

# Case Offers Complete Seeding System

RACINE, Wis.—To meet the growing need among farmers for highly productive equipment to work in conservation-tillage and site-specific farming applications, Case Corporation announced that it has signed an agreement to acquire Concord, Inc., maker of one of the best-selling air-till drill systems in North America.

The Concord® seeding system will be offered through Case IH dealerships under the Case IH brand name and will continue to be available through existing distribution outlets.

The Case IH Concord seeding system, designed for planting wheat the other cereal grains, performs soil preparation, ribbon seeding and deep-band fertilizer applications all in one pass, resulting in less soil erosion and moisture loss, as well as increased productivity.

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pany, its equipment and technology will help us make our customers more productive and successful in their farming operations," said Jon Carlson, vice president, North American sales and marketing. "Like the recently introduced Case IH 5800 mulch-till chisel, the Concord system fits right into any farmer's conservation compliance plans. The system's variable-rate control technology is also a match with our recently introduced site-specific farming equipment."

Unique to the Concord system is its "ribbon seeding" capability, in which opens spread seed in a 6-inch band rather than a single row, providing three to four times more area for development of each plant. Because each plant has access to a larger nutrient zone, yield potential is improved.

# Employee Management Seminar Comes To Pa.

LEWISBURG (Union Co.) — Finding and keeping good employees is a continual struggle for many farm and agribusiness firms. "Employee Management," a two-day seminar on Jan. 16 and 23 for farms, agribusinesses, and related industries, is designed to help managers meet the challenge of developing a strong and productive team of employees.

The seminars, at the Williamsport Sheraton Inn, are sponsored by Northeastern Farm Credit. According to Jonas Kauffman, executive director of Farm Credit Financial Management Service, the seminar will be useful for businesses who employ or are considering hiring at least one full-time employee and to key middle managers who supervise one or more employees.

"Over 500 agricultural and related businesses in New York and New England have enjoyed this Farm Credit-sponsored semi-

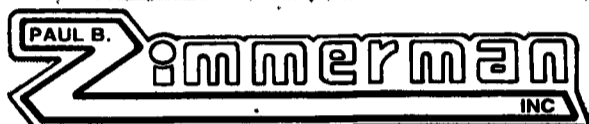
nar, and we are very pleased to be able to bring it to Pennsylvania," said Kauffman.

Among the topics to be discussed at the seminar are recruiting, interviewing, and training new employees, motivating different types of employees, developing a compensation and incentive plan, and improving communication within your business.

Instructors for the seminar are Jonas Kauffman and Gary Snider. Snider is a farm business consultant with Farm Credit of Western New York. Both men have been presenting business management seminars for many years.

Seminar registration fee is \$195 and includes reference materials, lunches, and coffee breaks for both sessions. Additional participants from the same farm can register for a reduced fee of \$125.

For more information or to register, call Jonas Kauffman at (800) 477-9947.

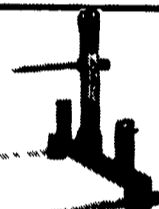


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