the company's product engineering department. He is a licensed professional engineer in Illinois and Wisconsin.

In announcing the appointment, Rick Jones, general sales manager

ATLANTA, Ga. — AGCO Corporation (NASDAQ-AGCO) has agreed to acquire the White-New Idea Farm Equipment Division from Allied Products Corporation (NYSE-ADP) according to Allen W. Ritchie, senior vice president and CFO.

Under the agreement, AGCO will acquire substantially all of the division's net assets, primarily dealer accounts receivable, inventories, a manufacturing facility in Coldwater, Ohio, and its master replacement parts warehouse in Kewanee, Illinois.

The total purchase price is estimated at \$50 to \$60 million and will be financed through AGCO's current revolving credit facility. The transaction is expected to be completed by December 31.

"This acquisition represents a significant step in AGCO's growth strategy," according to Robert J. Ratliff, AGCO's chairman and chief executive officer. "The White-New Idea acquisition will provide AGCO with an additional line of products with well recognized brand names and significant market shares. The expansion of our dealer distribution system will also provide growth opportunities for AGCO's full line of agricultural equipment brands through additional crossover contracts."

For its year ended December 31, 1992, White-New Idea had net sales of \$60.9 million. The company's market shares in 1992 ranged from approximately 15 percent to 20 percent in the primary product categories in which the company competes. White-New Idea's sales for the nine months ended September 30, 1993 were \$63.7 million.

White-New Idea manufactures, markets and sells agricultural implements and replacement parts through approximately 900 independent dealers in the United States and Canada.

AGCO had net sales of \$314.5 million in 1992. On a pro forma basis, reflecting the full year impact of the Massey Ferguson and Agricredit acquisitions, net sales were \$529.5 million. For the nine months ended September 30, 1993, AGCO had net sales of \$424.6 million.



David J. Friederick

for agricultural products, said, "Dave's engineering expertise and marketing skills have been key to the continued success and growth of the Slurrystore System product line. We are pleased to welcome him to this new position."

Cargill Rep. Top Seed Territory Manager

CAMP HILL (Cumberland Co.) — Jean Kayser, a territory manager with Cargill Hybrid Seeds from Camp Hill, has been named to the company's Hy Club for the fourth time.

Membership in Hy Club is the highest sales honor awarded to territory managers by Cargill Hybrid Seeds. The award is based

on territory sales, training programs for local seed dealers, activities to obtain new business credit and inventory management, marketing programs, and extraordinary achievement.

Jean Kayser joined other Hy Club members and Cargill Hybrid Seeds management for a recent conference in Orlando, Fla.



Massey Ferguson 8450 and 8460 conventional combines are equipped with a heavy-duty turret unloader auger that provides additional clearance when harvesting with wide headers or corn heads.