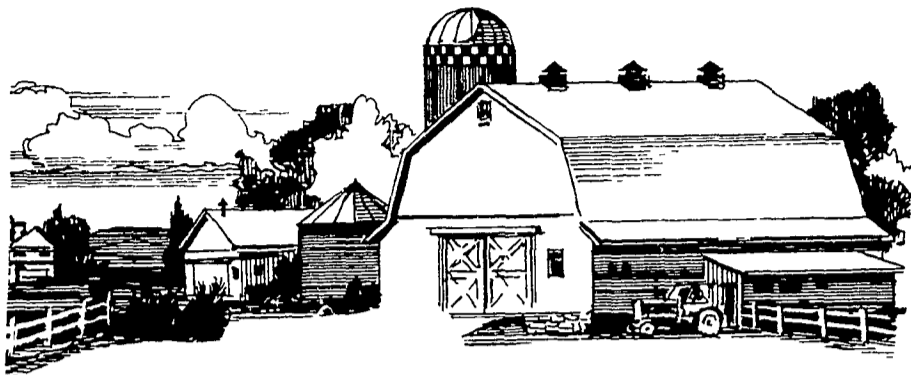


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"We'll make you glad you deal with us."



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Processors, retailers make Show debut

FARM SHOW — For the first time in its 65-year history, food processors and retailers had displays at the 1981 Farm Show in Harrisburg, according to State Agriculture Secretary Penrose Hallowell

Hallowell said, "These firms represent the more than 1400 food processors and 28,000 retail food outlets in the Commonwealth Our agriculture-related businesses comprise a \$20 billion a year industry which provides jobs for nearly one million Pennsylvanians"

Eleven Pennsylvania firms are exhibiting their wares at the Pennsylvania Food Marketplace in the lower level of the Large Arena

Many are providing free samples of their products, including bologna, cheese, cookies, maple products, milk, peppers and potato chips Several firms have products for sale, while one, Weis Markets, is handing out coupons redeemable at any of the firm's stores

The Agriculture Secretary noted the theme of the 1981 Farm Show, "Pennsylvania Agriculture — We're Growing Better," applies to these food processing, wholesale and retail firms as well

"The We're Growing Better" logo campaign has been adopted by 50 Pennsylvania food processors," he said, "while 800 farm markets and 1000 retail food stores are now using the logo to identify Pennsylvania foods"

Hallowell urged the public to stop at the Pennsylvania Food Marketplace while at the Farm Show.

"The Marketplace will give you a chance to discover some of the many processed foods manufactured in Pennsylvania, and you'll get a real taste of Pennsylvania Agriculture," he said

Firms participating in the Pennsylvania Food Marketplace are Alderfer Bologna of Harleysville, Montgomery County; Herr's Potato Chips of Nottingham, Chester County, Benjamin

Lipitz Co., Inc. of Philadelphia; Boston Farm Products, Stillwater, Columbia County; Furman Canning Company of Northumberland County; Wolf Farms, Stewartstown, York County; Weis Markets, Sunbury, Northumberland County; Pennsylvania Cheesemaker, Winfield, Union County; Hatfield Packing Company, Hatfield, Montgomery County, the Pennsylvania Maple Producers Council; and the Retail Farm Market Division of the Pennsylvania Farmers Association.

Incorporation can save farm tax dollars

SMYRNA, Del — The inflation rate for Delaware farmlands has averaged approximately 15 percent over the last five years Estate taxes are progressive As the value of your estate increases, you not only pay more tax You pay at a higher rate

University of Delaware extension farm management specialist Dr Don Tilmon says there are ways farmers can "freeze" the value of the land in their estates to prevent this from happening

One method is to form a family corporation in which the value of your farm assets goes into preferred stock owned by you

The preferred stock can be made the voting stock, so you retain control of the farm operation

At the time of charter some common stock is also created which has no value You can give this stock to potential heirs Then, any appreciation in the value of the corporation goes directly into the common stock, free of any gift or inheritance taxes

Incorporation is just one of the estate planning tools you can use to protect your heirs from burdensome taxes after you die If you haven't taken steps to spare your family this kind of estate shrinkage now's a good time

to begin thinking about doing so

To encourage Delaware farmers to take a closer look at their estate plans and acquaint them with all the various options open to them, Tilmon is holding a series of community meetings around the state this winter on the subject of estate management.

Meetings are scheduled to start at 7 p.m. at the following locations

Smyrna High School (January 26); Lewes Grange (January 27).

Cafeteria at the Harrington Fairground (January 28);

Middletown High School (January 29);

Capitol Grange in Dover (February 2);

Room 116, Agricultural Hall, Newark (February 5);

Georgetown Substation (February 9); and

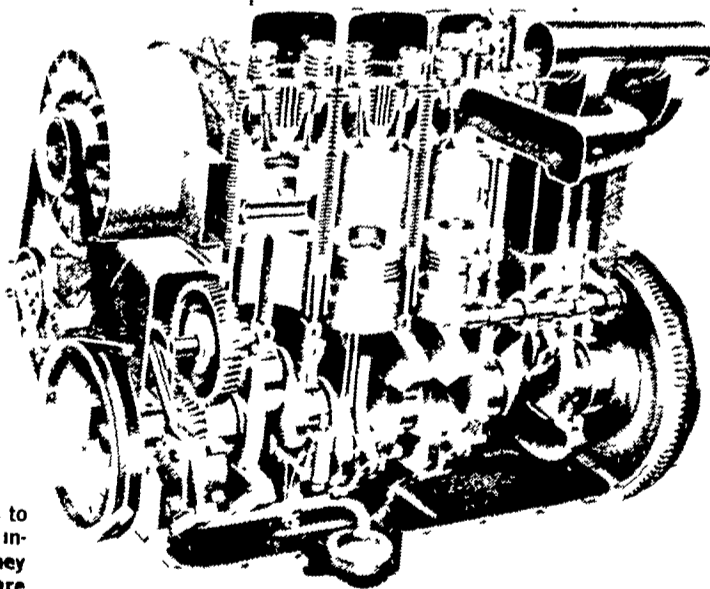
Frankford Fire Hall (February 11)

Check with Delaware county extension offices for details or call Don Tilmon at 302/738-2511.

These meetings are designed primarily for full-time farmers But they should also be of interest to local lawyers, tax accountants, and other professionals commonly involved in estate planning.

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There are lots of things that separate Deutz engines from water-cooled and other air-cooled engines. Things like blower design, big lube oil coolers, oil-cooled pistons, special alloy cylinder heads, a research and development team of more than 1,000 engineers These are all important advantages Still we say: If you can find an engine that uses less fuel than a Deutz — buy it



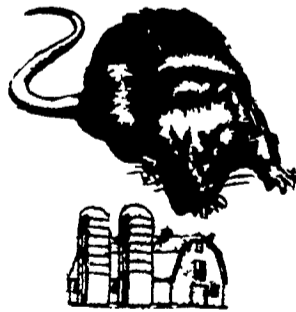
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