



Milker Provides Balance, Visibility

ELK GROVE VILLAGE, Ill.—A new high performance, easy handling milker designed with excellent reach, spread, and balance is available from Westfalia Systemat, Inc.

The Classic 300 Milker is designed for today's high producing, high milk-flow-rate dairy cows. Performance features include improved milk-flow throughput, vacuum stability and reduced teat end impacts while providing full 360° visibility. The large diameter milk inlets are properly placed for correct alignment of the inflation on the teat helping to reduce slips and squawks.

The Classic 300 with 16 mm milk outlet is available with or without automatic shutoff. Automatic shutoff enables this high tech milker to turn off the vacuum to the cluster if there is a "kick-



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off," thus preventing debris from being sucked into the milk line.

Furman Names Sales Manager

NORTHUMBERLAND (Northumberland Co.)—George Martin has recently been named sales manager of bid/exports for Furman Foods, Inc. located in Point Township. His new responsibilities encompass export sales and government procurement.

Martin began employment at Furman Foods, Inc. in 1975 as a seasonal employee, and since then has held the position of label inventory control manager until this recent appointment.

Martin is a graduate of Selinsgrover Area High School.



George Martin

Mycogen, Ciba Seeds Expand Agreement

BLOOMINGTON, Ill.—Mycogen Corporation (Nasdaq: MYCO) and Ciba Seeds have signed a letter of intent to expand the relationship the two companies entered into in 1993 to develop insect-resistant hybrid seed corn products.

Under the expanded agreement, Mycogen would grant Ciba Seeds a license to develop and sell seed corn products under Mycogen's U.S. and foreign patents covering genetically engineering plants to produce *Bacillus thuringiensis* (Bt) proteins that give them built-in resistance to insects. Mycogen would receive royalties or access for breeding purposes to corn plants genetically engineered to resist certain corn pests.

Mycogen and Ciba also agreed to collaborate closely on intellectual property issues to assert and strengthen their proprietary position for seed corn products with Bt-based insect resistance.

On August 8, 1995, Mycogen and Ciba each received U.S. Environmental Protection Agency approval to begin marketing the first products of their two-year

collaboration, seed corn with Bt-based resistance to European corn borer, a pest that costs U.S. farmers as much as \$1 billion a year

in lost yields. This protection also reduces or eliminates the need for conventional corn borer insecticide applications.

Swine Receiving Station Opens Nov. 1

LANCASTER (Lancaster Co.)—Walter M. Dunlap & Sons, Inc. has announced a new marketing service for Pennsylvania pork producers.

Beginning Nov. 1, Walter M. Dunlap & Sons Inc. will be operating a Lancaster Stockyards swine receiving station every Wednesday (except during the week of Thanksgiving) so that swine producers have a new swine marketing opportunity. Producers, therefore, can market animals on Mondays through the auction or

Wednesdays through the receiving station.

Marlin Becker, having served as White Oak Mills' hog dispatcher and marketing agent for 12 years, will be joining Walter M. Dunlap & Sons Inc. as manager of their hog division effective Oct. 16 to oversee this new Lancaster Stockyards receiving station. A life-long Lancaster County resident, Marlin has more than 14 years of experience as a swine producer, fieldman, and marketing agent.

Dekalb Honors Dealers

DEKALB, Ill. — Dekalb Genetics Corporation recently honored several outstanding dealers for sales achievements.

James Landis of Milton, Pa., was honored as Outstanding Dealer of the Year within his sales district. Vernon Umble of Christiana, Pa. was recognized as Outstanding New Dealer of the Year within his sales district.

Also, several product champions were announced for sales in their districts. They are Earl Tindall of Lawrenceville, N.J., corn sales; Robert Stoltzfus of Cochranville, Pa., alfalfa sales; and Marvin Kaylor, Annville, Pa., soybean

sales.

Several were also recently honored as Winner's Circle members. They include Steve Adams of Ray Adams Farms, Sunbury, Pa., for the second time; George Coleman, Elmer, N.J., for the 10th time; Elmer Hertzler, Narvon, Pa., for the second time; and Richard Long, Pottstown, Pa.

The Outstanding Dealer of the Year Award is "presented annually at our district sales kickoff meeting," said John Wysolmerski, district sales manager.

The Product Champion Award is "presented annually to the dealer with outstanding sales in each

product line for his district," said the sales manager. "It recognizes a superior effort to provide farmers with service and a mix of hybrids tailored to each customer's individual needs and farming practices."

Adams has been a Dekalb dealer for 21 years and is among approximately 1,300 Winner's Circle members to be recognized nationwide, along with Coleman, who also has been a dealer for 21 years. Hertzler has been a Dekalb dealer for 17 years.

The award is based on service to customers, sales volume, and increases in seed orders.

Companies To Develop Insect-Resistant Crops

PRESCOTT, Wis.—Mycogen Corporation and its Mycogen Plant Sciences seed group announced that it has signed a letter of intent for a major technology and development collaboration with Pioneer Hi-Bred International Inc. to develop transgenic crops with built-in insect resistance. The transaction is subject to completion of definitive agreements.

Pioneer is the world's largest seed company and maintains the industry's most extensive agricultural genetics and plant breeding programs. Mycogen is a leader in plant transformation and *Bacillus thuringiensis* (Bt) gene technology for insect resistance in plants. Both companies market seed for corn, soybean, sunflower, sorghum, and other major crops.

The collaboration will focus on transforming corn, soybean, sunflowers, canola, sorghum, and other crops with Bt genes that cause the plants to produce natural proteins that protect them against insect damage. Bt-based insect resistance reduces or eliminates the need for chemical insecticides.

Under the agreement, Pioneer will provide \$51 million-\$21 million in research and development funding and \$30 million to purchase three million shares of Mycogen common stock. Pioneer will also devote extensive research and development staff and resources to the joint product development programs. Pioneer will receive

non-exclusive rights to all Bt crop protection technology and associated technologies owned or developed by Mycogen during the next 10 years.

Both companies will be able to market their own products resulting from the collaboration, royalty-free, in North America.

Pioneer will pay a royalty to Mycogen for jointly developed products that it markets outside North America. Mycogen will have exclusive worldwide rights to license jointly developed technologies to third parties. No proprietary seed lines will be shared by the companies.

Farmers Will Invest In Weed Control

PHILADELPHIA—The median cost of herbicides purchased by soybean growers to raise a crop is between \$23 and \$25 per acre.

Total Research Corporation questioned more than 1,000 soybean farmers and determined that midwestern soybean growers, in general, pay more for weed control than southern soybean growers but the median difference was only one to two dollars per acre.

The Authority Research Survey of farmers showed that 48 percent of 339 upper midwest farmers paid \$21 to \$30 per acre for their herbicides whereas 50 percent of 273 lower midwest farmers paid that much.

Thirty-eight percent of 403 southern farmers paid \$20 less per

acre for their herbicides. No application costs were included in the cost analysis.

"Even though southern soybean farmers generally paid less for weed control, a large group of southern soybean farmers had to pay more than \$31 per acre for herbicides," said Nick Phillips, FMC venture manager who authorized the Authority Research Survey. "Of this group, 14 percent had to pay over \$35 per acre because of one troublesome weed—sicklepod. Since most herbicides do not control this weed at low rates, because it grows multiple flushes during the growing season and because it is highly competitive with soybeans, farmers have to expend extra effort and money to control sicklepod."

Keystone Farm Credit Announces Scholarships

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

An applicant's parent(s) or guardian(s) must reside in one of the 15 counties that are serviced by Keystone Farm Credit. The counties include 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 guidance departments of the secondary schools in Keystone's territory. Keystone 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 write or call Keystone Farm Credit (Donna Dawson), P.O. Box 687, Avondale, PA 19311-0687, (610) 268-3013.

