



### Mulch Unit Has Mount Option

NEW HOLLAND (Lancaster Co.) — Earth & Turf Company introduces a front mount option for the MulchCat™ that easily attaches to the John Deere 900 and 1100 series mowers. The mulch unit's cubic yard capacity is designed to minimize the time and effort of distributing mulching materials on ornamental landscape beds. The high-torque, 12-volt electric motor has an on/off switch, which allows the operator to regulate the mulch flow from the seat of the tractor. Two agitators loosen the materials as the mulch is discharged from the unit. Mulch is windrowed inside the edge of the bed.



### Tire Beads Have Variety Of Uses

UPPERCO, Md. — Whole tires can turn into a sloppy mess, especially when used to hold down bunker silo covers. But a dairy has found a way to use "tire beads" — a circle cut out of the inside of tractor-trailer tires about four inches wide — that are easier to handle and transport and don't retain water.

Wayne L. Armacost of Hickory Hill Dairy in Upperco, Md., has come up with a way to obtain tires from a recycler in Baltimore and cut them in a way to provide less bulk but equal cover retention, are easier to handle and transport than full-size tires, provide less labor and time to cover bunk, and can easily be stacked for storage. There are other uses, including road bed and road bank stabilization.

## Field Cultivators Feature High-Residue Clearance

ATLANTA, Ga. — The new FC3600 field cultivator from Glencoe turns high residue fields into high-quality seedbeds with only one pass through the field.

Glencoe's FC3600 allows producers to mix, aerate, and level your soil and thoroughly incorporate herbicides and fertilizers to optimize planting conditions even in high residue.

Now in larger working widths, the FC3600 is available in widths of 42 feet, 49 feet, 57

feet, and 62 feet. With outstanding features from hitch to harrow, the FC3600 provides the added strength and durability with a heavy-duty, self-leveling frame and hitch. The new edge-formed cultivator shank design is narrower than conventional shanks to reduce soil resistance and reduce horsepower. Heavy-duty, 27 inch long "live leaf" shanks maintain 165 pounds of point pressure, have a 9-1/2" trip height, and provide excellent soil penetration even in tough

MYERSTOWN (Lebanon Co.) — Wengers of Myerstown has announced that Larry Wenger has been elected president of the National Tractor Parts Dealer Association (NTPDA).

Wenger has grown up with the family-owned business and has worked for Wengers of Myerstown for more than 25 years. In that time, he has been parts salesman, department manager, and is purchasing manager for the farm tractor parts division. He is corporate vice president.

Wenger has been active with NTPDA for many years. He was treasurer for the organization

for 10 years.

The NTPDA, based in Gainesville, Texas, is a national trade association of salvage tractor parts dealers serving the agricultural and construction equipment industries. The association's 180 members are located across the United States, with a very active membership in Canada.

The members of the NTPDA offer a wide variety of used, rebuilt, and new parts for most makes and models of farm tractors, combines, implements, and construction machinery. The members operate a satellite parts locating system to help find parts.



Larry Wenger

## Snider's Elevator To Host Horse Seminar

LEMASTERS (Franklin Co.) — On Saturday, March 6, Snider's Elevator Inc. will hold its eighth annual Horse Seminar at the Lemasters Community Center.

Last year more than 175 people attended the event which includes speakers, refreshments, door prizes and horse exhibitions.

Snider's Elevator, a feed manufacturer and grain storage facility, has announced speakers for the horse seminar. Dr. Colleen Wilson, who has a doctorate in animal sciences research in equine physiology and nutrition, Oregon State University, has served as the associate dean of equine studies at a private college. Also she

taught equine science and management courses for eight years. At a major feed company, Wilson served as a sales training specialist. A lifelong equestrian, Wilson has participated in jumping, eventing, dressage, and plays polo. She has raised and trained sport horses for many years. Also she works for Farnam Companies, Inc. New Product Development for horse, pet and other livestock and veterinary products.

Wilson will be discussing the "Aging Equine - The Special Needs Of the Senior Horse" and "Joint Supplements - Will My Horse Need Them?" Following Wilson's discussion, there will be refreshments.

The next speaker, Heather Heider, Southern States equine

feed and technical representative, will discuss "Feeding Your Horse Now For His Future Health." Heider has been with Southern States for five years.

Heider, who has a bachelor's degree from Virginia Tech, held several state championships for showing draft horses and mules on the east coast. She is involved in showing hunters on the A circuit, as well as foxhunting, and training young horses.

There will be a demonstration of carriage horses, 10:30 a.m. before the seminar, weather permitting. The speakers will begin at 11:30 a.m. Admission is free, and reservations deadline is March 2. Call (717) 328-2107 or 1-800-C-Snider or stop by Snider's Elevator, Inc. office to register.

## President Puts Customers First

GREENSBORO, N.C. — Adding value is what it's all about for Novartis Crop Protection's new U.S. President, Heinrich (Heiri) Gugger.

Since arriving at the company's Greensboro, N.C., headquarters Aug. 1, Gugger has been in nearly perpetual motion. He's spent the time seeking input from and sharing his vision with growers, commodity organization leaders, agrichemical dealers, the Novartis sales force, manufacturing employees, and other colleagues.

All of this activity has been aimed at making sure the company is on target to meet the changing needs of its customers.

"My main goal is to continue Novartis' rich history of being the most successful crop protection company in the North American market. To do that, we must always keep the grower's needs in mind. Today's grower wants solutions that will add value to the crop, and we will deliver," Gugger said.

That's why our customers figure most prominently in our new vision statement: "Your Crop... Our Passion."

soil conditions.

Working depth is quickly, easily and precisely adjusted manually or hydraulically with depth control and infinite depth adjustments conveniently located on the front of each section. This adjustment can be automated by installing the optional DCS3000 depth control system. Additional options include 5-bar flexible spike tooth harrow as well as 3-bar and 5-bar coil tine harrows.



Heinrich (Heiri) Gugger

Anticipating and meeting customer needs requires knowing exactly who the customer is. Gugger defines the customer as the end user of Novartis Crop Protection's products: the grower. Growers want the highest return on input investments. However, he points out, success with growers depends on excellent relationships with wholesalers, distributors, and retail

dealers. They need business volume and good profit margins. Both growers and distribution partners can meet their needs with a crop solutions approach. The key is performance on all levels, not just by Novartis, but by all of its trade partners.

Gugger plans to build total crop solutions on the foundation of Novartis' existing strengths:

"First market research confirms we have the best customer service in the business. Our customers say we address their needs and follow up to solve their problems," Gugger said.

"Second, we have the broadest and best product line, ranging from herbicides, fungicides and insecticides to seed treatment. That is growing to include new products that are in the pipeline for introduction starting in 1999 and extending into the new millennium.

"And third, we have an excellent record of innovation. We are in the best position in the industry to combine traditional chemistry with biotechnology. Unlike some of our competitors, Novartis has both a strong seed and a strong crop protection capability," he said.

## Lancaster Farming



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[www.lancasterfarming.com](http://www.lancasterfarming.com)