

PennAg gets insurance computer

EPHRATA — On January 1, 1984, PennAg Industries Insurance Trust will offer fully computerized claims service through special arrangement with the Hartford Insurance Group, based in Connecticut. The STAG (System To Automate Group Claims) computer comes to PennAg in the guise of a pilot project to establish that marginal savings from a small operation will bear out the installation as cost-effective. As it stands, PennAg is the first and only non-Hartford office to have

authorized use of the Hartford's computer system for insurance claims.

PennAg was designated by Hartford as the recipient of this project based on a long history of superior claims service. PennAg has earned Hartford's coveted "Distinguished" rating (the highest recognition obtainable by a Hartford insurance claims office) in three of the last four years. The privilege of acquiring this technology (earned by and awarded to PennAg) means that

PennAg claims will be processed using state-of-the-art equipment.

This new high-technology service will provide fast, efficient claim settlements for individual insured employees, improved cash flow for health care providers and absolute recall of pertinent claims history information to facilitate rapid handling of ongoing claims. This innovative, cooperative effort between policyholder and underwriter will also serve to reduce health care costs by reducing administrative expenses.

Corn Growers get \$10,000

SPRINGFIELD, Ill. — The National Corn Growers Association (NCGA) celebrated its 25th anniversary during the group's annual meeting recently, and received a \$10,000 check for Dekalb-Pfizer Genetics commemorating the occasion.

John McCarter, president of Dekalb-Pfizer Genetics, presented the gift and commended the group for working to increase demand for corn products through market development, and for the foresight to develop such a strong organization.

However, McCarter said that the work is not yet done. "To offset the price-numbing impact of our current oversupplies, we each need to recognize that we also have the responsibility of building and sustaining our markets around the world."

Although McCarter spoke of the challenges facing American farmers, he was optimistic about the future. "These next 25 years and beyond can be the best years ever for the American corn grower and the rest of American agriculture," he asserted.

Lutalyse report available


KALAMAZOO, Mich. — A management report on the use of Lutalyse in lactating dairy cows and heifers is now available from The Upjohn Company.

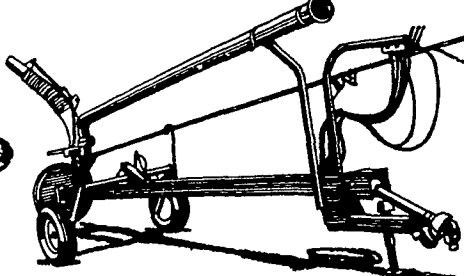
The report explains the use of Lutalyse in treating unobserved estrus (silent heat) in dairy cows, the total herd health program that is needed to maintain top reproductive efficiency and how

the dairyman benefits from using Lutalyse in his herd. It also covers the economics of maintaining a calving interval of 12 to 13 months, reporting data from Washington State University.

For a single copy of the report, or for more information write: Lutalyse Management Report 18, The Upjohn Company, P.O. Box 5067, Kalamazoo, MI 49001.

**Look For
The Right One!**

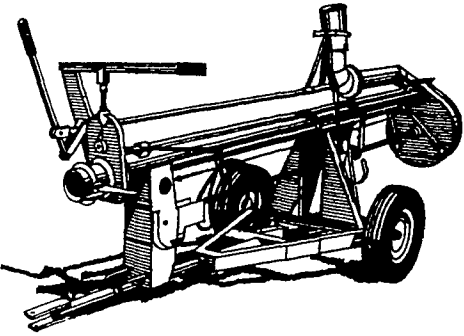




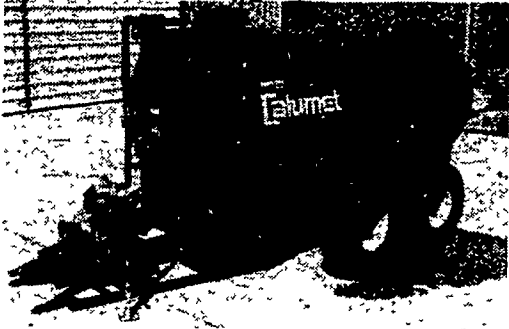
Open Pit Pump

Pumps any size lagoon with 2:1 slope wall so you don't need docks or loading platforms. Delivers 5,500 gallons per minute. Driven at 540 RPM from tractor PTO. Heavy-duty 25-inch impeller. 25' length, with optional extension to pump the deepest pits. Loading pipes and hydraulics included.

Also Available In Stock



Vertical-Shaft Pump



Tank Models S-3250, S-4500;
injectors available.

USED EQUIPMENT

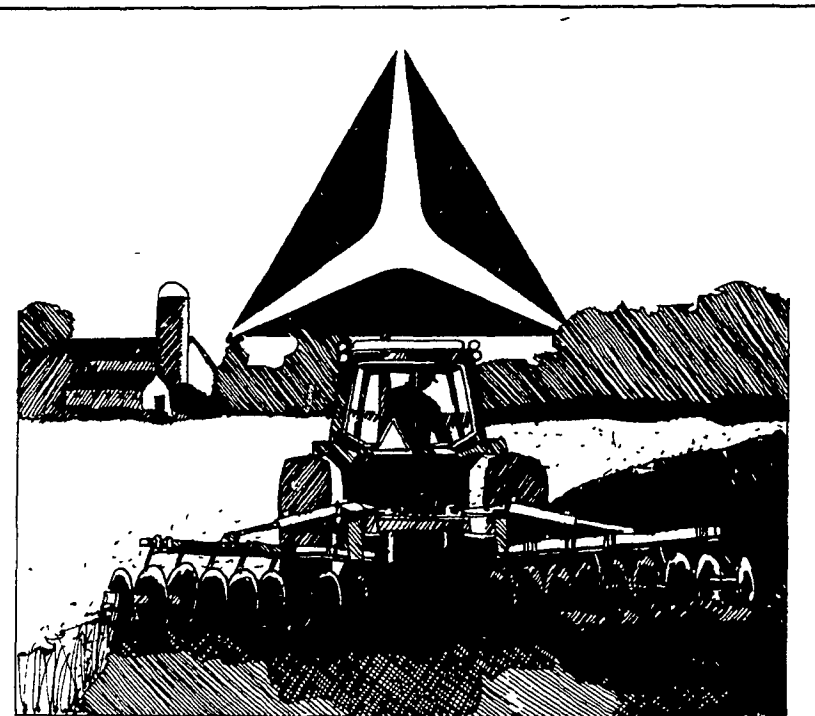
3250 Gal. Calumet Truck Mount Spreader Tank

"LIQUID MANURE EQUIPMENT IS OUR ONLY BUSINESS"

CALUMET DISTRIBUTOR

F. ERNEST SNOOK

RD 3 - Box 84, Mifflinburg, Pa. 17844 - Phone: 717-966-2736



You don't have to go far afield to get a loan for your farm.

The money you need is as close as Commonwealth National Bank.

We know that farming is a big business which often requires big investments. So we've made it our business to know your business. The people you'll talk with in our Agri-Loan Department have years of experience providing the finances that have kept our region in the forefront of American agriculture.

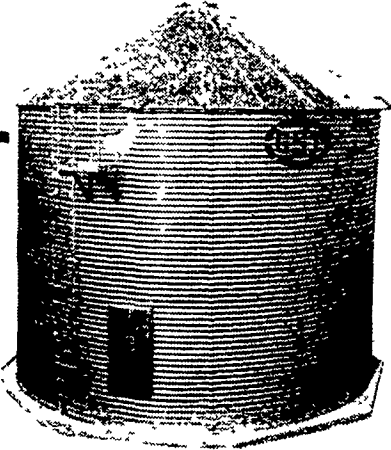
Commonwealth National Bank has money to lend to farmers immediately. In fact, we're the fourth largest agri-lender in the entire Northeastern United States. To find the best answers for your financial questions, simply dial 717-291-3036, and ask for our Agri-Loan Department. Ron Feister and his staff will be happy to be of service.

**Commonwealth
National Bank** 

Agri-Loan Department
28 Penn Square
Lancaster
(717) 291-3036

Member FDIC
An equal opportunity lender

**Did the
Commercial Dryer
take 1/4 of
your grain
last year?**

**DRY YOUR OWN GRAIN
WITH A
DRYING SYSTEM**

- Lower Drying Cost
- Higher Test Weight
- Eliminate Trucking
- Reduce Damaged Grain
- Higher Quality Grain



**automatic
farm
systems**

608 Evergreen Rd.
Lebanon, PA 17042
(717) 274-5333

Get The Facts From: