

Animal health product services evaluated

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Buying animal health products doesn't have to be a hit or miss proposition. The following checklist will help you become an informed consumer, define what you can rightfully expect from your dealer, and save you valuable time when you don't have much of it to spare.

1. The Animal Health department. On walking into a farm supply store, look to see if the dealer has set up a special animal health department. This step may seem elementary, but there are good reasons for it. A special animal health department, if well organized, is your best

guarantee of doing satisfactory business. Orderly displays eliminate buyer confusion. Moreover, neat and attractive displays usually go hand-in-hand with shelf products that are fresh and accurately priced.

Conversely, you could be taking a chance and gambling with the well being of your animals if you buy health products from a jumble of assorted farm merchandise.

2. Inventory. Farm store dealers, who are serious about their business, have a large inventory of animal health products you might need. You can check this quickly - if the dealer has taken the time to display his stock in a well-organized manner.

A knowledgeable dealer knows he will keep his

customers satisfied only when he is a full - service operation, and a large inventory is an integral part of full service.

There are times when your animals will need immediate help from animal health products. Your dealer should be prepared for the crisis. He also should be farsighted enough to meet seasonal demands. Some products, for example, likely will be greater demand prior to Fall and Winter when animals are most susceptible to disease and shipping stress.

3. Product Knowledge. A reliable dealer should know the products he sells. He should be able to elaborate on the basic information given in product literature. Make use of this knowledge and don't be afraid to ask questions. A good dealer can help you make buying decisions based not only on product performance, but on hard economics such as cost-benefit ratios so you can be sure your investment is a sound one.

To augment his product knowledge, your dealer should have on hand reference material, including necessary textbooks, extension information and recommendations for your area.

4. External Communications. A conscientious dealer has a channel of communication open between himself and university specialists. This hotline can prove a valuable information source for you.

A specialist in parasitology, for example, likely will have at his fingertips such information as how continuous swine worming with an anthelmintic pays dollars-

and-cents dividends to hog producers."

Your dealer should also be able to inform you on how the products he sells are working for other customers, and his research should be thorough enough to provide you with facts and figures to document customer experiences.

5. On-Farm Assistance. A reputable dealer will have trained personnel who can provide service when you need it - not from behind the counter, but out in the heat (or cold) of day where the problems are. Your day is not confined to a 40-hour week or an eight-hour day so only do business with a supplier who has a schedule similar to yours - one that can always take care of your requirements. A wise producer will, of course, continually review his herd health program with a veterinarian.

6. Farm Management. A dealer should know and understand your farm operations and should be up-to-date on the details of specific nutrition and disease control programs that are adopted on the advice of veterinarians. Remember that the dealer's advice is no substitute for that of the professional although he is well trained in certain areas.

7. Information Sessions. You should expect your dealer to attend meetings, seminars, and training schools to keep abreast of new practices or changes in old ones. He must, in turn, hold his own meetings, tours, and demonstrations - not only to demonstrate new techniques, but to prove that established products work as claimed.

8. Credit. A full - service

supplier must understand your operation and objectives to extend you the credit and terms that maximize profit. You should not depend on your animal health products dealer to be your sole financier; this is not in his or your best interest. But, he can assist or direct you to the best money source.

9. Attitude. In selecting a dealer, we at Pfizer place a high premium on attitude. We look for dealers who are willing to take pains to set up an attractive, well-organized animal health department, who are dedicated to customer service, and who are serious about upgrading their business and, frankly, moving our products.

You, too, should choose a dealer who is genuinely interested in your operation - who sells and services to accommodate your needs, not his.

10. Be Safe, Not Sorry. Always read the label on any product you buy. Look for use instructions, guarantees, and a manufacturer whose name you recognize. Don't order new or unfamiliar products over the phone unless you have confidence in the dealer, or are sure of what you're buying and when to expect delivery. Beware of "good deals" on unknown products. Established products earn their reputations the hard way, in the marketplace, by proving over and over again their effectiveness.

Recognize poison ivy

HARRISBURG - Hikers, campers and picnickers are urged by the Department of Environmental Resources to become familiar with poison ivy, the most common poisonous plant in the State.

Poison ivy can be found in fields, woods, fence rows and even growing on the sides of houses, and can readily be identified by its three leaflets which generally have a glossy surface and, at

times, appear to have a rusty tone.

Poison is generally contracted by coming in contact with the leaves or the vine of the plant or by petting an animal which brushed against the leaves. It can even be contracted by coming in contact with soot particles if an attempt is made to rid an area of poison ivy by burning or if the vine is burned along with other debris.

Sheep program set for Sat.

UNIVERSITY PARK, Pa. - The 1977 Pennsylvania Sheep Field Day to be held at Penn State University on June 4, will have an added feature this year.

Debi Black, the Pennsylvania state wool queen, with the help of people interested in the sheep industry, has planned a program of interest.

To be held at the Meat's Laboratory, the program will start at 10 a.m., with Dr. L. C. Griel discussing lambing, care of the orphan lamb, and milk replacers. His presentation will be followed by a cooking with lamb demonstration by the state wool queen. Following this, the program will conclude with a

demonstration on spinning and natural dyeing of wool by Mrs. Janice Bates and her nine-year-old daughter, Judy, from Westmoreland County.

For further information contact Penn State Extension Service at 1100 Claremont Rd., Carlisle, Pa. 717-249-7220.



PUBLIC SALE

CONSTRUCTION EQUIP., SHOP TOOLS DUMP TRUCKS & MISC. ITEMS OF:

CLETUS INNERST ESTATE

THURS. JUNE 9, 1977

9:30 A.M.

Located: 29 N. Main St., Jacobus, Penna. (York Co.) Use Exit 3, off Interstate 83. Watch for signs

CONSTRUCTION EQUIP.

Hough Payloader-HO 4w-drive, rebuilt Cummings Engine Ser. No. 23F1381, Hough Model H70 Payloader 4w-drive, ser. No. 21AC1068 D 5, Cummings Diesel; John Deere 570 Grader Ser. No. 620U, like new; Huber Model M500 Maintainer w-center mount blade, and front blade, Ser. No. CM 2904; Huber Warco Roller 3-5 Ton; John Deere 310B Backhoe & Loader w-cab, type 94 backhoe Ser. No. 1246821; Int. 175 Power Shift Loader Series B, w-4 in 1 Bucket, Scar Fire, under carriage 75 per cent Ser. No. BP 10789 (L175); Sweeper Broom, (Brand new);

TRUCKS

1970 Dia Reo Dump truck 10,000 mi. Saddle tank, snow plow mount, alum. bed, like new; 1966 Diamond T Dump Truck, w-snow mounting 34,000 lbs.; 1960 F 600 Ford w-dump body; 1955 F 900 Ford w-dump body Lime spreader; Walter Sno fighter 4 w-drive w-mounting, dump body; 1972 Ford 100 Pick up, 24,000 mi.; 1964 Chev. El Camino pick up; 5 Angle snow plows w-lifts & mounts; 3 V Snow plows; Fruehauf Tilt top Trailer, 15 ton 2 axle w-air brakes.

SHOP EQUIP & ACCESSORIES

Mohawk steam Jenny, Modern Steam Jenny, 1000 gal. tank, Gas pump, 275 gal. tank w-pump Hyd. jack hammer, Portable Pump, Barrell Pump, Portable Cyclone Heater, Drop Cords, Bench Grinder, Truck Tow Bar, Chain Saw, Wood & Metal desk, Office chairs, Fire Hose, Suction Hose, Air King 2 cyl Sho Air Compressor w-3 HP Motor, like new; Bench Vices, Log chains, Chain binders, Truck Chains, Grease Guns, Wrenches, Socket Sets, Air Hose, Anvil, Chain Hoist, C Clamps, Digging Irons, Picks, Shovels, Sledge Hammer, Wheelbarrow, Grab Hooks, Telephone Poles, Portable Lincoln Air Grease Gun, Metal Work benches & tables, Rockwell bench drill press, Strongarm 5 1/2 Ton floor jack, Lot of nuts & bolts, Hot Tar Pot on wheels, Fork lift attachments, Straight blades, Lot scrap iron, Lot of pipe, Brush Rake, Rear Dump stone spreader, ShopCrane, Asphalt Spreader Box, Dolly wheel trailer, Pressure Hose, Model DJ 700 Air Jack

AUCTIONEER NOTE:

All items will be sold to the highest bidder. These items are all in very good to new condition, if in the need for Construction Equipment, don't miss this Sale, everything was well maintained.

TERMS: Cash, Certified or Cashiers check

Out of state buyers must have letter of credit, if use Company check

Executor: York Bank & Trust Co.

W. Market St.,
York, Penna.

RENTZEL'S AUCTION SERVICE

Emigsville, Pa.
Ph. 717-764-6412

PUBLIC SALE

OF 54 ACRE FARM

to be held

SATURDAY, JUNE 11, 1977

at 2 P.M.

Located 13 miles South of Lancaster on Rt. 272 between Rawlinsville & Mt. Nebo, 2 miles South of Rawlinsville along the Martic Heights Rd., near the Martic Twp. Elementary School; Martic Twp., Lancaster Co., Pa.

54 ACRES

more or less, with approximately 35 acres under cultivation and the remainder in woodland, etc. A few buildings are on this track of land, but are in much need of repair. Approximately 1400 ft. of nice wooded road frontage along Martic Heights Road. 3 good wells of water on farm - 1 artesian well. Land has good drainage.

Auctioneer's Note - If looking for land without buildings could be ideal for development with good wooded road frontage or ideal for a poultry farm or hog farm. Road Frontage - Residential, Rear part, Agricultural.

Persons wishing to view this farm may do so Saturday, May 28 & June 4 between 12 - 3 P.M. or other times by calling 684-8915 for an appointment.

Terms: 10 per cent down. Balance in 60 days.

Sale by:

ROBERT J. CREASY,
Administrator for the
JOHN CREASY ESTATE

Shertzer & Gray, Attorneys
Rufus Geib, Auctioneer
665-4136
Manheim RD2

PUBLIC SALE
OF
OLD TRACTORS,
OLD TRUCKS,
GASOLINE ENGINES
& OLD TOOLS
SAT., JUNE 11, 1977
AT 12:00

Loc. in village of Slackwater, Lanc. Co., Pa. (1/4 mile south of Funk's Fruit Market, Millersville, Pa.) R.D. 1 Millersville, along road from Millersville to Conestoga. Tractors: 18-27 Oliver Hart Parr, 27-42 Minneapolis, C 8-16 I.H. & Fordson tractors. Trucks: 1922 Model T Ford (1 ton), 1927 International 5 ton w-Huber bailer mounted, 1941 International pickup & 1934 Reo w-Huber boiler mounted. 4 Hercules 1 1/2 HP gasoline engines, I.H.C. 1 1/2 HP & Fairbanks & Moore 2 H.P. gasoline engines. Schramm air compressor, w-belt drive, Schramm air compressor w-domestic gasoline engine drive, rd. back sleigh, buggy w-top, run about buggy, carriage makers sew. mach., Blacksmith Tools; 2 forgers, 2 anvils, hardy tools, 30 pr. tongs, etc. Post drill press, 40" band saw, 20" planer, 24" jointer, steam & air jack hammer, steam tripod drill, power hammer, hand saws, rip saw, wooden molding planes, hand wrenches other hand tools. 6 HP motor, Lowell platform scales, corn sheller, Mountville wheelbarrow, stone burr chopper, grindstone, log chains, 2 sm. potbellied stoves, harness, lanterns, old car & truck lights & lamps, old license plates, (1911 thru 1970), wagon tire, wagon tire roller & skinner, old American Thresherman & Gas Review mag Scrap iron, many other articles not listed. Food served.

Sale by
HARRY H. HOAK

Howard Shaub Auctioneer
and Roy C. Probst