

# Laurel Farmers' Auction Market looking for new buyers

NEWARK, Del. — The Laurel, Delaware, Farmers' Auction Market is preparing for its 44th season as one of the oldest and best established produce markets in the East. Located

within three or four hours of many major cities, the market is well-known as a source of top quality watermelons and cantaloupes. Despite the wet spring which delayed planting and forced some

growers to replant, the market should open in mid-July as usual.

According to University of Delaware extension vegetable specialist Ed Kee, the Laurel Farmers' Auction Market or "Block," as it's sometimes called, was organized in 1940 by the Southern Delaware Truck Grower's Association. It grew out of a forerunner dating back to the turn of the century. Over the years the cooperative group, which began in 1940 with 200 stockholder members, has grown to over 1,500 members.

More than \$2 million worth of produce is sold each summer at the 12.5-acre site, located at the junction of U.S. 13 and Delaware Route 9 in Laurel. This puts the market on a major traffic artery in the heart of the Delaware-Maryland produce growing area.

Market manager Dave Horton reports that the Board of Directors has made a strong commitment to maintaining buyer services. "We're equipped with four loading docks, a complete package shed, 70-foot truck scales and extensive office facilities. The board's grower-stockholders are currently considering building additional

loading docks and facilities to expedite bulk packaging of watermelons. They have also increased their advertising efforts and are actively recruiting new buyers."

Assistant manager Jan Conway adds, "We feel this is critical to maintain a viable outlet for our growers. This market is a service to both the growers and the brokers and buyers who've dealt at Laurel over the years."

"For example, once reminded through our promotional efforts that Laurel is a reliable source of quality watermelons and cantaloupes, a large chain store buyer in a distant city needs only to call us directly, check the Packer's Watermelon Supplement, Packer's Annual Guide, or produce industry's Red or Blue Books to contact any of the reputable brokers at Laurel who can fill their order."

Since an auction's lifeblood depends on having many sellers and buyers, Conway says new buyers are always welcome. "No buyer is too big or too small, she emphasizes. "We have many valued clients who fill their roadside stand needs at the Laurel

Auction Market."

Besides watermelons and cantaloupes, over 130,000 sugar babies are sold annually at the Block, along with smaller quantities of tomatoes, sweet corn, pumpkins, peppers, cucumbers and other freshly harvested produce.

Buyers interested in purchasing large volumes of watermelons can take advantage of a special feature — sample selling — which is provided every morning during the growing season. Full tractor-trailer loads are sold by the hundredweight based on a sample of melons provided by the grower and examined by a federal-state inspector on the market grounds. Actual loading is done in the field and trucks return to the market for weighing. Last year 437 trailer loads were sold this way, accounting for 38 percent of the total sales for the season.

The board, management and hundreds of Delmarva growers are preparing now to supply East Coast markets with an abundant supply of quality melons. For information call 302-875-3147 or 302-629-6371 (after 5 p.m.).

## FARM EQUIPMENT

For Sale - 8N Ford tractor, 4 speed with Deere manure loader. 717-244-2221 after 5 P.M.

Used 5 ton center mount hydraulic truck crane. Boom is telescopic and reaches from 15-25 feet. Unit has right and left controls and includes outriggers. \$1,500 717-328-5520.

Allis Chalmers snap coupler #80R twin action rear mounted mower. \$275.00. Phone 814-224-4577.

Used 12 ton 20' Dorsey trailer. Unit includes fifth wheel dolly and was previously used for hauling sheet rock. Ideal for fertilizer or other heavy loads. 10:00x20 tires. \$2,200. 717-328-5520

AC tractor model G plow and cultivator, hydraulic. \$1,600. Have other parts 215-539-9076

For Sale - Sheet rock fork for Prentice loader, new pads, \$1,000 717-328-5520

For Sale - Bear-Cat cultimulcher 12', like new, \$1,895.00. 70 Coachman 35' trailer, full bath, air condition, expanding living room. Asking \$3,500 Lebanon Co 717-273-6018

Potato Equipment - 20' belt conveyor, 20' elevator, 8 tn bulk body on truck, John Bean potato harvester, Boggs graders, seed cutter. All in good condition 717-354-8230

PARTS FOR SALE - Farmall M, Farmall H, Farmall A, Farmall C, JD B, Int 350, Massey Harris 30, JD 430, JD 1010, TD 9, TD 14, TD 18 No Checks Wayne County 717-937-4558

Marion crane w/backhoe & shovel attachment Crane in good condition, shovel and backhoe like new Also clam bucket to go w/crane. For digging pond or ditch work 703-740-3458.

8N Ford tractor, heavy duty loader with hydraulic bucket, 3 pt. blade Excellent running, good rubber. \$2,950 717-464-2815

## LOCAL CLASSIFIED ADVERTISING RATES

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15	3.45	8.28
16	3.68	8.83
17	3.91	9.38
18	4.14	9.94
19	4.37	10.49
20	4.60	11.04

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## FARM EQUIPMENT

Snowco grain auger, 40'x6" PTO driven with extra tubing and auger parts to expand to 55 feet; 2 Radson moisture testers 215-666-5410 after 6 P.M.

IH 1150 grinder mixer with molasses applicator Very Good Condition. \$2,500. 215-493-3040.

FOR SALE - 24' Little Giant conveyor, in good condition. For further information call evenings. 215-775-3511

MF 510 Diesel combine 4 row, 30", 14' grain, rebuilt engine, kept inside, good condition, \$6,500. Lanc. Co 717-354-5774.

Gehl flail chopper 6', like new. Jack Sunday, Carlisle. 717-243-4796.

For Sale - 14' McConnel self unloading potato wagon on JD 10 ton running gear, excellent condition. 717-656-8449

For Sale - John Bean potato harvester #266, good condition Phone 215-837-0545

Owatonna 260 self-propelled haybine windrower, semi cab always stored indoors, gasoline engine 412-865-2608 before 9 p.m.

2 Patz barn cleaners, one for 90 cows, one for 60 cows, good condition, priced reasonably 201-879-5851 Days Nights 201-584-5054

For Sale - Grimm 7 hay tedder, good condition, \$700 215-593-5314

For Sale - Fitchburg Brush Chipper, good condition, \$3,900 or best offer Call after 5:00 p.m. 215-929-3930 (Berks)

The following categories are available for your classified advertising in Section C Deadline: Thursday morning at 9 of each week's publication

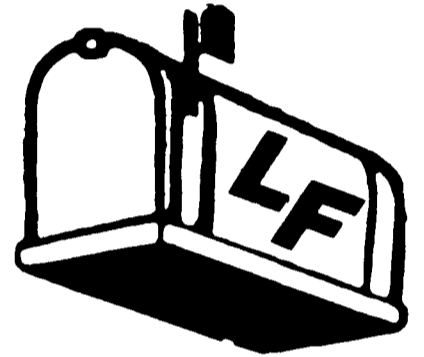
- Farm Equipment
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