

BUSINESS NEWS

## Gehman Joins Sales Staff

WYOMISSING (Berks Co.) — Coldwell Bankers Landis and the Professionals of Reading have announced that Henry Gehman has joined their sales staff as an associate broker.

Gehman was first licensed in 1972 and operated as an independent broker for many years. He has served on the staff of the former ERA Hop Usner and Associates of Ephrata, and also with Richard A. Zuber with offices in Morgantown, Boyertown, Lansdale, and Pottstown.

Gehman served his internship with E. James Hogan of Lancaster and Herbert Bellairs of Reading and received his GRI designation from Pennsylvania Realtors Institute.



Henry Gehman

## ID System Provides Even Cow Flow

KANSAS CITY, Mo. — Looking to increase efficiency and cow flow with the most accurate identification system available?

DeLaval introduces the Parlor RigID™ Identification System. This ID system provides smooth, even cow flow with its exclusive patent pending design.

The ID system has identification built into the entrance gate. The Parlor RigID Identification System has an identification rate of 99.7 percent. Parlor RigID is an integrated component of the Alpro™ Milk Yield Recording System.

Manufactured from corrosion-resistant stainless steel, the Parlor RigID Identification System is maintenance-free. The system is highly durable and cleans up easily,



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ly, which can reduce costs and save time for the dairy producer.

## Hoffman Seeds Announces Wheat Field Days

LANCASTER, (Lancaster Co.) — Hoffman Seeds, working in conjunction with Novartis Crop Protection, is sponsoring five "Wheat Field Days" in June at field trial sites in Maryland, Delaware, and Pennsylvania, according to Jeff Cunningham, director of sales for Hoffman Seeds.

Results of Hoffman Seeds replicated yield trials (featuring various seed treatments) will be available for evaluation at each of the field locations. Key varieties on display include Hoffman 95 Brand wheat, which is a newer medium season variety, and top-selling Hoffman 89 Brand, which leads the industry in test weight with a 3 pound-

per-bushel advantage.

Hoffman's "Wheat Field Days" are scheduled for the following dates and locations:

•Cecilton, Md.—Rt. 213 Greenfields, Tuesday, June 2 from 8 a.m. to 10 a.m.

•Delmar, Del.—Delmar Grain, Inc. Skip Ammons Farm, Road 503B West, Wednesday, June 3 from 8 a.m. - 11 a.m.

•Mount Joy, Wolgemuth Farm, Snyder Road, Thursday, June 4, 5:30 p.m. - 8 p.m.

•Keymar, Md.—Keymar Fertilizer, Rt. 194, Monday, June 8 from 8 a.m. - 11 a.m.

•Northumberland, Pa. Furman Foods Farm, Rt. 11 North, Wednesday, June 17, from 6 p.m. to 8 p.m.

## Claas Enjoys Record Year In 1997

COLUMBUS, Ind. — Claas KgaA, Europe's leading agricultural machinery manufacturer, has announced a record year in 1997. Claas KgaA, based in Harse-

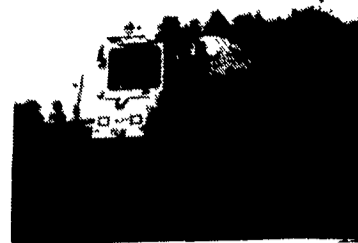
winkel, Germany, manufactures and distributes combines, balers, forage harvesters, hay mowers, and other agricultural machinery worldwide. The company's profits

## Case Acquires Leading Agricultural Sprayer, Applicator Manufacturer

RACINE, Wis. — Case Corporation announced that an agreement has been reached to acquire Tyler Industries, designer and manufacturer of chemical and fertilizer sprayers and applicators. The new line expands and strengthens the Case IH equipment line for large-scale production agriculture and precision farming.

"This acquisition enables Case to offer another solution for farmers," said Jon Carlson, Case senior vice president and general manager, North American agricultural equipment business. "More large farmers are moving toward ownership of self-propelled spray units. With the addition of Tyler sprayers and applicators, Case will better be able to supply farmers with equipment, services, and data for use throughout crop production cycles."

Tyler manufactures an entire range of self-propelled agricultural sprayers, from high clearance sprayers used by custom applicators and farmers primarily during the growing season to large floater units used for commercial and custom applications after harvest



The recent acquisition of Tyler Industries expands the crop production services Case Corporation will offer to its customers. Tyler manufactures five self-propelled sprayer models, including the Tyler Patriot 150 high clearance sprayer pictured here. Tyler also manufactures floater fertilizer applicators.

or before planting.

"Management of inputs, including chemicals and fertilizers, is an increasingly important component in the crop production cycle," said John Garrison, general manager, Case IH agricultural systems. "Farmers' input costs are rising through use of genetically improved seeds and specialty chemi-

cals, and as a result, they are using every tool available to ensure the success of their crops. Adding sprayers and applicators for chemicals and fertilizers to our line enables Case to design systems to meet more of its customers' needs. It also creates another opportunity for farmers to use and apply data gathered through Case IH Advanced Farming Systems (AFS)." The Tyler acquisition follows the 1997 purchase by Case of Gem Sprayers Limited of Lincoln, England. "We want to provide the best sprayer technology for our customers and we now have both a strong North American and strong European technology base to draw from," Garrison said.

A privately owned firm, Tyler Industries had sales of approximately \$66 million last year. Company operations are based in Benson, Minn. and the majority of sales come from North America, but the firm also has a strong market position in Argentina and distributors in the United Kingdom, Germany, and Netherlands. Terms of the acquisition agreement were not disclosed.

## Axiom Herbicide Registered For Grass Control

KANSAS CITY, Mo. — Corn and soybean growers will have a new, low-rate preemergence grass herbicide for use this spring.

Axiom herbicide from Bayer Corporation has been federally registered by the Environmental Protection Agency.

Extensive university research shows that Axiom consistently provides excellent residual control of annual grasses, such as the three major foxtail species and fall panicum, and key small-seeded broadleaf weeds, including pigweed, waterhemp, and common lambsquarters. Axiom is the only preemergence grass herbicide formulated as a low-rate, dry

flowable product. It is effective when applied at one-fourth to one-half the use rates of similar products.

Axiom is a combination of two active ingredients with separate modes of action. The first is a new oxyacetamide chemistry that works by interfering with germination and seedling development by inhibiting protein synthesis. The second is proven herbicide chemistry from Bayer that disrupts the photosynthetic process of weeds.

Axiom can be applied early preplant, preplant surface, preplant incorporated, preemergence or burndown, in single or split appli-

cations. Growers can apply Axiom with liquid or dry fertilizer, and they can tank-mix Axiom with most registered herbicides to address specific grass and weed problems. Axiom is gentle on corn and soybean crops, workers, and the environment.

"Growers look for consistent performance, long-residual, broad-spectrum control, crop safety, low use rates, and convenient handling," said Inci Dannenberg, marketing product manager for Bayer. "Axiom has all of these features. It is easy to use and has good environmental characteristics."

## Trio Of Pa. Men Trained in Vermont

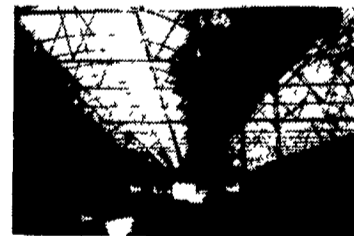
BURLINGTON, Vt. — Will Godwin of Chambersburg, Dan Rice from Ephrata, and Tom Roe of Troy recently returned from an intensive week-long training session in Solar Barns technology held here.

Solar Barn dealers from several other large dairy-producing states joined the Pennsylvania delegates for classroom training on topics that ranged from barn layouts to the tensile strength of steel. Trainees visited farms in New Hampshire and Vermont to hear directly

from farmers about the effectiveness of Solar Barns.

Godwin, Rice, and Roe learned that farmers are drawn to Solar Barns because of their light airy interiors. The excellent light and superior ventilation combine to enhance herd health and increase production. Farmers are also favorably impressed with the affordability of Solar Barns.

All the Pennsylvania men were enthusiastic about how the greenhouse-type barn has evolved into high quality livestock housing.



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were marked at \$134.7 million DM and its turnover percentage increased a record 30.5 percent in fiscal 1997 (ending September 30, 1997), well above the industry average. In addition, employment at Claas rose 15 percent worldwide and now stands at 5,570.

Claas of America, the company's North American operations based in Columbus, Ind. also observed a successful year in 1997, setting a new company record in profitability.

According to Roger Parker, director of operations, "Profitability in North America continues

to insure the stability of operations. We feel confident that efforts will continue to move the company in a positive direction."

In addition, Claas of America saw significant increases in both the self-propelled forage harvester and hay equipment business. As a result, the company will move the final assembly of all Claas hay products to its Columbus facility in 1998.

"We're excited about our continued growth in the hay and self-propelled forage harvester business," said Jim Walker, Claas director of sales and marketing.

