

**BUSINESS ♦ NEWS**

## Pennfield Announces Feed Sales Winners

LANCASTER (Lancaster Co.)—The 1994 Pennfield Corporation Feed Sales Division Awards were presented in Harrisburg. Salesmen may qualify on two levels for awards: The Eagle's Club or The President's Club.

Steve Isaacson, Dick Poole, Jim Spahr, and Norm Cosner won the coveted Eagle's Club Award for outstanding performance in dairy feed sales. The Eagle's Club Winners must exceed their action plan tonnage goal by a very substantial

number of new tons, and also maintain exceptional levels of sales performance and leadership skills.

The President's Club winners must meet or exceed their action plan tonnage goal. This year, there were seven winners. The President's Club winners are Larry Beat, Clair Duvall, Pete Knutsen, Don Mahlandt, Bill Middleton, Don Snyder, and Rick Stehr.

Pennfield has completed an outstanding year in dairy feed sales.



Rick Stehr



Don Snyder



Bill Middleton



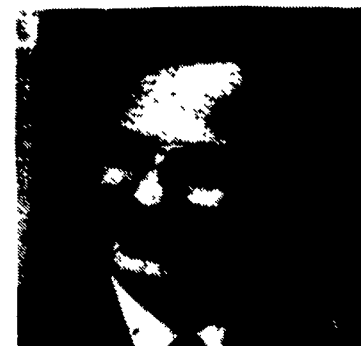
Pete Knutsen



Don Mahlandt



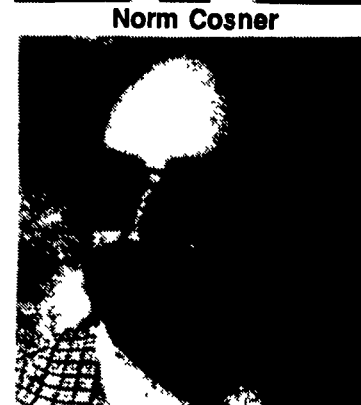
Clair Duvall



Larry Beat



Norm Cosner



Jim Spahr

YORK (York Co.)—Board members David F. Kuhn, Duane L. Hertzler, Paul W. McPherson and Jay V. Rush, president of York Farm Credit, ACA, joined 23 cooperative directors from across Pennsylvania, Maryland, and New York who attended Director Education Week at Penn State University.

The directors represented 11 different Pennsylvania cooperatives.

The director education program's purpose is to equip cooperative directors with the knowledge and skills necessary to lead their cooperatives into the next century.

The basic training program, which Kuhn and Hertzler attended, included "Board Powers and Responsibilities: Managing Cooperative Finances" and "Legal Aspects of Directorship." Basic and graduate participants and the managers present combined for "Focus on Education," "Trade Association and Networks," and "The Changing Economic and Institutional Environment and Emerging Trends in the Market Place."

The advance directors, including McPherson, studied advanced financial management, proactive

planning, developing leadership, and board perpetuation issues.

York Farm Credit, ACA presently provides over \$150 million in long and short term loans, along with related services, to 2,000 customers in South Central Pennsylvania.

York Farm Credit, ACA is affiliated with the AgFirst Farm Credit Bank, part of the nationwide Farm Credit System, the nation's leading agricultural lending institution. York Farm Credit, ACA serves farmers and rural home owners in Adams, Cumberland, Franklin, Fulton, Perry, and York Counties.

## Company Holds Dealers Day

RONKS (Lancaster Co.)—Show-Ease Stall Company recently held its dealers' day, and 41 people were present.

A luncheon started off the day with a meeting for the dealers and a craft for the women in the afternoon. New notebooks and literature were introduced as well as the possibility of a new, softer cow mat from Europe.

Show-Ease auto-release lever rows were highlighted. There was discussion on a new Show-Ease style of tiestall and freestall.

Other concerns and needs of the dealers were discussed, including future trends in the farming market.

Diener's Country Bar-B-Q, Ronks, was the site of the evening banquet, where awards were also handed out for the top dealers for the last two years. Top Show-Ease dealers for 1993-1994 are first, Agri, Inc., Ephrata, Pa.; second, Cedar Crest Equipment, Lebanon, Pa.; and third, Bill and Mary Inman, Bovina Center, N.Y.



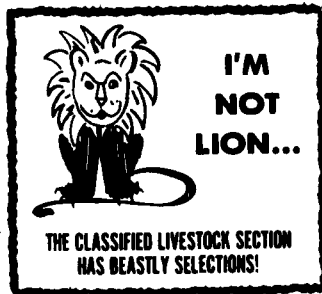
Top Show-Ease Stall Co. dealer for 1993-'94 was Agri, Inc., Ephrata. From left, John Kreider, Sr. (Show-Ease); Dan Buch and Ken Hurst (Agri); John Kreider, Jr. (Show-Ease).



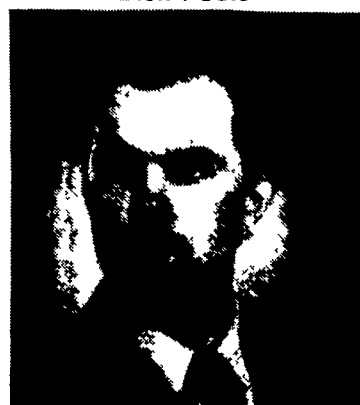
Cedar Crest Equipment, Lebanon, was the second highest dealer for Show-Ease Stall Company in 1993-'94. From left, John Kreider, Sr. (Show-Ease); Sylvan and Loretta Witmer; Esther & Mel Witmer (Cedar Crest); John Kreider, Jr. (Show-Ease); and Jonas Good (Cedar Crest).



The third highest dealer for Show-Ease Stall Co. in 1993-'94 was Bill and Mary Inman, Bovina Center, N.Y. John Kreider, Sr. (Show-Ease); Bill and Mary Inman; and John Kreider, Jr. (Show-Ease).



Dick Poole



Steve Isaacson

## Pennfield Adds Dairy Salesman

LANCASTER (Lancaster Co.)—Pennfield Corporation, feed sales division, announced the addition of Perry Morrison as a dairy sales and serviceman. Morrison, as a Pennfield sales and service representative, will service the eastern Lancaster County area. He was previously employed with Atlantic Breeders as a sales technician for seven years.



Perry Morrison