

BUSINESS NEWS

ENB To Open Akron Office

AKRON (Lancaster Co.) — The Ephrata National Bank recently broke ground for the construction of a new full-service office along Rt. 272 adjacent to The Akron Restaurant.

The area's strong agricultural base played an important role in the bank's choice of a location for its Akron office. The Ephrata National Bank, serving farmers since 1881, is making a concentrated effort to expand its agricultural customer base. The new branch's proximity to the rich farmland in West Earl, Warwick, Manheim, and Upper Leacock townships played an important part in the agricultural sector growth strategy.

Farm families will be able to take advantage of Ephrata National's no-fee checking accounts, trust services, and other reasonably priced banking products. The bank offers agricultural loans (including real estate loans with terms up to 20 years, and fixed rates up to 10 years with no prepayment penalties), as well as term loans and operating loans.

Most agricultural loans will be processed and serviced by Robert N. Zook, the bank's vice president of agricultural lending, who is familiar with many of the farmers in the area of the new Akron office.

The new Akron office is expected to be open for business in early 1999.

Retrofit Supplies More Digestible Forage

LANCASTER (Lancaster Co.) — LSC Equipment of Lancaster has announced the introduction of its patented Kernel Processor Retrofit Kit for John Deere models 3950 and 3970 forage harvesters.

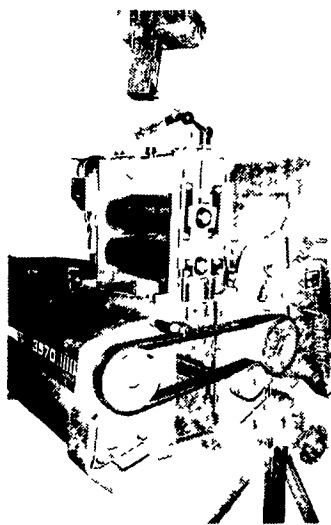
Available through local John Deere dealers, the unit is installed into a harvester, resulting in full capability to crimp high moisture corn, and crack dry corn, without loss of speed, power, or yield.

Able to supply forage that is more digestible, the retrofit will quickly pay for itself by reducing feed waste and increasing milk production.

The heart of the retrofit, an inset with two 9-inch x 24-inch machine grooved rolls turning at different speeds, moves processed silage quickly through to the auger assembly of the harvester. Its power center, a system of sprockets, pulleys, and belts, runs smoothly and quietly and requires no additional horsepower.

The insert is easily removed for processing haylage by taking out four bolts on each side, along with the drive belts and replaced with a haylage chute which is included with the kit. Conversion for making haylage can take as little as 30 minutes.

Retrofits are completed by au-



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thorized shops in your area and typically cost less than one tenth the cost of self-propelled equipment designed to process silage in the field. For more information, contact your local John Deere farm equipment dealer or write to LSC Equipment, 2008 Horseshoe Road, Lancaster, PA 17601.

Kuhn Helps Break World Plowing Record

VERNON, N.Y. — On March 4, Kuhn, in conjunction with John Deere and Kleber, smashed the world record for the number of acres plowed in 24 hours.

Maurice Donval, a farmer from Finistere, France, plowed a total of 445.7 acres in 24 hours. This record far exceeds the previous record of 315.5 acres set in Germany in September 1995.

This record was achieved using a Kuhn-Huard Challenger, 15 bottom, semi-mounted, roll-over plow. The plow covered 25 feet of ground in one pass and was fitted with a Kuhn-Huard H4 Helicoidal Triplex™ Mouldboards set a 20 inches and ZXE skimmers. The

plow was pulled in furrow by a John Deere 9400 tractor fitted with 4 - Kleber 710/70 R38 tires.

Maurice Donval plowed non-stop for 24 hours with refueling taking place on the move. The volume of soil turned over is calculated at 588,600 cubic yards, or more than 1.28 billion pounds of soil (average working depth for the plow as 9.8 inches). Four-hundred-eighty gallons of fuel were consumed during the 24-hour period for an average consumption of 1.077 gal./acre.

Maurice Donval is no stranger to the field of world championship plowing. In 1989 Donval won the French plowing championship and in 1992 he won the world 24 hour record

Quadtrac Provides Extra Income For Farm

MOUNT JOY (Lancaster Co.) — It's a fact that farming is getting more and more competitive. As a result, farmers are searching for ways to get greater productivity out of not only their land, but their equipment as well.

One farming operation in Lancaster County discovered a new way to make a piece of agricultural equipment more profitable without even using it on the farm.

In the summer of 1997, Phil and Roger Garber of Garber Farms, Inc. found themselves with an opportunity to get their hands on a Case IH Quadtrac prototype.

According to Phil Garber, however, there was some concern about whether the operation would get enough use out of the Quadtrac to justify the cost.

Some creative thinking was needed. And when Garber joined forces with Hooper, Inc., the local Case IH dealer, and Ken Kreider, president of BR Kreider & Son, Inc., an area excavation firm, a solution appeared.

With the help of Hooper, Inc., BR Kreider & Son reached an agreement with Garber Farms to lease the Quadtrac as needed.

"It was a great way for me to get the size tractor I wanted — a new one, instead of something less desirable," said Garber.

Kreider, meanwhile, was a bit wary of how the Quadtrac would perform, so the agreement was a good solution for his company as well.

"I was skeptical about how well a farm tractor would hold up to the constant load and abuse that our equipment puts up with every-



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day," said Kreider. "Not to mention the amount of hours in a day that we run a piece of equipment. That's one of the reasons I like the agreement we came up with in terms of leasing the Quad. It is sort of a cooperative effort between ourselves, Garber and Hooper and that's appealing. It gave us a chance to see what the Quad could do in conditions we work in, how productive it would be and how durable it would be," Kreider said. "It's good for Hooper to see how their machine is running and it is good for Garber because the tractor can be running even when they're not using it."

The lease arrangement has been so successful that, according to Garber, BR Kreider & Son is using the Quadtrac around 65 percent of the time, with Garber Farms using it the remaining 35 percent.

"Once the operators from BR Kreider got on the machine, they really liked it," said Garber. "One

of the reasons is the ride is better, smoother. And the cab keeps them out of the weather and it has a radio and all those type of things."

Longtime pan operator Bernell Moyer at BR Kreider & Son agrees with Garber's assessment of the Quadtrac.

"From the operator's standpoint, I'd say the ride is the best thing about the machine," said Moyer, a pan operator for over 28 years. "The ride is much smoother compared to other machines where you bounce around a lot, which can lead to backaches and other problems.

"And once I started running the Quadtrac, it didn't take long for me to know that this machine was going to help me do my job better," Moyer said. "It's much faster than other pans and it loads twice as fast."

And in the excavating business, just as in farming, production is the key. Kreider monitors the productivity of each machine, and he likes what he's seen.

"From what we're seeing, the Quadtrac is moving twice the dirt that we move with the TS-14s. For good dirt, top soil and good fill we can really move a lot of dirt with that machine," Kreider said. "Basically, the Quadtrac is moving 34 cubic yards of dirt with one man versus 17 cubic yards of dirt on our other pans.

"Plus, with the traction you get with the Quadtrac, you're able to work in conditions that are a little too wet to work with a conventional pan," Kreider said. "So that's a definite advantage as well."

Rockingham Mill Signs Dealer Agreement With Pennfield

HARRISONBURG, Va. — Rockingham Mill, a Shenandoah Valley livestock feed manufacturer, has been selected as the exclusive dealer in Virginia for Pennfield Feeds.

Under this agreement, Rockingham Mill, which markets feeds under the Rockingham and the "Big R" brands, can incorporate Pennfield ingredients and technology in its products plus offer other products under the Pennfield Feeds brand.

"Pennfield is an industry leader in dairy nutrition," said Steve Bird, vice president and division

manager of Rockingham Mill. "Pennfield's patented process of steam rolling grains such as corn, soybeans and barley, SuperFlake (TM), greatly increases rumen digestibility and is on the leading edge of technology. We plan to incorporate SuperFlake grains into our Rockingham dairy rations which will be a real plus for our customers here in the Valley and throughout the state."

"We are very pleased to become a working partner with Rockingham Mill," said Bob Buehler, vice president of Pennfield's Ag Products Division. "Farmers in the Central Shenan-

doah Valley have relied on Rockingham Mill for almost 80 years. Both of our companies are focused on providing the finest quality dairy feed. Together, we can offer dairy producers products that will boost milk production and improve their bottom line."

Founded in 1919 in Harrisonburg, Virginia, as a flour and feed milling company, Rockingham Mill is now a division of RMC, Inc., which also operates Rocking R Hardware retail stores and Ram Plumbing Supply primarily serving Rockingham, Augusta, Shenandoah, and surrounding counties.

BASF To Participate In Preferred Customer Program

PARSIPPANY, N.J. — American Cyanamid and the BASF, two of the leading marketers of crop protection products in the United States, announce that they have formed an agreement where BASF will participate in American Cyanamid's Harvest Partners® preferred customer program.

The Harvest Partners program,

launched by American Cyanamid in 1993, is a customer loyalty program that rewards eligible, participating growers and retailers for the purchase of selected products.

Although American Cyanamid and BASF both intend to offer the program, each company will have separate promotions for grower participation and product eligibility.

The agreement between American Cyanamid and BASF will give participating growers increased opportunities to earn Harvest Points® award credits for valuable redemption items. Many BASF products are eligible. For retailers, participation in the industry's first and only preferred

customer program means they will be able to fulfill Cyanamid and BASF product promotions quickly and efficiently through a single fulfillment mechanism. Earlier this year, Cyanamid and Novartis Crop Protection, Inc. formed an agreement to include select Novartis products in the program.

The Harvest Partners® program has awarded Harvest Points® award credits to growers who purchase Cyanamid crop protection products. Beginning this year, growers will earn points for the purchase of proven Cyanamid crop protection products, and select Novartis and BASF products. Cyanamid AgriCenter™ dealers will continue to earn points for the sale of Cyanamid products.