



## Business News

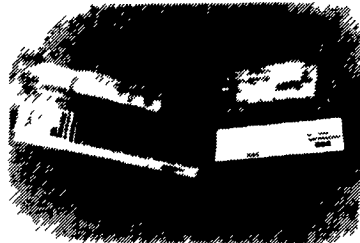
### New Tests Aid Mastitis Therapy Selection

KALAMAZOO, Mich. — Two highly specific antimicrobial susceptibility tests are available from The Upjohn Company for use in determining the susceptibility or resistance of bovine mastitis pathogens to two of the firm's FDA-approved mastitis therapies.

One test measures the susceptibility of bacteria to the antibiotic combination of penicillin and novobiocin in Upjohn's Albacillin® suspension mastitis tubes. The other test predicts bacterial susceptibility to pirlimycin hydrochloride, the new antibiotic in Pir-sue™ Aqueous Gel.

"When selecting antibiotic therapy to treat a disease, veterinarians need to know that the drug they choose will be effective against the bacteria they're trying to kill," said Jeffrey Watts, a research microbiologist with The Upjohn Company.

Of the eight antibiotic formulations approved to treat mastitis in lactating dairy cattle, said Watts, only the penicillin/novobiocin and



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pirlimycin susceptibility tests were developed using mastitis pathogens and actual drug levels in milk. The susceptibility tests for the other six drugs utilize data from human bacteria, not mastitis pathogens.

Veterinarians have employed susceptibility, guide antibiotic selection, and treat specific diseases.

### Agway Reports 1993-1994 Results

SYRACUSE, NY — Agway Inc. reported consolidated sales and revenues of \$1.7 billion for fiscal year 1992-1994 which ended June 30, essentially the same as last year.

Net margins from continuing operations were \$0.7 million, but when \$4.0 million losses from the farm cooperative's discontinued operations were included, the final net result was a loss of \$3.3 million compared with a \$19.8 million profit last year.

On September 27 the board of directors of Curtice Burns Foods, Inc. announced that it had accepted an offer from Pro-Fac Cooperative to acquire all outstanding shares of Curtice Burns stock and that Curtice Burns has entered into a definitive merger agreement with Pro-Fac. Both Curtice Burns Foods and H. P. Hood are reported as discontinued operations in Agway's annual report, to be

mailed in late October. Agway is also in the process of selling H.P. Hood, a northeastern processor and distributor of dairy and other food products, based in Boston, Mass.

"Our overall financial performance was disappointing," reported Donald P. Cardarelli, executive vice president and chief operating officer, in a letter to the farm cooperative's 5,300 full-time and 1,900 part-time employees.

"We had fine financial results in our energy, leasing, insurance and Country Foods businesses," Cardarelli said. "But despite much hard work and changes already implemented, our agriculture supply and consumer retail businesses operated below expectations. The challenges in these two businesses relate to intensifying competition in already difficult markets. This requires us to be increasingly productive and innovative."

### Treated Seed Produces Bigger Wheat Yields

LANDISVILLE, (Lancaster Co.) — In trials conducted by the Poplar Hill Research Facility in Salisbury, Md. and Hoffman Seeds, Baytan 30 treated wheat seed produced substantial yield increases over Vitavax varieties.

In the Poplar Hill trials over three locations, Baytan treatment yielded an average of 7.4 bushel/acre more than the Vitavax treatment. At a market price of \$3.00 per bushel that amounts to a

\$22.20 boost per acre for wheat growers.

Hoffman trials used Hoffman 89 wheat treated with Baytan versus Hoffman 89 with Vitavax. The results showed an average yield advantage of 9.4 bushel/acre offer four locations with a high of 12.3 bushel/acre in Northumberland.

Baytan is particularly effective in high moisture conditions where it reduces the risk of powdery mildew.

## Directors Attend Asgrow/Seedway Training Seminar

GALENA, Md. — F.M. Brown's nine area directors recently returned from an intensive soybean and corn seminar conducted here at the Asgrow Research Farm.

The seminar, put on by Asgrow and sponsored by Seedway, was aimed at training the F.M. Brown's area directors on production and growth characteristics of seed corn and soybeans.

F.M. Brown's recently was recognized by Seedway at their annual meeting as the number one distributor of seed corn and the number two distributor of soybeans in the Seedway York division sales area.

Bill Rhodes, soybean research associate with Asgrow, reviewed how the Asgrow Soybean varieties currently sold by Brown's were developed.

Joe Maloney, Asgrow corn research associate, continued the tour with a discussion of Asgrow seed corn.

The seminar moved indoors where the work of selecting, retaining, and storing many generations of research seeds takes place. Growth chambers and greenhouses where much of the disease resistance testing is done were also viewed. Eric Scheib (F.M. Brown's seed division manager), Fred Mohr (Seedway Associate director of marketing), and Brent Miller (Seedway area sales manager) then reviewed how information/yield data taken from Brown's extensive corn silage, shelled corn, and soybean test plot program is combined with information from other areas in the east to determine which varieties of corn and beans will be marketed the following year.



**Bill Rhodes, soybean research associate with Asgrow Shows Brown's area directors a variety of Asgrow soybeans sprayed with 32 ounces of Roundup. The beans are genetically bred to withstand Roundup, but the weeds in this soybean plot were completely eliminated.**

### New General Manager For Northern Tier

MANSFIELD (Tioga Co.) — Dan Stay of Skaneateles, N.Y. has joined John Deere Dealership Northern Tier Implement, Inc. in Mansfield as general manager.

Stay brings a wide range of agribusiness experience to the dealership. Raised on a poultry farm near Flemington, N.J., Stay has been exposed to agriculture since birth. After completing studies at Cornell University in Ithaca, N.Y., he entered Agway's management training program. Later, he accepted a position as



F.M. Brown's area directors at a recent seminar. From left to right, standing, David McCracken, David Shank, Steve Smelter, Dennis Kulp, Dan Wunderlick, Fred Mohr (Seedway), and Gerry Roman. (Kneeling) Rich Graff, Brent Miller (Seedsay), Eric Scheib, Robert Charles, and Joe Maloney (Asgrow).

### Show-Ease Badger Named To President's Club

KAUKAUNA Wisconsin — Show-Ease Badger Inc., Lancaster, Pa., has been named to the 1994 Badger Northland President's Club. The announcement was made at the farm equipment manufacturers' recent national dealer meeting in Green Bay.

This is the 12th year in a row that Show-Ease Badger, located at 573 Willow Rd., has received the honor. The President's Club is to assist the company in its operating policies with dealers. Badger has a total of 400 dealers.



Shown in photo accepting the award are John Kreider, right and John Kreider, Jr., left. Badger district sales manager Don Swigart is in the center.

### Banks Announce Consolidation Plans

BALTIMORE, Md. — The boards of directors of The Farm Credit Bank of Baltimore (MD) (FCBB) and The Farm Credit Bank of Columbia (SC) (FCBC) jointly announced their execution of a letter of intent to consolidate

the two institutions to form a new Farm Credit Bank.

James A. Kinsey, chairman of the board for FCBB, and J. Dan Raines, Jr., chairman of the board for FCBC, signed a letter of intent to proceed with the development of a consolidation plan.

The development of this plan will be under the direction of a steering committee comprised of the chairman and vice chairman of the boards and the chief executive officers of the consolidating banks. The consolidation of the two Farm Credit System entities is dependent upon an affirmative vote by their affiliated associations as well as the approval of the Farm Credit Administration, the banks' regulator. It is anticipated that the associations would vote on the consolidation early in 1995 with an effective date of April 1, 1995, if approved.

The two banks gave combined assets of \$9.2 billion at March 31, 1994. With loans outstanding of more than \$8 billion, the new bank would serve member associations in 15 states: Maryland, Pennsylvania, Virginia, West Virginia, Delaware, Ohio, Tennessee, Kentucky, North and South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, and the Commonwealth of Puerto Rico.

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