



Business News

Polaris Sponsors ATV Ride

MINNEAPOLIS, Minn. — Polaris Industries L.P. announced that on Friday, June 10, Polaris conducted a corporate Tread Lightly! all-terrain-vehicle (ATV) ride. The ATV ride was held in conjunction with the 1994 Tread Lightly! annual conference held in Lutsen, Minn.

The ATV ride was broken into a beginner and intermediate group lasting two hours in length. Each group experienced various terrain with some breathtaking views of Lake Superior's North Shore. The ride was conducted to give Tread Lightly! members the opportunity to experience ATV riding at its finest.

Tread Lightly!, Inc. is a nonprofit organization to help protect public and private lands through education. Its objective is the



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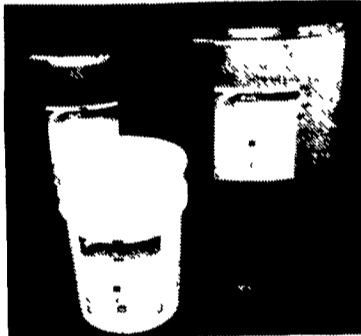
responsible use of off highway vehicles and other forms of back-country transportation.

Surge Introduces Chlorinated Detergent

NAPERVILLE, Ill. — Dairy producers can now improve the quality of milk system cleaning with QuikSolve, a new concentrated, highly soluble C.I.P. detergent available from Surge dealers.

QuikSolve contains powerful alkaline components and anti-corrosive agents that quickly remove milk fats and proteins from the pipeline, which reduces the potential for milk soil build-up and high bacteria counts. Its powdered detergent formulation is extremely soluble even in cold water, low-turbulence and other conditions that make dissolving difficult. Anticaking agents inhibit clumping and decrease the accumulation of the detergent in wash units or at the bottom of wash vats.

QuikSolve is also cost-effective and has low environmental impact. At a use rate of one ounce for every three gallons of water,



New QuikSolve from Surge is an extremely soluble powdered detergent that offers several advantages for C.I.P. applications in pipelines and milk tanks.

its cost per detergent cycle is low. QuikSolve contains an organic chlorine that is biodegradable and dissipates in sanitary systems.

For more information, contact your local Surge dealer or write to Surge QuikSolve, Babson Bros. Co., 1354 Enterprise Drive, Romeoville, Ill 60441.

Farm Workplace Safety Brochure Available From Case

RACINE, Wis. — "If farmers know more about why farming is hazardous, they can take appropriate steps to reduce their risks," said Steve Burdette, Case Cor-

poration manager, product safety. "That's why we're offering Safety in the Farm Workplace, a brochure to help farmers and organizations involved in farm safety

raise awareness of safety hazards and promote safe work practices."

Developed by the editors of Farm Forum, a national agricultural magazine sponsored by Case IH dealers, the eight-page color brochure presents safety information in an attractive, easy-to-read format. Burdette explained that, in researching the brochure, Farm Forum editors analyzed reports of serious and fatal farm accidents, divided them by type — including tractors, falls, silos, electrical and PTO shafts — and produced brief safety guidelines for preventing each type of accident.

The brochure, which also includes a safety quiz and helpful reference information, is available through participating Case IH dealers

ty equipment and heavy construction equipment markets," said Tom Laird, president and chief executive officer of Woods Equipment Company.

As a result of the acquisition, Woods expects to increase its existing dealer network from approximately 4,500 independent tractor equipment dealers to nearly 6,000 nationwide.

Woods Acquires Gannon

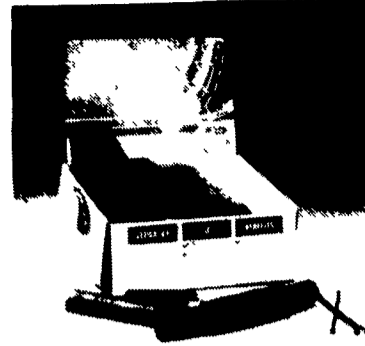
OREGON, Ill. — Woods Equipment Company announced it has merged with Gannon Manufacturing Co., Inc., a La Mirada, Calif.-based manufacturer of industrial attachments for light and heavy construction markets. Terms were not disclosed.

"Gannon is one of the most respected brand names in its industry and the acquisition gives Woods a firm foothold in the utili-

Hose Protectors Available From Ford New Holland

NEW HOLLAND (Lancaster Co.) — Prevent worn out hydraulic hoses and fuel lines before wear occurs by installing EPHA Hose Protectors from Ford New Holland.

EPHA hose protectors come in two convenient sizes, 6 inch and 8 inch, and are installed on new hoses or wiring with three zip-ties to prevent damage at points of contact. Made of durable thermoplastic rubber, the hose protectors perform well as temperatures from -40 to 430 F and serve as protec-



Prevent worn out hydraulic hoses and fuel and oil lines before wear occurs by installing EPHA Hose Protectors from Ford New Holland.

tive shields for hoses, air lines, wiring, and cables.

The three protective grooves on the hose protector keep the fasteners from slipping off and allowing the protector to shift away from the wear point. Installation takes just minutes. The protectors are also impervious to solvents, oils, grease, gasoline, and other engine chemicals.

For more information, contact your local Ford New Holland dealership.

Nutrition Key To Curbing BRD

BENKELMAN, Neb. — Cattle producers moving animals into a feedlot situation could benefit from paying particular attention to animal nutrition as an aid in reducing stress of an animal.

Cattle producers know that an animal that is weak in nutrition will be more susceptible to diseases, particularly the profit-cutting disease, bovine respiratory disease (BRD).

Economic effects of BRD can be seen in death losses, as well as significant costs in lost performance, labor, and medication costs.

Producers should be mindful that stress associated with normal production practices such as branding, weaning, transporting, and comingling, as well as uncontrollable factors like changing of weather patterns, or treating viral and bacterial infections, all play a role in weakening a calf's immune system.

Veterinarians at a recent BRD roundtable discussion, co-sponsored by American Cyanamid Company and Agri Practice, point to nutrition as one way to attack BRD.

"As animals go through situations that inherently raise their nutritional requirements for protein, energy, water and trace minerals, producers are asking the animal to

also withstand stress, which usually depresses feed intake," said Tom Noffsinger, DVM, Benkelman, Neb. "It's difficult for the animal to do. That's why anything that can be done to increase feed intake or increase the quality of nutrition at stressful times is a long-term benefit to the animal."

Feed additives can serve two purposes in aiding an animal weather the stressful periods. Some products provide a therapeutic remedy to respiratory diseases, as well as help maintain performance of the animal.

Feedlot managers look to feed additives as a tool in managing stress and, possibly more importantly, as a method of treating several head of cattle at one time.



Badger Recognizes Show Ease

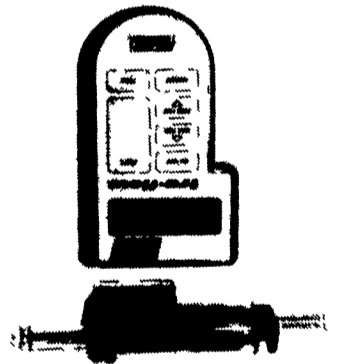
CARLISLE (Cumberland Co.) — John Krelder Jr., right, of Show East Stall Co., receives an award for manure handling equipment sales from Don Swigart, area rep for Badger Northland Inc. Badger is a farm materials handling manufacturer based in Kaukauna, Wis.

Partnership Creates Innovative Services For Dairy Producers

NAPERVILLE, Ill. — Babson Bros. Co./Surge has announced their continued partnership with Tru-Test, a leading manufacturer of milk measuring devices.

Babson Bros. Co./Surge is the exclusive North American distributor of the Tru-Flow milk yield indicator. The Tru-Flow provides dairy producers with specific milk yield data on an individual cow basis. Milking time, over-milking time and end-of-milking indication provides the additional management information producers need to quickly identify health problems, assist in heat detection and identify slow and low producing cows.

For more information on the Surge Tru-Flow milk yield indicator, contact your local Surge dealer or write to Surge Tru-Flow, Babson Bros. Co. 1880 Country Farm Dr., Naperville, Ill 60563.



The Surge® Tru-Flow milk yield indicator, providing information you need to better manage the performance of dairy cows, is the result of a partnership with Tru-Test Ltd., Auckland, New Zealand.

PRV Vaccine For Young Pigs

SIoux CENTER, Iowa — Early protection against pseudorabies is the promise of Optivac-gi® from NOBL laboratories.

The vaccine is a high-titered naturally gene-deleted (complete gi) modified live virus pseudorabies vaccine derived from the K-61 Bartha strain.

With the introduction of Optivac-gi, NOBL brings to the United States one of the most successful

PRV vaccines used in Europe.

Younger pigs are easier to vaccinate, and Optivac can be used in pigs as young as one day of age.

Producers have the option of giving the vaccine intramuscularly (IM) or intranasally (IN). Intranasal protects better in the face of maternal antibodies often encountered in very young pigs.

Optivac-gi is available from veterinarians.