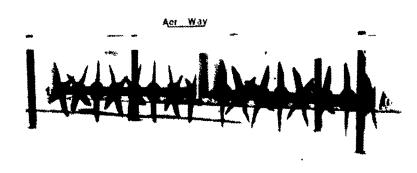
# **Business** News



The full range of patented Aer-Way hay and pasture aeration and renovation equipment and minimum-till cultivators is now available with a bolt-on, replaceable tine.

## Aeration Equipment Available From Aer-Way

ONTARIO, Canada — The full range of patented Aer-Way hay and pasture aeration and renovation equipment and minimum-till cultivators is now available with a bolt-on, replaceable tine.

Paul Gillen, manager of marketing, said that the new tine is the result of two years of design, development and test.

He said, "the new tine is a substantial technical breakthrough The improved metallurgy pro-

ease. A 25-inch underframe clear-

ance means more days to cultivate

crops and an extra pass for weed

control. Heavy duty straight edge

shanks allow high-speed tillage

without throwing dirt or residues.

"Our customers can depend on

chemicals.

vides increased tine life and yet maintains the ductility for use in stoney areas." The increased hardness is particularly important for use under highly abrasive conditions.

Acr-Way's new bolt-on design rollers can also be retrofitted to all existing units currently in the

For more information, contact your local Aer-Way dealer or call (800) 457-8310.

### Weed Control Without **Chemicals**

Brillion's strength and durability BRILLION, Wis.— Brillion's for long wear and quality perfornew high clearance Ro-Crop Culmance," said Carl Miller, sales tivator provides economical weed manager. "The heavy duty nocontrol without the worry of wobble parallel linkage provides extra stability and keeps cultivator Extra long gang frames offer shovels in the ground at proper optimum trash clearance to handle angles to kill hard-to-get weeds. minimum tillage residues with

Each assembly weighs more than 50 pounds."

The Brillion Ro-Crop Cultivator is maintenance free and easy to use. "Cultivating depth is easily adjusted by moving a pin to the proper hole," said Miller. "And all

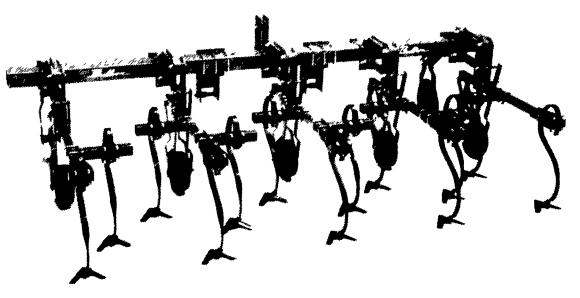
bushings have grease zerks for

spacings of 30-40 inches. Larger BHFF models fold for easy transport and storage. Optional equipment includes cut away discs, open top shields, rolling shields,

For more information, contact your local Brillion dealer, or write Brillion Iron Works, Inc., Brillion, WI 54110, (414) 756-2121.

longer bearing life." Brillion's new BRH Ro-Crop Cultivator is available in six models, from 4 to 16 rows with row

and down pressure springs.



Brillion's new high clearance Ro-Crop Cultivator provides economical weed control without the worry of chemicals.

Extra long gang frames offer optimum trash clearance to handle minimum tillage residues with ease.

## **Chore-Time Presents Award**



MILFORD, Ind. — Farmer Boy Ag, Inc. received the President's Sales Achievement Award for their 1990 product sales achievements from Chore-Time Equipment Inc., Milford, Indiana, recently.

The award is based on the dollar volume of Chore-Time products that Farmer Boy Ag, Inc. sold during 1990.

Receiving the award from Steve Bryant, sales manager for Chore-Time Equipment were Lee Witmer, Steve Bryant, Dale Martin, and Leonard Martin.

## Agway Markets Dairyman's Edge

SYRACUSE, N.Y. - Agway has acquired exclusive marketing rights to a new feed additive for dairy animals developed and researched on northeastern dairy farms.

The product, Dairyman's Edge, is a special formulation of allnatural yeast cultures, enzymes, and bacteria that can be added to pelleted feeds, top dressed on feed, or used in total mixed rations.

The product is manufactured by LBJ Pakke Inc. and distributed and marketed by Papillon Agricultural Products, an international marketing organization. Dairy-



David Fisher of Mapleview Farm, Madrid, N.Y., has been feeding Dairyman's Edge to a herd of 400 milking cows with excellent results.

man's Edge has been field tested over the past five years on dozens of dairy farms including Agway members, who were asked to participate in the development program.

Observations most often reported by farmers in the research project were improved appetite, increased milk production after six to nine weeks, and reduction of stress related problems. Most farms used Dairyman's Edge at one once per head per day either as a top dress sup-

plement or in a total mixed ration.

Dr. Normand St-Pierre, dairy and business manager at Agway, points out that Dairyman's Edge is not a substitute for good nutrition, good management, or superior genetics.

"It is a promising feed additive that is based on sound field research and farm experience," St-Pierre said.

The new feed additive is available through most local Agway stores and representatives.

## Sandler Sales

LANCASTER (Lancaster Co.) - Good and Stober Enterprises announces the opening of a new sales training facility known as Sandler Sales Institute of Lancaster.

Programs consist of continual lifetime training instead of the normal one, two, or three day sales seminar classes. New selling skills and attitude/behavior techniques are offered to businesses and sales professionals who are not happy with their sales productivity.

The goal of the institute is to take the pain and frustration out of the sales profession and put in place a teachable, workable sales

system to increase business profits.

Sandler Systems has approximately 70 franchise locations throughout the country. Their national headquarters is located just outside of Baltimore, Md.

Good and Stober Enterprises will cover the Lancaster, York, Reading, Harrisburg, and surrounding areas. Training programs will generally be held at Good and Stober Enterprises' main office at 600 Old Hickory Road, Lancaster.

For more information, contact Good and Stober Enterprises at (800) 525-7762 or (717) 560-8863.