



BACS Introduces Ag Consultant

EPHRATA (Lancaster Co.) — Brubaker Agronomic Consulting Service, Inc. (BACS) has introduced Steve Schneider as an agronomic territory consultant and certified nutrient management planner.

Schneider has an extensive history working with farm crop protection products, custom application, soil sampling and precision services, and is nutrient management certified in Maryland. After receiving his bachelors degree in fisheries and wildlife biology from Iowa State University, he worked in the ag industry with farm crop protection products, and also researched and operated a private commercial fish farm and hatchery prior to his employment with BACS.

Schneider serves clients in the Delmarva area, writing



Steve Schneider

nutrient management plans and consulting on more than 40 crops while maintaining BACS independence of any product sales.

Fisher & Thompson Named One Of Top 10

ELK GROVE VILLAGE, Ill. — Fisher & Thompson, Inc., Leola, has earned the distinction of being one of Westfalia Dairy Systems' top 10 North American dealers for 1998.

Fisher & Thompson owners are Amos Fisher, Rick Thompson, and Merle Ressler. The company represents Westfalia's complete line of milking and cooling equipment as well as other equipment and suppliers which support their customers.

As a Westfalia Dairy Systems "Diamond Achiever" for 1998, Fisher & Thompson was not only a dealer in good standing, but was evaluated on their total sales volume of new products and parts in their respective trade areas.

According to Rob Kolb, communications manager for Westfalia, "Fisher & Thompson has demonstrated an outstanding commitment to Westfalia and based on

their overall sales volume for the year, is clearly among the top 10 dealers."

In operation since 1983, Fisher & Thompson serves dairy farmers in a large geographic area that roughly includes central and eastern Pennsylvania, northern Maryland, New Jersey, and Delaware. The company has four warehouse locations and 38 employees.

According to Thompson, "We're a very service-oriented business with an incredibly diverse customer base. Our valued customers include everything from electricity-free Amish farms with a dozen or two cows to highly-computerized operations with more than 1,000 cows."

Thompson adds that their dealership's success is based on following a simple business model: "Surround yourself with good people and good things happen — we really have great employees."

Round Balers Built To Last

NEW HOLLAND (Lancaster Co.) — New Holland's new "8 Series" Roll-Belt™ round balers are engineered to produce better bales season after season. The all-new Roll-Belt round baler line features five sizes plus a silage baler which consistently turn out dense, uniform, square-shouldered bales that stand up to weather and transport.

Strength and durability have been built into each model. Larger chain idler springs to maintain proper tension, beefier bearings for follower rolls and drive rolls, heavy-duty cam-follower bearings in wide pickups, stronger pickup lift cranks, heavy-duty wheel hubs and long-lasting, curved pickup tines have been included in the new line.

To meet the demand for 5-foot

x 5-foot bales, New Holland has introduced the new Model 678. This round baler produces bales with a soft core for easier feeding, grinding and shredding, and 5-foot x 5-foot bales are more stable on hillsides, hold their shape better, and stay in place when using a bale spear.

Other models in the "8 Series" line include: Model 638 (4-foot x 4-foot bales), Model 648 (4-foot x 5-foot bales), Model 648 Silage Special (4-foot x 5-foot silage bales), Model 658 (4-foot x 6-foot bales), and Model 688 (5-foot x 6-foot bales).

The Model 648 Silage Special is available with the Bale-Slice™ system which makes heavier, denser bales that are easy to break apart and feed. In a recent Penn State University study, bales pro-

Paparo to Manage New Bank Office

New Holland (Lancaster Co.) — Vincent J. Paparo will manage the New Holland office of Northwest Savings Bank on West Main Street.

Robert Wolgemuth, district manager of Lancaster and York counties for Northwest Savings Bank, made the announcement.

As manager of the new office, Paparo will be responsible for mortgage, consumer, and small business lending, development of savings and checking relationships, customer and community relations, administration of bank policy and procedures, supervision of staff, and all the office's operations.

Paparo brings more than 20 years of banking experience to Northwest, most recently as



Vincent J. Paparo

manager of the Brownstown office of the Bank of Lancaster County. Paparo has been

employed as vice president of commercial sales and services for Blue Ball National Bank and has also worked within the real estate, insurance, and mutual fund industry, and served as a management and financial consultant.

A graduate of Ephrata High School, Paparo attended the Pennsylvania School of Banking and the Pennsylvania School of Commercial Lending at Bucknell University. He has also taken various courses through the American Institute of Banking and Robert Morris Associates.

Paparo served as past president of the south central chapter of Robert Morris Associates.

Hesston Introduces Round Balers

ATLANTIC, Ga. — Hesston, a leader in hay tool technology, has developed three new variable chamber round balers that produce high-quality bales in sizes that meet the ever-changing hay market demands. The new additions to the already extensive round baler line-up offered by Hesston, come equipped with new features, increased crop capacities, and proven durability.

Building on the existing Hesston round baler line, the new 845, 855 and 856 series balers provide the producer with an answer to current market demands. The model 845 produces a 4-foot x

5-foot bale of 1,000 pounds, the 855 a 5-foot x 5-foot bale of 1,610 pounds and the 856 produces a 5-foot x 6-foot bale of 2,320 pounds.

One of the many improvements made to the 800 series balers are wider, low-profile pickup assemblies for minimal crop loss and efficient feeding into the bale chamber. Additional capacity improvements to the pickup assemblies include centering augers and stuffer fingers that move crop into the bale throat. Gauge wheels on each end of the pickup assemblies also give the unit ground-hugging capabilities to further protect

against crop loss and pickup damage. Pickup adjustment is accomplished with a simple crank handle or optional hydraulic lift, while the easy-access chain drive and slip clutch protection further add to the convenience.

"Our improved pickup assemblies allow the balers to efficiently gather and feed crop into the chamber, thus eliminating waste that may occur," said Ron Hess, general marketing manager for Hesston. "These new variable chamber round balers produce tightly packed dry bales that are high in feed value and meet industry size requirements."

Vintage Sales Hires Former Dunlap Employees

PARADISE (Lancaster Co.) — With the closing of the long-running Walter M. Dunlap and Sons Inc. auction, based at the Lancaster Stockyards, Vintage Livestock Auction, based here, has seen an increase in sales.

Vintage, which conducts sales at the auction yard every Monday and Tuesday, also has picked up several of the workers from Dunlap's.

According to Ken Hershey, field representative at Vintage, two full-time and two part-time employees, with quite a few years experience, were hired from Dunlap's. The full-time workers include fieldmen Butch Brown and Leon Hoover. Part-time workers hired by Vintage include Ivan Nolt and Joe Reiff.

Leon Hoover worked back in the 1960s for Vintage and came to Dunlap's in 1972. Hoover started at Vintage in 1961 and has been in the auction business about 41 years.

Butch Brown worked at the Lancaster Stockyards for 12 years. Nolt worked at Dunlap's for about 20 years, and Joe Reiff worked at Dunlap for about a dozen years.

Vintage Livestock Auction was founded in 1953 and employs 20-25, about nine full-time, including the children of owner L. Robert Frame. Vintage Sales has conducted auctions since the 1940s, noted Frame. Frame took



Vintage Livestock Auction, which conducts sales at the auction yard every Monday and Tuesday, has picked up several of the workers from Dunlap's, and has seen an increase in sales. The Frame family, from left, Glen, Denise, Karen, Robert, and Paul.

over the operation in 1976.

Frame's children work at the auction, including Paul, Glen, Karen, and Denise.

Denise Frame, secretary-treasurer of Vintage Livestock Auction, said there are more than 10,000 customers served by Vintage, including those from Pennsylvania, Maryland, Virginia, New York, and other states.

stronger and last longer than laced bales.

The Model 688 is also available with the Bale-Slice option for dry hay and optional endless belts.

duced by New Holland Bale-Slice balers were 14 percent more dense than unsliced bales. Bale-Slice bales also increased Average Daily Weight Gain in yearling heifers by 23 percent.

Endless belts are included with all Silage specials and are covered by New Holland's Bonded Protection program for three years or 15,000 bales. Endless belts are

The Monday sale includes heifers, bulls, finishing steers, and butcher cows. Monday the auction is open to receiving sheep and goats.

On Tuesday, the auction conducts sales of cows, sheep, goats, and feeders. Sale reports on Vintage are a regular feature of Lancaster Farming.

L. Robert Frame, Vintage Livestock Auction owner, said that because of Dunlap's going out of business, the amount of cattle at Vintage has increased.

Frame noted that, starting Wednesday, the auction began a private hog sale.

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