



Enfield Equipment, Inc. of Whiteford, MD and Oxford, PA receiving the Plaque for Customer Labor are: (L to R) Jim Herbst, Will Hughes, Charles Smith, Jerry Thomas with Deere, Jamie Reeves, Bill Knight, Bill Hushon, Gary Sorrelle and Jon Miller with Deere.



Landis Bros, Inc. of Lancaster/Lebanon receiving Plaques for New Equipment and Parts Sales are: (L to R) Jerry Thomas with Deere, Ray Peters, Jerry Snavelly, Parke Sollenberger, Ken Nolt, Bob Newcomer, Rick Harnish, Mark Weaver, Scott Brady, Gene Walker, Jesse Miller, Phil Wimer, Herb Noll and John Miller with Deere.

## Dealers Honored At Recognition Program

NEW HOLLAND (Lancaster Co.)—John Deere Dealers from Southeastern Pennsylvania and Northern Maryland were honored with sales generator plaques for outstanding accomplishments in sales of new equipment, parts and customer labor.

Landis Bros, Inc. of Lancaster and Lebanon received the recognition plaques for the largest increase in equipment sales and parts sales.

Enfield Equipment, Inc. of Whiteford, MD and Oxford received the reorganization plaque for largest increase in customer labor sales.

Twenty-six John Deere logo watches were presented to dealer-

ship employees for exceeding the contest criteria in sales of new equipment, parts and labor.

John Deere local sales team of Jerry Thomas, territory manager, and Jon Miller, territory after-market manager, held the program at Yoder's in New Holland. Jim Carroll and Dick Haesaert of the Columbus sales office and Don Johnson of Deere & Co. computer services were on hand for the awards and gave presentations on the future direction of the after-market business and the upcoming Aftermarket Expo to be held in Nashville, TN. Johnson presented the new enhancements to the John Deere VSAT system. VSAT is the satellite system that Deere dealers

are installing to put them on-line, full-time with Deere to offer their customers better and quicker parts availability and give on-line service and product support information.

Sales Territory 41 includes dealerships in: Adamstown, Allentown, Easton, Lancaster, Lebanon, New Holland, Oley, West Chester and Oxford, and Whiteford, MD.

Not present for the pictures were the Allentown dealership representatives. Their employees earning watches were: Gary George, Kyle Mackes and John Page.



Presenting watches to the Oley dealership (L to R) Jerry Thomas with Deere, Donald, David, Roger and Mark Angstadt and Jon Miller with Deere.



Presenting watches to the Adamstown dealership (L to R) Jerry Thomas, Ted Sholtzberger, Cathy Lemay, Erv Weaver, Frank and Ann Mohler, Bob Castor and Jon Miller.

## Dairy Nutrition Workshops Offered.

STATE COLLEGE (Centre Co.)—Dial 1-800-PSU-1010 to find out about this year's Dairy Nutrition Workshops being offered in Pennsylvania and throughout the country on February 22 and 29, 1996. This year's satellite teleconference is geared to topics that are current to dairy nutrition.

Many nutritional problems begin with improper silage fermentation and result in a year long supply of poor quality forages. On day 1 Penn State will address important points that can be followed on the farm with minimal expense to prevent poor silage quality. Participants are encouraged to bring ensiled forage samples to the workshop. These samples will be used to determine pH, dry matter contents, and particle size distribution.

Mycotoxins is an increasing concern for the dairy producer and this subject will be addressed related to how they develop, prevention, and what can be done to cope with the problem. Silage additives will also be looked at as a tool for already good silage making practices and why they cannot be expected to make bad silage better.

Another new area being covered this year is concentrate feeding management. On day 2 the program will focus on both nutritional and management aspects pertaining to carbohydrates. Prob-



Presenting watches to the Whiteford/Oxford dealership (L to R) Jerry Thomas, Will Hughes, Jamie Reeves, Bill Knight, Gary Sorrelle, Charles Smith, Bill Hushon and Jon Miller.

lems related to carbohydrate imbalance can result in feet and leg problems, cows going off-feed, and ketosis to name a few. These scenarios are being seen in the field with too much regularity and they add up to a major expense in treatment costs, culling, and low production. Come and find out what you can do to

prevent this from happening to your cows.

Don't wait, call the toll free number 1-800-PSU-1010 or call your local county agricultural extension office to find out the nearest location of a workshop and where you can get additional information.

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Presenting watches to the Lancaster/Lebanon dealership (L to R) Jerry Thomas, Phil Wimer, Mark Weaver, Scott Brady, Ken Nolt, Ray Peters and Jon Miller.