



## J-Star Honors Regional Dealers

FORT ATKINSON, Wis. — J-Star Industries, headquartered here, has announced that several regional Mid-Atlantic dealers were honored recently for sales and service.

Don and Brenda Rovenolt of Rovendale Ag and Barn Equipment, Watsontown, Pa., received their Silver MVP, Top Sales Leader-Jamesway, and Top Sales Leader-Quantum awards from J-Star Industries, Inc.

Nissley's Feeding Equipment, Willow Street, Pa., received a Bronze MVP Award.

Jake and Charity Lapp of Lapp's Barn Equipment Sales and Service, Gap, received a Top Sales Leader-Jamesway, Top Sales Leader-Quantum, and Top Sales Leader-Roto-Mix, Platinum MVP, and 7 Million Dollar Winners' Circle awards from J-Star.

Clair and Sara McMillen,

McMillen Brothers, Inc., Loysville, received a Silver MVP and Top Sales Leader-Van Dale Farmstead Equipment awards.

Also, J-Star honored Sollenberger/Star Silos, Chambersburg, with a Platinum MVP and Top Sales Leader-Jamesway, Top Sales Leader-Genuine J-Star Parts, Top Sales Leader-Quantum, and 5 Million Dollar Winners' Circle awards.

The Major Volume Performer (MVP) Award recognizes the company's top dealers who have achieved bronze, silver, gold, or platinum levels of sales and performance objectives in 1997. The Top Sales Leader Award recognizes top sales leaders for J-Star's main product lines. The Winners' Circle Award includes dealers from the U.S. and Canada who have exceeded cumulative purchase increments of \$1 million.



Don, left, and Brenda Rovenolt of Rovendale Ag and Barn Equipment, Watsontown, Pa., received their Silver MVP, Top Sales Leader-Jamesway, and Top Sales Leader-Quantum awards from John Ryan, right, field sales manager of J-Star Industries, Inc.



Clair, left, and Sara McMillen, McMillen Brothers, Inc., Loysville, received a Silver MVP and Top Sales Leader-Van Dale Farmstead Equipment awards from John Ryan, far right, field sales manager of J-Star.



Nissley's Feeding Equipment, Willow Street, Pa., received a Bronze MVP Award. From left, Donald Nissley, and John Ryan, field sales manager of J-Star Industries, Inc.

## Wisconsin Data Helps Company Develop Forage Mixes

TANGENT, Ore. — The University of Wisconsin has released their first report from the 1998 Lancaster, Wis. Forage Grass Variety Trials, showing very favorable yields from Ampac Seed Company's Pasture Perfect® forage mixes.

The mixtures, Ampac, PP1 and Ampac PP2 had yield scores greater than 23 other entries. Only one other entry, Emrys festulolium, exceeded Ampac PP1 and Ampac PP2.

Additionally, in the 1998 Spooner, annual ryegrass seeding, abundant tetraploid annual ryegrass was the highest scoring variety, yielding 3-1/2 tons over four cuttings.

Ampac developed the Pasture Perfect® program last year, in response to the limited amount of testing, information, and standards relating to improved forage mixes.

"Both dealer and farmer have had very little information available to help them select improved forage mixes, especially for grazing. By working in conjunction with distributors, dealers, agronomists, extension agents, and farmers throughout the country, Ampac is developing regionally specific Pasture Perfect® mixtures," said Jonathan Rupert, product development manager for Ampac Seed Company. "This initial data from Wisconsin tells us that we are on the right track. We have been and will continue to utilize genetics from around the world to bring these types of



## Snider's Elevator Receives Award

LEMASTERS (Franklin Co.) — Recently Snider's Elevator, Inc., headquartered here, was honored with the Master Mix Feeds 5-Star Dealer award at a convention in Pittsburgh.

Snider's Elevator, in business since 1929 and a Master Mix Dealer since 1937, was honored at a Master Mix Convention. Master Mix is part of the Consolidated Nutrition companies owned by ADM.

In photo, from left, Terry Myers, vice president of sales and marketing, Consolidated Nutrition; William Snider, president of Snider's Elevator Inc.; Phyllis Snider, treasurer of Snider's Elevator, Inc.; and Chuck Frendt, regional director of operations for Consolidated Nutrition.

## Cooperative Purchases Grain Elevator

MARIETTA (Lancaster Co.) — Souther States Cooperative,

products to the farm."

The two mixes tested at Wisconsin included genetics from Denmark, New Zealand, Spain, and United States. Each Pasture Perfect® mixture utilizes at least 70 percent "improved" varieties.

Inc. has purchased the 1.2 million bushel grain elevator here.

In announcing the purchase of the former Cargill facility, Jim Whitaker, vice president of Souther States' grain marketing division, noted the fit was a good one for local farmers and co-op members alike.

Whitaker said, "A lot of the grain produced by our members in northern Maryland and Delaware is being handled by facilities in the Susquehanna Valley, so we're already familiar with the area and with local farmers' needs. This acquisition enables us to offer existing and future customers better year-round marketing capabilities by enhancing our existing operations."

He said, "We are pleased Nathan Rettig will continue to manage the elevator and that all other employees will remain on his staff. That continuity will help us provide the level of service the Southern States' customers expect from their cooperative."

Southern States, which celebrates its 75th anniversary this year, has 638 retail outlets in Virginia, West Virginia, Delaware, Kentucky, Maryland, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas and Arkansas.

## Controller Cuts Energy Costs

ELK GROVE VILLAGE, Ill. — Westfalia Dairy System announces a new vacuum pump drive that reduces power requirements, yet provides the optimum vacuum level to the system.

The new Vac-U-Miser variable speed vacuum pump controller runs the vacuum pump at the exact speed needed to maintain vacuum pump stability during milking. The Vac-U-Miser can reduce electric energy use by vacuum pumps by as much as 80 percent. Average savings are 67 percent based on metered installations.



Jake and Charity Lapp, center, of Lapp's Barn Equipment Sales and Service, Gap, received a Top Sales Leader-Jamesway, Top Sales Leader-Quantum, and Top Sales Leader-Roto-Mix, Platinum MVP, and 7 Million Dollar Winners' Circle awards from J-Star. The award was presented from John Ryan, far left, field sales manager, and Gene Kapsner, far right, vice president, sales and marketing of J-Star.



J-Star honored Sollenberger/Star Silos, Chambersburg, with a Platinum MVP and Top Sales Leader-Jamesway, Top Sales Leader-Genuine J-Star Parts, Top Sales Leader-Quantum, and 5 Million Dollar Winners' Circle awards. From left, Randy Gayman and John Swope, Sollenberger/Star Silos, and John Ryan, field sales manager of J-Star.