



## Corestates Promotes Two Lenders

LANCASTER (Lancaster Co.) — The Agri-Finance Department of CoreStates Bank, N.A., has recently announced the promotion of two lenders.

R. Ted Bowers has been promoted to vice president responsible for serving the credit needs of agribusiness customers in southeast/central Pennsylvania with primary concentrations in Berks, Lancaster, Lebanon, and Chester counties. He has worked with CoreStates Bank for nine years and has 11 years of agricultural lending experience.

Bowers holds a bachelor's degree from Penn State University in agricultural business management and graduated with honors from the Central Atlantic Advanced School of Banking at Bucknell University. Bowers is involved with the Berks County Extension board of directors and has held the positions of president and treasurer in the past. He also is a member of the Berks County Chamber of Commerce Agri-Business Committee where he has



R. Ted Bowers



John J. Mattilio

served as the former chairman.

John J. Mattilio has been promoted to assistant vice president responsible for serving the credit needs of farm and agribusiness customers in Pennsylvania and northern Maryland. He has worked with CoreStates Bank for three years and has a total of nine years

of agricultural lending experience.

Mattilio holds two bachelor's degrees from Penn State University in both dairy science and agricultural education.

A native of Rural Valley, Mattilio grew up on a 55-cow dairy farm, which is now operated by his parents and brother.

## Alfa Laval Agri To Integrate, Elevate Core Businesses

KANSAS CITY, Mo. — In a move to further strengthen its position as the leading provider of dairy equipment and supplies in the United States, officials of Alfa Laval Agri, Inc., announced plans to integrate Universal Dairy Equipment, Inc. into its operations and to structure a closer working relationship with West Agro, Inc.

From 1989 until this restructuring, Universal had been a wholly-owned company of Alfa Laval Agri. West Agro, acquired in 1984, will maintain its wholly-owned status.

Integrating Universal's operations into Alfa Laval Agri and the new relationship with West Agro will enable the companies' united dealers to offer a broader range of products and services and react more quickly to the rapidly changing needs of America's dairy pro-

ducers.

Alfa Laval Agri has a network of 220 dealers in the United States. Universal, with its 100 dealers, had grown to be the nation's fifth largest dairy equipment and supply company. Many of the newly integrated dealers will sell and service both brands, while some will continue as they currently operate, according to Walt Maharay, Alfa Laval Agri's newly appointed executive vice president for sales.

West Agro manufactures and supplies cleaners, sanitizers and related products for agricultural and industrial applications and utilizes a variety of distribution channels in North America. West Agro will now have the opportunity to work in a united fashion with Alfa Laval Agri and Universal dealers in selected dairy markets,

but will retain its own identity to continue to supply and service its current agricultural distribution and the industrial side of its business.

Bill Papineau will continue as West Agro's president and will play an instrumental role in the integration process. Employees of Universal will combine with employees of Alfa Laval Agri under a centralized operation. Management of field activities will be coordinated by Maharay to form one united sales force. Management of product development, marketing and sourcing will be headed by Don Calhoun, recently appointed Alfa Laval Agri executive vice president.

## V-Tank Spreaders Redesigned

WEST BEND, Wis. — A new series of Scavenger V-tank spreaders offer improved performance and enhanced durability.

Gehl Scavenger, the original V-tank spreader, has built a well-deserved reputation for delivering unmatched performance in a wide variety of materials. The new Scavenger line takes that performance to the next level with even better spreading patterns in the toughest heavily-bedded manures.

"The Scavenger spreader already had the best basic design in the industry," said Fred Kuhn, Gehl's V-tank spreader project engineer. "We took that design and enhanced performance with a unique new round-core auger." The new auger features seg-

mented paddles that are grouped in a spiral pattern. This flighting configuration delivers more material to the discharge expeller in less time for faster unloading.

"The paddles are precisely positioned to deliver more uniform feeding to the discharge expeller," said Kuhn. "This design breaks up and blends all types of manure."



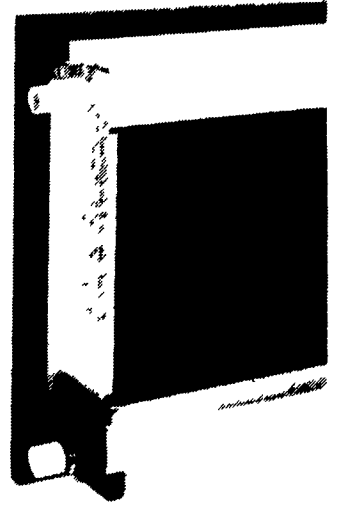
A new series of Scavenger V-tank spreaders offer improved performance and enhanced durability.

## Aerotech Improves Cooling Panels

MASON, Mich. — Aerotech develops exclusive new connector joints and end caps to provide easier installation and reduced space requirements for their AeroCool evaporative cooling panels.

Rubber connectors join the footers on AeroCool panelized cooling modules for continuous pad runs greater than 14 feet. Rubber end caps feature a cutout for an end-mounted drain, eliminating the need for a bottom drain and permitting the mounting of cooling panels closer to the ground. A matching rubber-based sealant makes leak-free installation fast and easy. The new AeroCool panels are available for high-efficiency CELdek<sup>®</sup> pads and high-air-flow, low-humidity MI-T-Cool<sup>®</sup> pads.

"The record heat of last summer dramatically emphasized the need for effective cooling systems," Bob Mitchell, Aerotech president said. "With these new AeroCool



New end caps and joints improve Aerotech's AeroCool panelized evaporative cooling system.

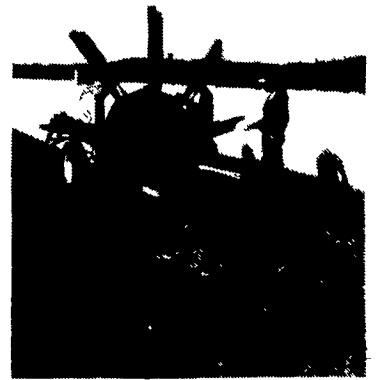
panels, it's now easier than ever to add efficient evaporative cooling to existing as well as new buildings."

## Tubes Eliminate Oxygen Movement

WARRENTON, Ore. — Recently updated from Ag-Bag International Limited is the MR5603 Flex-A-Tuber<sup>®</sup>. Designed for high-moisture or dry round hay bales, the MR5603 enables farmers short on time and manpower to operate it alone.

Using a remote control and an 8 HP motor with hydraulic pump, a farmer can fill a 100-foot Flex-Tube<sup>®</sup> in minutes. Fitting either 4-foot or 5-foot round bales, the Ag-Bag Flex Tubes<sup>®</sup> eliminate oxygen movement and help retain nutrient value of the feed. The machine stretches the plastic oversize. Then, the bale push bar slides the bales into the bag, which shrinks down around the bales.

Models are available without the remote control or motor.



Fitting either 4-foot or 5-foot round bales, the Ag-Bag Flex-Tubes<sup>®</sup> eliminate oxygen movement and help retain nutrient value of the feed.

## Mycogen, DowElanco Form Alliance

PRESCOTT, Wis. — Mycogen Corporation announced that its Mycogen Seeds subsidiary has

signed a letter of intent for a collaboration with DowElanco Canada Inc. to investigate and develop high value traits in canola.

"We were discussing this arrangement even before Mycogen entered into a broad strategic alliance with DowElanco in the U.S.," said Carl Eibl, Mycogen's president and chief operating officer. "DowElanco Canada understands the Canadian canola industry and will bring excellent market knowledge and commercial capability to our plant biotechnology and breeding programs."

James Hopkins, vice president and general manager of Mycogen Seeds, described adding canola to Mycogen's existing line of corn, soybean, sunflower, sorghum, and alfalfa products as "a top priority."

"This collaboration will further and accelerate our long-standing efforts to help Canadian canola farmers increase the productivity and value of their crop," said John Oliver, president of DowElanco Canada.

Mycogen is a leader in plant transformation, *Bacillus thuringiensis* (Bt)-based insect resistance and oil seed technology.

## Mixer Produces Well-Blended Rations

POUND, Wis. — The new Patz Model 3000 three-auger, open-top mixer produces well-blended rations with minimum mixing time.

Sizes of 205, 305 and 380 cubic feet match many operations, making the Model 3000 useful for starting a total mixed ration (TMR) program or for a replacement machine. Choose trailer or stationary models.

- Benefits include:
- More ration options by mixing and feeding up to 100 percent rectangular bales of dry hay
  - Long service life from 3/8-inch thick bottom pan
  - Easy service and extra service life with self-aligning auger bearings mounted outside
  - Keep feeding on schedule with planetary gearbox and modified oil bath for chain and sprockets
  - Cut maintenance with simple reduction drive



The new Patz 3-Auger TMR mixer offers several unique features for extra benefits.

- Low-maintenance, high-volume feed delivery with convenient, hydraulically driven belt discharge (trailer models)
- For sizes up to 750 cubic feet, ask about the Model 9300. For tumble mixing, ask about the Model 9100.

