



## Mattilio Named Vice President At First Union

LANCASTER (Lancaster Co.) - First Union National Bank has announced that John J. Mattilio, of Columbia, has been named vice president in the agri-finance department.

Mattilio manages an \$95 million loan portfolio of 230 farm and agri-business customers throughout Pennsylvania and Maryland.

Prior to joining the former CoreStates Bank in 1993 as a relationship manager in the agri-finance department, Mattilio worked as a relationship manager for the Farm Credit System.

Mattilio was graduated from Penn State University with bachelor of science degrees in dairy science and agricultural education. He grew up on a dairy farm in Armstrong County.

Mattilio is president of the Lancaster County Poultry Association, finance chairman and facilities chairman of the Animal Hous-



John J. Mattilio

ing Expo Steering Committee, and teaches Sunday School at Manor Brethren In Christ Church.

## Michelin Introduces Agribib Radials

GREENVILLE, S.C. — Michelin introduces a new size in its line of Agribib radials — the 18.4 R 46 Agribib, designed for traditional American 30-inch row crops.

With a diameter of 78 inches, the new Agribib fits front-wheel-assist higher horsepower tractors and can be used in duals on the rear of the tractor. This tire is one in a new range of Agribib sizes Michelin is developing to support the North American market.

Michelin has engineered its entire line of Agribib radials with new technology aimed at increasing productivity. A deep tread and

a large, flat tread area reduce wear to give the tires exceptionally long life. This translates into low post per acre. In addition, a deep, sharp vertical lug design allows the tires to retain traction up to 70 percent worn.

Extremely flexible sidewalls, designed to give the Agribib a long footprint, are another key to increased traction. The long footprint puts more of the tires' R1W lugs in direct contact with the soil. The result is excellent pulling power, even in muddy soil. At the same time, low ground contact pressure and the tires' rounded shoulders minimize soil compaction.

## Millcreek Fence & Farm Honored

LANCASTER (Lancaster Co.) — Knight Manufacturing Corp. of Brodhead, Wis. has awarded a Dealer Sales Plaque to Millcreek Fence & Farm of Lancaster for outstanding sales efforts in 1997.

Knight, with manufacturing facilities in Brodhead and Greeley,

Colo., is a leading manufacturer of 3000 Series Reel Auggie TMR mixers, Knight-Botec 4000 Series TMR mixers, 8000 Series Pro-Twin Slinger side-discharge spreaders, and 1000 Series box-type spreaders for agricultural and commercial/industrial use.

## Agco Allis Rolls Out Tractors

ATLANTA, Ga. — AGCO Allis introduces six new tractor models that offer improved comfort, convenience, and transmission features, all-new low-profile styling, new engines, and PTO horsepower choices ranging from 70 to 145.

Scheduled to arrive at local dealerships this fall, the tractors divide into two distinct groups—the 8700 Series, which includes four models from 70 to 110 hp and the 9700 Series, with two models at 125 and 145 PTO horsepower, respectively.

"The 8700 Series offers producers a choice of either a cli-



AGCO Allis introduces six new tractor models that offer improved comfort, convenience, and transmission features, all-new low-profile styling, new engines, and PTO horsepower choices ranging from 70 to 145.

## Farm Credit Hosts Large Dairies

YORK (York Co.) — Farm Credit Financial Management Service (FMS) hosted representatives from 18 Pennsylvania dairy farms on April 16.

These farms participated in the Large Dairy Benchmark Program, a program which allows dairies with more than 150 cows to compare their financial and production results with others in Pennsylvania, New York, New England, and the lake states.

"The interest and response to this service has been great," noted Jonas Kauffman, FMS executive director. "We are excited to have so many farms involved."

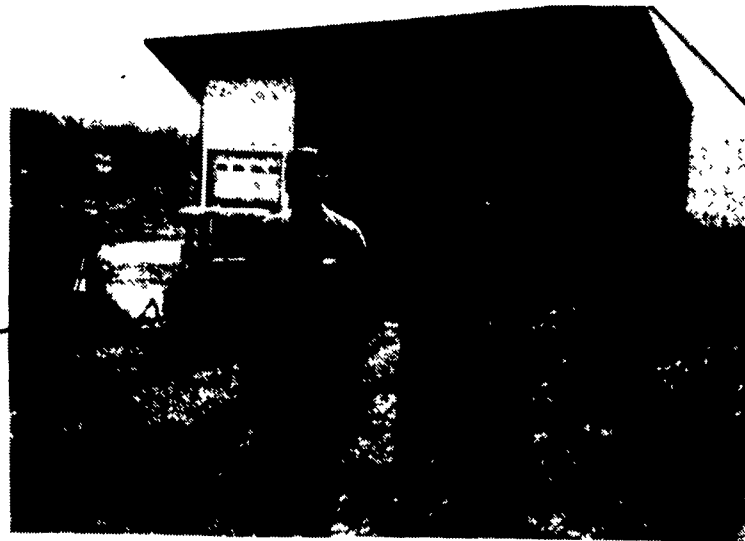
More than 90 farms are part of the program, including 20 from Pennsylvania.

The Large Dairy Benchmark Program begins with a Farm Credit staff member gathering financial and production data from each participating farm. This information is compiled into a personalized report which compares the individual's dairy's results with the group's average results and the top 20 percent "benchmark."

The April 16 gathering provided an opportunity for participants to receive and examine their reports and to discuss special topics such as 2x vs. 3x milking, parlor efficiency, and culling rate.

"One very interesting part of that meeting for the farmers is that they share a lot with each other. That was one of the highlights," said Kauffman.

Feedback from participants has been positive. The Large Dairy Benchmark Program is a "well-



Francis and Daniel Mains show off the commodity shed they added during an expansion of their operation. Labor efficiency and cash flow have improved as a result of the improvements the Mainses made after participating in Farm Credit's Large Dairy Benchmark Program.

run program with accurate analysis," said Steve Graybeal of Graywood Farms, Lancaster County. "It's the best analysis I've come up with."

Dan Mains, a dairy farmer in Cumberland County, also appreciates the opportunity to compare his farm's results with others.

"You can see what individual weaknesses you have and what you can do to correct them," he said. "The in-depth analysis showed that we weren't efficient enough with the cow numbers we had relative to our other assets and the number of employees that worked for us, so we decided to

expand from 250 to 370 cows."

For the Mainses, this expansion meant building a new freestall barn and renovating and expanding an existing parlor.

That was two years ago. The Mainses' latest Large Dairy Benchmark report shows that labor efficiency and cash flow have improved.

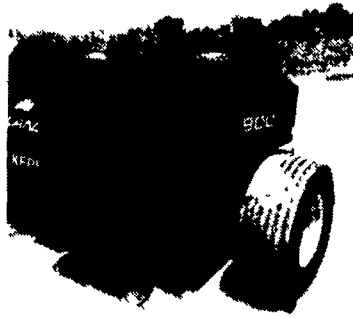
In the upcoming months, Farm Credit staff members will meet one-on-one with each participating farm to go over its report. This will help ensure that participants benefit as much as possible from the experience.

## Process Silage With New Holland Harvester

CHRISTIANA (Lancaster Co.) — Georgetown Kernel Processor Co. announced the availability of a conversion kit which will expand the capability of New Holland pull-type harvesters, enabling farmers to process corn silage in the field.

The unit can be quickly converted to make haylage by simply sliding out the bottom diverter pans. Haylage then passes through the harvester without causing damage or additional wear to processor rolls.

Built using heavy duty formed steel parts, the Georgetown Kernel Processor unit is intended to give longer life and more reliable service than other equipment of this type. Two 8 1/2 -inch x 22-inch hardened steel rolls with 1/4 -inch machined grooves adjust to give farmers the specific size corn sil-



Built using heavy duty formed steel parts, the Georgetown Kernel Processor unit is intended to give longer life and more reliable service than other equipment of this type.

age or crimped high moisture corn they desire.

The rolls turn at different

speeds providing better breakage of kernels. To extend the life of the drive belts and bearings, the unit's design features a rigid mounted top roll with bottom roll supported on a through shaft. Specially selected anti-corrosion ball bearings, flanged cartridge bearings, and moisture-resistant seals provide added life and reduce maintenance. With stainless steel chosen for certain high wear parts, life of those parts is extended and down time minimized.

The unit can be removed conveniently for service if needed. The Georgetown Kernel Processor Kit is designed to be installed complete in one day by qualified local shops and includes everything needed to convert New Holland harvesters for reliably processing thousands of tons of dry or high moisture corn.

mate controlled cab or an open ROPS platform on all models, and the 9700 Series features all-new cabs, engines, and styling," said Randy Cameron, general marketing manager for AGCO Allis tractors. "The cabs on the 8700 tractors are really unique," Cameron noted. "They have double doors that are extra wide for easy entry and exit from either side of the machine. Since tractors of this size are used for variety of jobs around the farm, especially in livestock areas, we've included a lot of convenience and productivity features.

"Plus, we beefed up the hydraulics so each tractor can lift more," Cameron said.

All six models are available in either two wheel or all wheel

drive and come with wet, multi-disc clutches that are cooled and lubricated in hydraulic oil for extended life. The 8745 and 8765 offer a choice of 12 x 4 partially synchronized transmission or 12 x 12 fully synchronized transmissions with matched forward/reverse shuttle shifting

The 8775 and 8785 sport 4-speed powershift transmissions with forward/reverse shuttle as standard. The 9735 and 9745 models offer a 4-speed powershift as standard and a optional 18-speed powershift transmission with forward/reverse shuttle shifting.

