Business News

Franklin County Winners At Dairy Day

What will this year's milk price be?

That was the question asked of farmers at the recently held 1994 Franklin County Dairy Day.

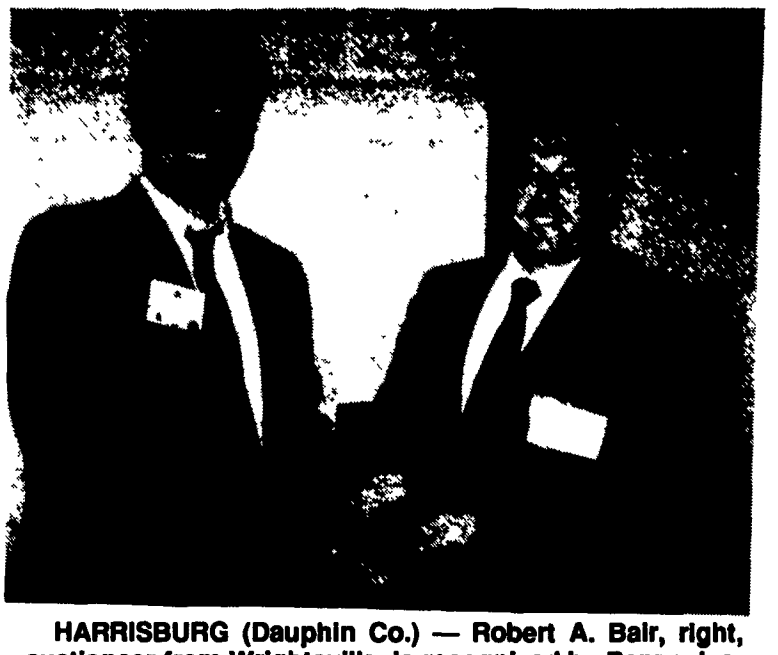
Last year, that same question was asked. For Lester Wingert and Ronald Shadle, the answer was simple, $12.98/cwt. For their correct prediction they split $100 cash from York Farm Credit, ACA.

Ardell Eby and Jerry Yeager were also winners of $100 cash prizes sponsored by York Farm Credit.

The grand prize winner was Clement Haldeman. He received a $200 discount certificate toward the purchase of a York Farm Credit Financial Management Service Package.

From left, Lester Wingert, Ronald Shadle, and Clement Haldeman were all winners at the recent Franklin County Dairy Day, standing with Daniel Brogdon, dairy lending specialist for York Farm Credit. Missing from photo: Ardell Eby and Jerry Yeager.

Bair Honored



HARRISBURG (Dauphin Co.) — Robert A. Bair, right, auctioneer from Wrightsville, is recognized by Pennsylvania Auctioneer State President Sherman Hostetter Jr. with second place honors in the 1993/1994 Audio Auction Advertising Contest at the 46th Annual State Auctioneer Convention.

Bair's radio advertisement for sale of real estate and personal property was judged for excellence in design, effective salesmanship, and overall production quality.

A professional auctioneer since 1980, Bair serves the York/Lancaster County area with an office at 343 North Second Street, Columbia, PA 17512. He is a member of the Pennsylvania and National Auctioneer associations.

Osborne Becomes Territory Manager

SYRACUSE, N.Y. — Irene Benner Osborne has been promoted to Telmark territory manager of south central Pennsylvania, northern Maryland, and eastern West Virginia.

Osborne, a Pennsylvania native, is a dairy science graduate of Virginia Polytechnical Institute who was raised on her family's Pennsylvania dairy garm (Santee-Acres) in Perry County.

Osborne received the honor of being named a National Distinguished Junior Holstein member by the National Holstein Association in 1988. She also captured many honors while exhibiting her Santee-Acres bred dairy cattle.

Irene Benner Osborne

While attending Virginia Tech, Osborne was on the Virginia Tech Dairy Judging Team that placed first at the All-American contest. She was also an active member of the nationally recognized Virginia Tech Dairy Club, holding several offices and chairmanships.

Osborne is active in Pennsylvania's dairy industry. She owns fifty-five (55) registered Holsteins and offers financing for dairy buildings and equipment through Telmark Inc. lease financing.

To contact Irene Benner Osborne for information about lease financing for your dairy operation, call (717) 589-7660.

Precision Farming Group Expands Interests

MOLINE, ILL. — Deere Precision Farming Group, established by Deere & Company in August to lead and coordinate the development of an integrated John Deere precision farming system, was recently expanded with Deere & Company's acquisition of a minority interest in three Illinois companies. Terms of the agreement were not announced.

The companies, owned by Ron and Ann Olson of Frankfort, Ill., include Top-Soil Testing Service Company, Applications Mapping, Inc. (AMI), and American Laboratory for Environmental Excellence.

Top-Soil provides soil testing, plant tissue analysis, crop scouting, crop management and environmental consulting services; AMI develops and sells software and provides technology transfer expertise to implement site-specific technologies in farming; and American Lab provides industrial hygiene services, lab services and environmental assessments.

The minority investment in the three companies will allow Deere to expand its research into the integration of precision farming technology into Deere equipment.

Woods Equipment Names National Sales Director

OREGON, Ill. — Woods Equipment Company has appointed Steve Farmer, 58, to director of national sales, with responsibility for the company's network of approximately 3,800 independent farm equipment dealers and its entire dealer sales organization. The position reports directly to Woods President and Chief Executive Officer Tom Laird.

"Steve brings a perfectly balanced background for the position including 18 years of experience owning and running a farm equipment dealership and another 11 years as a member of the Woods team," said Laird. "His entire career has been spent working both sides of the supplier-dealer relationship, making him uniquely qualified to assume this important responsibility at Woods."

Farmer's background includes three years in field sales management for the former International Harvester in the mid- to late-1960s, 18 years owning and running successful farm equipment dealerships, and 11 years with Woods Equipment Company, most recently as regional manager for sales in its Southern Region.

Ron Tiller, a Woods district manager working under Farmer, will assume Farmer's responsibilities as regional manager for the southern region.

Pfizer Names Public Affairs Director

LEE's SUMMIT, Mo. — Pfizer's North American Animal Health Division has announced the appointment of Karen DeQuasie as director of public affairs. DeQuasie will report to the vice president, general manager and have overall responsibility for the division's public affairs function.

Prior to joining Pfizer, DeQuasie was an account supervisor with McCormick Advertising in Kansas City, Mo., with primary responsibility for development and implementation of communications programs for several major animal health accounts.

Previously, she obtained significant public relations experience via assignments of increasing responsibility at Cattle Marketeing Information Service, Denver, Colo.; Bozell, Jacobs, Kenyon & Eckhardt, Omaha, Neb.; and Warren Anderson Advertising, Davenport, Iowa.

Appraiser Joins York Farm Credit

YORK (York Co.) — York Farm Credit, ACA announces that Merril Brofee joined the staff of its appraisal department recently.

Although he works out of the York office, Brofee will eventually be headquartered in the Carlisle branch so that he may effectively serve members in Cumberland, Franklin, Fulton, and Perry counties.

Brofee earned his masters of education in agriculture from the Pennsylvania State University and was previously employed by Homestead Federal Savings Association. He is a native of Perry County, where he was a partner in Nekoda View Farms.

Merril Brofee

Rohm And Haas Expands Ag Business

PHILADELPHIA, Pa. — Rohm and Haas Company Vice President John F. Talucci announced the signing of a letter of intent for Rohm and Haas to purchase from Monsanto Company its worldwide pyridine family of chemistry, a new fungicide, and certain assets related to these businesses.

The agreement includes Dithiopyr herbicide sold under the trade name Dimension and Thiazopyr herbicide sold under the trade name Visor.

Dimension herbicide is sold in the United States, Canada, Japan and Australia for turf applications. Visor herbicide is registered for sale in Spain for orchards and olive groves and in South Africa for tree fruit and forestry.

Funk's 4393 IMR Offers Pursuit Resistance

LANDISVILLE (Lancaster Co.) — Hoffman Seeds is offering farmers Funk's G® brand 4393 IMR, an Imidazolinone-resistant (IMR) version of 4393. It is labeled for direct application of Pursuit and provides protection from carry-over of other Imidazolinone herbicides.

Ciba Seeds, which produces Funk's hybrids, obtained the license for IMR technology from American Cyanamid.

4393 IMR adapts to a wide variety of soils types and performs well even under drought stress. A 105-day hybrid, it also responds well to high management practices.

For more information about 4393 IMR, call Hoffman Seeds, (800) 776-7929.