

Congressman Fox At Moyer & Son

SOUDERTON (Montgomery Co.) — In March, Bob Williamson, Lawn & Tree Care division manager for Moyer & Son, Inc. of Souderton, was in Washington, D.C. on behalf of the Lawn Care Association. At that time, he spoke with Congressman Jon Fox and invited him to tour the Moyer & Son facility.

The congressman was happy to set a date then and there, and on Monday, March 17 at 10:30 a.m. he spent several hours touring Moyer & Son.

Upon arrival, congressman Fox was greeted by Bob Williamson. After meeting with the company's owners (John Moyer, Bob Moyer, Jon Clemmer and Ken Clemmer), a brief tour of the corporate facility was followed by more extensive stops at the Home Services, Pet & Animal Feeds, and Plant Nutrients Group headquarters. During the tour, Congressman Fox met with all division managers and spent time with as many employees as time would permit.

The congressman mentioned that he was amazed by the size of the mill operation, impressed by the extent of the company's international business, and was admittedly surprised by the breadth of



Congressman Jon Fox meets with Moyer & Son company owners. From left, Bob Moyer, John Moyer, Congressman Fox w/Moyer & Son hat, and Ken Clemmer. Owner Jon Clemmer does not appear in the picture.

Moyer & Son's business capabilities. Speaking to this, the congressman commented, "Moyer & Son is very diversified. The company saw the need for such diversification some 10 to 15 years ago and they applied it to their business long before it was a management trend. Simply commendable."

Before leaving for a luncheon at the Indian Valley Country Club, Congressman Fox took the time to discuss export and trade legislation with company president John Moyer. At the conclusion of the tour, Fox was given a copy of "Warmth & Sustenance," a book detailing Moyer & Son's history as a remembrance of his visit.

Vermeer Names V.P., Product Manager

PELLA, Iowa — Vermeer Manufacturing has named Jim Vander Werff vice president and general manager of the agricultural division.

Vander Werff directs all business functions for the division, including engineering, manufacturing, sales, and parts.

A graduate of the American Institute of Business (AIB) in Des Moines, Vander Werff became the company's first agricultural division manager in 1996 when Vermeer announced the addition of the new division following long-term strategic planning sessions. The move separated agricultural equipment production from the old AT Division and marked the development of the fourth product division since Gary Vermeer founded the company in 1948.

Also, Vermeer has named John Howard product manager of the agricultural division. Howard will primarily be responsible for managing the development of Vermeer's haying product line.

His main responsibilities include managing the Ag Division's Engineering Department, and conducting marketing analysis to identify new product opportunities. One of his key duties for the Ag Division will be training sales and service personnel on new products to remain responsive to customers' needs. Other duties will include conducting focus group research on Vermeer haying equipment, as well as coordinating technical product development and new product release schedules.

Vermeer's Ag Division employs approximately 300 people in the company's Plant 2, which manufactures a full line of haying



Jim Vander Werff

equipment for a global market through an organization of more than 400 distributors. Vander Werff has been with the company for 13 years where he has held positions as assistant sales manager with agricultural products territory manager for industrial products, ag sales manager, ag product manager, and most recently ag division manager.

Prior to joining Vermeer, Vander Werff owned Edwin K. Wil-



John Howard

liams, a management consulting business for service stations. He also was a part owner of Pella Implement.

Howard received a degree in agricultural mechanization from the University of Nebraska. He was a captain in the United States Army before joining Vermeer as a design engineer with the tree product line. He was most recently a project engineer with the tree equipment line.

York Farm Credit To Issue Patronage Checks

YORK (York Co.) — In April, member-borrowers of York Farm Credit will receive patronage refund distributions and checks from 1996's earnings, it was

announced by Jay V. Rush, president.

The patronage refund for borrowers of York Farm Credit will total almost \$2.2 million. Bor-

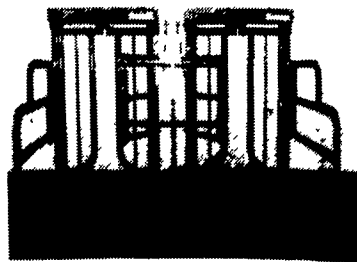
Milking Parlor Has Double Powder Coating

LITITZ (Lancaster Co.) — Paul B. Zimmerman, Inc. has introduced a new milking parlor.

Ideal for flat floor installations, the LS96 Walk-Through Milking Parlor system permits you to upgrade or expand your existing facilities cost effectively, with an equipment rack that will accommodate any type of milking equipment.

Designed for greatest efficiency, cows step up, typically, 12 inches to 16 inches. Their forward motion automatically closes and latches the doors, which remain in that position until each unit's headlock release lever is pulled. After the cow exits, the door returns to an open position, automatically, ready to receive the next cow. The Zimmerman Walk-Through Milking Parlor streamlines your milking operation at a price that fits your budget.

Constructed of welded 3 inch x 1 1/2 inch x 3/16 inch tubing, these units have a unique latch system, operated by rod linkage with brass ball joints. Each door remains in the unlocked position until the cow has exited. Doors are operated by cross link tie rods and function smoothly and quietly with UHMW synthetic bushings



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on the hinges and a rubber bumper on the stops.

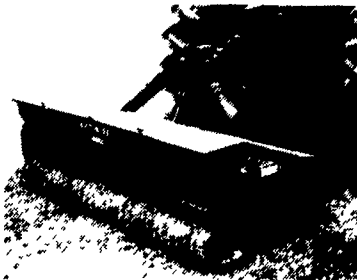
Finally, a unique coating of the most durable materials of this type available is used. The LS96 Walk-Through Parlor is finished with a Powder Coating applied in two coats. A zinc rich undercoat is followed by a TGIC polyester topcoat giving the parlor a tough exterior that is easy to keep clean and resists the destructive effects of chemicals common in a milking parlor.

Seeder Is Four Tools In One

EPHRATA (Lancaster Co.) — Kasco's new Grade-N-Seed is four tools in one.

Grade-N-Seed utilizes two sets of teeth on six-inch spacing to loosen the soil. A hydraulically adjustable landscape rake then levels the soil and breaks the clods. Heavy cast press wheels provide seed-to-soil contact for ideal seed germination.

A 12-volt electric motor driven seeder is positioned above the press wheels. The seeder box has a variable speed control to adjust the seeding rate.



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History Program At Berks Heritage Center

WYOMISSING (Berks Co.) — The Heritage Center will be transported back in time to the year 1863 as a small camp of Pennsylvania federal regiment volunteers are enlisting new recruits.

The day will feature presentations by the camp surgeon, infantry, artillery, and civilians encamped here. Visitors are encouraged to walk through out the encampment and talk with the re-

enactors.

This event is hosted by the Pennsylvania 53rd Volunteer Infantry Company C, supported by Durell's Ringgold Battery "D" Pennsylvania Volunteer Artillery, and is sponsored by the Berks County Parks and Recreation Department.

Refreshments are available. The Heritage Center is located 1 mile north of the Reading Airport on Route 183.

rowers will receive, on average, a rebate of 17 percent of the interest Farm Credit earned on their loans in 1996. Twenty-five percent, or \$545,000, of the total refund will be paid in cash. The balance will be placed in allocated surplus in the names of individual member-borrowers.

"York Farm Credit had another successful year in 1996, and we are pleased to be able to share our success with our borrowers," said Kenneth C. Ketterer, chairman of the York Farm Credit board and farmer from Cumberland County. "This is the seventh consecutive year we've distributed a patronage refund. Since 1990, York Farm

Credit has paid a total of \$3.2 million to its member-borrowers through cash patronage refunds and surplus revolvments."

"When we distribute our profits to our borrowers, it reduces their effective cost of borrowing," Rush said, "It proves that there are distinct financial benefits in doing business on a corporate basis."

got milk?