



Hernley's Stages Grand Opening

ELIZABETHTOWN (Lancaster Co.) — Last week Hernley's Farm Equipment Inc. staged a grand opening of its new 13,000 square foot show room, customer service center, and maintenance shop here.

About 450 customers attended the grand opening, which included a catered meal at noon.

The new building, finished Sept. 15 by Speedwell Construction, Manheim, will allow Hernley's to provide "top-notch service and products to all our customers," said Duane Hernley, president.

The building sits on five acres along Rt. 230, Elizabethtown. The

new headquarters offers better visibility and access to customers, Hernley noted.

At the grand opening, company officers from Agco Corp. in Duluth, Ga. were on hand to provide information about products and services. Jim Seaver, Agco executive vice president of sales, spoke about Agco's commitment to customers.

The new shop, which employs eight people, features up-to-date equipment. Hernley's sells Gleaner combines, Hesston hay equipment, and White and Agco-Allis tractors. The company has been in business since 1986.



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Bale Accumulator Improves Performance, Lowers Costs

ATLANTA, Ga. — Agco Hesston introduces a bale accumulator that improves baling performance and lowers operating costs while increasing operator convenience.

The Model 4720 bale accumulator, designed to work with the mid-size Model 4755 baler, allows the baler operator to collect one to five bales, 4 feet 11 inches to 8 feet long and unload them anywhere, without ever leaving the tractor cab. This saves loading time, labor costs and field travel, which leads to less soil compaction due to less trips over the field. It is also strong enough to handle dry or high moisture bales.

The 4720 is also designed to be used as either a three-bale or five-bale accumulator. In the three-bale mode, the wings on

the side cart are folded up and the screen on the control console is programmed to show the side carts as being full when only one bale is shifted to each side. This allows the accumulator to be used in fields with narrow windrow spacing and to unload bales without placing them on adjacent windrows.

In the five-bale mode, two bales can be placed on each side cart, while a fifth bale is placed on the center cart. In either mode, each side cart can be independently unloaded, or both carts can be unloaded at the same time.

To unload all bales the operator unloads both side carts, shifts the center bale to either side, and unloads that side cart again.

Baxter Farms Sells, Services Agco Tractors

GEORGETOWN, Del. — Baxter Farms, Inc. has been serving Georgetown area farmers for 41 years with quality equipment, extensive parts availability, and experienced equipment maintenance and repair services.

The dealership offers the same superior customer support for articulated, four wheel-drive AgcoStar® tractors available

with 350 and 425 horsepower high torque diesel engines.

"This new product line has the features and accessories that meet the needs of our customers," said Jimmy Baxter, co-owner. "Adding this product line is also in keeping with our goal of serving as a one-stop resource for agricultural equipment and maintaining overall customer satisfaction."

Lehr Retires After Almost 40 Years In Feed Industry



Ray Lehr

LANCASTER (Lancaster Co.) — Ray Lehr has seen tremendous changes in the livestock feed industry in nearly 40 years. He retires in December as senior vice president of the Ag Products Division of Pennfield Corporation.

Lehr has seen sales of dairy feed tonnage increase five-fold since 1982, and the emergence of Pennfield as one of the leading dairy feed suppliers in the Northeast.

In 1982, Lehr, a Penn State animal science graduate, returned to Pennsylvania to join Lancaster-based Pennfield Corporation as vice president, feed marketing after holding a variety of positions with Central Soya in Fort Wayne, Ind. Pennfield Corporation had been formed only 11 years earlier from the merger of D.E. Horn & Company and Miller & Bushong, two family-held feed businesses with roots going back to the turn of the century. Under Lehr's leadership, Pennfield continued to grow through the acquisition of other regional feed mills and manufacturers.

"The greatest changes in the dairy industry over the past 30 years are the result of technology," Lehr said, citing the advent of computerization — now applied to everything from the balancing of rations to the manufacturing of feed. "It still is amazing to me to see how everything from formulation to ingredient mixing to loading is handled by computer at our Mount Joy feed mill."

"One of the technological innovations at Pennfield that I'm proud of was simply adding two-way radios to our trucks. This allowed us to offer round-the-clock, 24-hour-a-day feed deliveries and really made our customers happy."

Lehr points out the "astound-

ing increases in milk production" during his career, noting as he has watched dairy herd averages almost double from 16,000 to 30,000 pounds and more. "Feed conversion rates for poultry and hogs have also been cut in half."

Another major trend in the livestock industry, Lehr notes, is the contracting and integration of poultry and hog production in the United States. Eventually, Lehr foresees the dairy industry following a similar path for more efficiency and price stability.

"The trend in consolidation of feed manufacturers will continue too," Lehr said. "Following the lead of banks, auto manufacturers, and other industries, there will be fewer large national manufacturers and fewer regional companies, too." Those regional companies which remain strong will also do so by consolidating and acquiring other smaller concerns, Lehr predicts, while pointing out this is how Pennfield continues to grow and prosper.

Lehr is turning over the reins and (and long hours) as Pennfield's senior vice president, Ag Products Division to his second-in-command, Robert J. "Bob" Buehler. Buehler joined Pennfield in 1996 after having worked for Purina Mills and Southern States Cooperative. He is an animal science graduate of S.U.N.Y. at Cobleskill and Cornell University and has a master's degree in animal nutrition from Virginia Tech.



Robert J. "Bob" Buehler

Butler Joins Pennfield Feeds

Matthew T. Butler has joined Pennfield Corporation's Ag Products Division as manager of joint ventures/emerging markets, a newly created position.

Butler will be responsible for developing and managing joint ventures with independent live-



Matthew T. Butler

stock feed manufacturers and retailers primarily in the Virginia and North Carolina market areas.

A 1989 graduate of Virginia Polytechnic Institute and State University with a degree in animal science business and nutrition, Butler previously served as regional sales manager for Diamond V Mills and as district sales manager for Agrisorbants Product Group after employment with Southern States Cooperative and Coley Embryological Sciences.

He is a director of the Virginia State Feed and Grain Association and past chairman of the animal welfare committee of the American Feed Industry Association.

New Team Member

Pennfield Corporation has announced the addition of Stacey Sands to their feed marketing sales team.

Sands was graduated from Penn State University with a bachelor's degree in dairy and animal science, management/production. She will handle dairy feed sales for Pennfield in the Tunkhannock, Montrose, area.



Stacey Sands

Kuhn Introduces Powertiller

VERNON, N.Y. — A new line of Powertiller, the EL 32, has been added to the current Powertiller lines from Kuhn Farm Machinery, Inc., Vernon, New York USA, and Kuhn S.A., Saverne, France.

The Kuhn EL 32 Powertiller is an entirely new, economically priced, 30 hp tiller line expressly designed to meet the needs of farmers and growers with small

equipment. AgcoStar is a well-recognized brand with a reputation for quality and reliability, and customers and friends throughout the area are invited to stop by for a first hand look at this

and compact tractors. Three sizes of tillers are available of 42 inches, 50 inches and 60 inches. These tillers are designed to be easily offset from 14 to 17 inches. They also feature automatic chain tensioning and easily replaceable tines.

Kuhn offers 39 Powertiller models with widths from 3 feet to 13 feet and horsepower ranges from 30 to 200 horsepower.

The dealership will stock replacement parts for present owners of AgcoStar products, and maintain a parts inventory for new equipment purchasers.



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