

## Master Farmer Fertilizer Will Hold Open House

# Lancaster Firm To Celebrate Half Century of Service

LANCASTER — This year, Master Farmer Fertilizer Company is celebrating two service milestones in Lancaster County. This is the company's 50th year of service to the county, as well as being the 30th year of continuous service by its owner, Bill Brubaker. Both events will be celebrated during a two-day open house scheduled for Aug. 6 and 7 from 9:30 a.m. to 3 p.m.

The firm was incorporated as Organic Plant Food Co. in 1936 by Norman Brubaker, father of the present owner. The company was originally operated as a mixer and dealer of organic supplements. These products in the early years were marketed to the organic gardening trade.

The company gradually made the shift into the general farming trade early in its history. Farm grade fertilizers such as 3-12-6, 5-10-10 and 0-14-14 were blended by hand in the early days. With sewage sludge as the base or filler for these early fertilizers, they were made primarily from ammonium sulfate, 20 percent granular superphosphate and muriate of potash. They were loaded by hand into wheelbarrows, weighed on a small platform scale, and dumped on a pile in front of a bucket elevator until a one-ton batch was complete. The pile was then turned by hand and shoveled into the elevator.

The "mixed fertilizer," at this point, would either be stored in a bulk bin for the season or it would be directed to a bagger or bulk load out for shipment. The bagging was done in used cane sugar bags, wire

tied and tagged by grade. The bulk shipments were either in a spreader truck or in 250 pound barrels.

The changes in the company from this early beginning were constantly taking place. Agriculture went through a major revolution in the 1950's and 60's, and the fertilizer industry strained to keep pace with the progress.

In 1956 Bill Brubaker joined the company as a trained agronomist. Soil testing was immediately added as a service of the company, and it's customers were quick to realize it's value. The firm also realized that this was the beginning of custom mixing and blending of fertilizers. The first rotary drum mixer was added along with a weigh hopper in a new bulk blending building at the old plant location. This immediately developed the need for faster and more farmer oriented delivery and bulk spreading capabilities. To fill this need the company began adding trailer spreaders to it's small fleet.

It was also in the mid 1960's that the company added anhydrous ammonia to its line of products.

It was in 1968 that the company learned that it was going to be forced to move. A state highway project was going to be coming directly through the plant location. The company bought a property in East Lampeter Township and building plans began. The relocation was completed, and spring of 1972 saw the company operating out of a new and modern bulk blending facility on Norman Road.

It was in December, 1969, that Bill's dad died. He did not get to see the new facility; however, the road carries his name. "He was a well liked and respected man in the industry, and some of our long time customers still remember Dad," notes Bill.

During the mid to late 70's, the growth and changes kept coming. The smaller engine driven spreaders were added to enable the company to better serve their new Amish neighbors. The new plant now included two mixing units, and a modern bulk loading facility. The material storage capacity is now over 2,000 tons of dry fertilizer.

It was also at this point that the company bought the custom spraying business and equipment that was operated by Harold Zook. Zook was one of Lancaster County's major custom spray operators. This immediately placed the company deeply into the custom spraying business. Along with this purchase the firm began the sale of liquid nitrogen, and weed and feed programs for corn. The liquid nitrogen business has increased to where the company now has storage for 108,000 gallons of the product.

The Master Farmer Fertilizer Company, as it is now known, is service oriented. As Bill explained, "We all have the same products to sell to Lancaster County farmers. It is what we know and what we can do that, makes us different from our competitor and valuable to our customer."

The staff today consists of a plant manager and Pioneer sales representative, two full time sales

people, two office people who operate the company's computer, and six people in the plant. The plant operator, Bill Kendig, now has 32 years of service with the company.

The other five people are all application specialists. Each of these men specialize in one or two

phases of the custom application services offered by the firm.

Although the company has come a long way in the last 50 years, they will be the first to tell you that Master Farmer is still a small company. They know their customers and their needs, and work hard to fill those needs.



## BUSINESS NEWS...

### New Compound Claimed To Improve Livestock Health

LEWISBURG — Paul Martin of Lewisburg markets a compound called black cleaner, which is used in all types of livestock raising as preventive maintenance. Farmers who use the compound can benefit in several different aspects of their operations.

"Black cleaner is an organic matter which is electronically charged to draw off the toxic materials in our environment," explains Martin. There are no drugs or chemicals of any sort in the product. Veal growers and dairy farmers have used the compound in their feeding programs. And Martin is able to

provide testimonials from people in various industries who are also using the product.

One area in which the product is extremely useful is the dairy industry. "There the cell count problems in milk can be cut in half. We have found that by using the powder farmers can increase animal health, reduce threat of milk fever, ease ring worm scares and breeding problems," Martin said. The product will efficiently utilize the food while decreasing the consumption rate, thus increasing production and fat at a saving. The same powder can work in all types of animals including beef, hogs and poultry.

Black cleaner is in use in several farms in Delaware, New Jersey and Pennsylvania. And the names of satisfied customers are available from Martin upon request. Persons interested in learning more about this product may write to Paul Martin at the Martin Co., Box 182-A, Lewisburg, PA 17837.

## Farm Credit Supports National 4-H Congress

The hot months of summer would seem to be an unlikely time to contemplate the cold December weather, but to 44 happy 4-H'ers, Chicago in December is the hottest item in their thoughts.

All of these youths were chosen from a group of over 700 4-H'ers to attend the National 4-H Congress held yearly in Chicago. For this trip, the highlight of any 4-H career, the youths submit carefully compiled records of their 4-H projects that have been the focus on their work for the past year. These record books, along with their already established 4-H reputation, helped in their selection to represent Pennsylvania in Chicago.

Ranging in categories from automotive to wood science, the youths put many hours into their documented work on the record books. Chosen on a point system for each section in the book, a panel of 20 judges took two days to examine and score the records. The final selections for the Chicago trip winners were made from the interview scores.

Impressed by the encounter with the 4-H'ers, one of the judges, Laurie Thomas from the Butler Association of the Pennsylvania Farm Credit Service, praised all of the applicants for their hard work and time spent on their projects.

"It is very enlightening when teens as young as 15 can come in and tell you their life's work and his or her plans for the future," said Ms. Thomas, a former 4-H'er herself. "All of the youngsters were outstanding and they were all top in their project areas. Even though the judging process was a lot of hard work, it was well worth the time."

With 42 categories, 44 youths were chosen in all. The programs consisted of 39 different areas plus two winners each in achievement, citizenship and leadership. The category of fashion revue was the only area this year without a

winner.

The Pennsylvania Farm Credit Service has financially contributed to the success of the 4-H programs with a yearly donation that is matched by the Farm Credit Banks of Baltimore. The Baltimore Farm Credit District, one of 12 districts in the Farm Credit System, includes the state of Pennsylvania. Additionally, the Pennsylvania Farm Credit Service provides financial support for programs sponsored by the Pennsylvania Friends of 4-H.

Carol Mercner from the West Chester Office of Farm Credit, was one of the judges last year who helped select the Pennsylvania 4-H representatives to attend the National Congress in Chicago. Commenting on her experiences as a judge Ms. Mercner said, "I feel that I benefited from being a part of the selection process in two ways: the personal experience was extremely rewarding and I'm convinced that it's very important for sponsoring organizations to become better acquainted with and involved in the programs that they support." This year, Ms. Mercner encouraged Laurie Thomas to become a judge. Ms. Mercner continues to serve on the board of directors of the Pennsylvania Friends of 4-H.

The 4-H'ers named to attend the 1986 National 4-H Congress in Chicago and their respective categories are: Karl Tyson, Adams County, Achievement; Darlene Ogden, Tioga County, Achievement; Greg Stricker, Berks County, Agriculture; Mark Gardner, Columbia County, Automotive; John Kirschner, Washington County, Beef; Kevin Carson, Venango County, Bicycle; Michele Mawhinney, Venango County, Bread; Madonna Becerra, Pike County, Citizenship; Amy Rodgers, Adams County, Citizenship; Karen Daum, Centre County, Clothing; James Scott, Indiana County, Commodity

Marketing; and Ross Pifer, Jefferson County, Conservation.

Karen Mooneyham, Fulton County, Consumer Education; Sue Eisenhart, York County, Dairy; Stephanie Meyers, Franklin County, Dairy Foods; Patricia Ogburn, Washington County, Dog; David Priestner, Susquehanna County, Electric; Karen Beaver, Franklin County, Entomology; Jamie Bennett, Centre County, Food Conservation & Safety; Susan Bell, Indiana County, Food Preservation; Kristen Youngman, Luzerne County, Food/Nutrition; David Lentz, Forestry, York County; Janet Ludwig, Adams County, Gardening; Rebe Weinstock, Chester County, Health; and Christine Hoskin, York County, Home Environment.

Linda Beatty, Indiana County, Home Management; Tracy Miller, York County, Horse; Tad Kuntz, Adams County, Leadership; Damian Shiner, Lebanon County, Leadership; Matthew Will, Somerset County, Petroleum Power; Michael Countryman, Somerset County, Photography; Colin Ringer, Lehigh County, Plant & Soil Science; Tammy Balthaser, Berks County, Poultry; Kathy Black, Tioga County, Public Speaking; Jennifer Whitehill, Centre County, Recreation; Fred Hoch, Cumberland County, Safety; Rick Dunn, Butler County, Sheep; James Scott, Jr., Indiana County, Swine; Lucinda Frey, Cumberland County, Veterinary Science; Bruce Ryburn, Washington County, Wildlife & Fisheries; Connie

Mertz, Montour County, Wildlife & Fisheries Leader; Sean Weaver, Somerset County, Wood Science; Juan Figueroa, Lancaster County, Nutrition Development; Sharon Smith, Carbon County, Personal Development.

### York Farm Credit Names Loan Officer

YORK — C. Daniel Brogdon has been named to the position of loan officer for the York Farm Credit Service, according to John H. Brumbaugh, branch manager, Chambersburg.

Brogdon, a native of western Pennsylvania was previously employed by Farm Credit in New Jersey. A graduate of the Pennsylvania State University, he holds a B.S. Degree in Agricultural Mechanization.

Farm Credit is a nationwide credit cooperative which lends money to farmers, farm related businesses, and rural home owners. The York Farm Credit Service is part of the Baltimore District, one of 12 districts throughout the United States and Puerto Rico.



C. Daniel Brogdon

### Automatic Farm Systems Opens New Parts Depot

LEBANON — To provide improved parts service for customers in the East Earl area, Automatic Farm Systems of Lebanon announced the opening of a new parts

depot at the farm of Ervin Zeisel. The new location is just west of East Earl on Route 322.

Automatic Farm Systems carries a complete line of Patz equipment and parts plus many

other lines of barn equipment. The new location will also inventory the complete line of parts presently

handled at the Lebanon location. To contact the location, call 717-354-0584 or write to R.D. #1, Box 271, East Earl, PA 17519.

