



Farm Show 2003 Exhibitor Spotlight

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LITITZ (Lancaster Co.) — With construction of a new exhibit hall slated for completion in time for the 2003 Farm Show in Harrisburg, many farm equipment dealers throughout the region will be returning to the show with large floor exhibits.

One of those dealers is Binkley & Hurst Bros. Inc., Lititz. While the company has remained on hand in recent years to represent a cross-section of ag production equipment at the Farm Show, this year it will be back in force with a 5,000 square-foot display.

Returning as a major exhibitor to the Farm Show marks "a completely different approach," to the event, said Don Hoover, salesman at Binkley & Hurst for 19 years.

"This year, we're seeing it much more as a commercial opportunity because the new exhibit hall will be full of ag equipment and supporting service companies," he said.

Hoover said that the broad nature of the Farm Show, including its youth livestock events and many family-oriented activities, makes it an appealing venue.

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Binkley & Hurst Bros. Inc.

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The roots of Binkley & Hurst Bros. Inc. go back to 1939, when Walter Binkley began selling Huber tractors and livestock feeds in the Lititz area. In 1975, his son David Binkley teamed up with brothers Leonard and Amos Hurst Jr. to launch Binkley & Hurst Bros.

The company has evolved into a dealer of seven major brands of farm equipment throughout the Mid-Atlantic region today, with 50 employees and a strong focus on service.

"We built the business on service," Hoover said. He noted that the company provides follow-up service on every machine it sells, as well as repair work on other "brand X" equipment.

Included in the company's lineup are Case-IH and McCormick tractors, Kinze planters, Sunflower tillage equipment, Keenan mixers, and Gehl forage and manure-handling equipment.



Don Hoover, salesman for Binkley & Hurst Bros. Inc., is looking forward to exhibiting farm machinery at the 2003 Pennsylvania Farm Show.

U.S. Farm Bill, Dairy Options Focus Of Satellite Downlink

UNIVERSITY PARK (Centre Co.) — Dairy farmers and producers can learn about their options under the 2002 federal farm bill during a special satellite workshop hosted by Penn State in cooperation with Cornell University, the Pennsylvania Farm Bureau, and the USDA.

The satellite broadcast will be offered from 9 a.m. to 3:30 p.m. Tuesday, Aug. 6 and will be available nationwide on the KU and C bands.

Program Coordinator Ken Bailey, Penn State associate professor of dairy markets and policy, said the program will focus on the dairy and grain provisions of the Farm Bill and how they will affect dairy producers in the northeast U.S. and nationally.

"The new farm bill is pretty broad," Bailey said. "It has new dairy provisions, new grain programs, and expanded funding under the Environmental Quality Incentives Program (EQIP), which is a cost-sharing program for livestock producers to develop waste management systems."

"We want to make producers aware of provisions that can affect their agricultural operations. For example, many producers don't know anything about the new dairy deficiency payment program."

Bailey said the satellite

program will be targeted for dairy operations in the northeastern U.S., but will address dairy issues that affect the entire nation.

"For instance, the Farm Bill's new dairy payment program is targeted to assist smaller farm operations with 133 cows or less, which predominate in Pennsylvania and several northeastern states," Bailey said. "The grain provisions of the Farm Bill are for anyone who produces grain in the United States, but we're not really going to delve into cotton and rice because those aren't big commodities in the Northeast."

The satellite program will unfold in two parts. "Part I — 2002 Farm Bill" starts at 9 a.m. and ends at 10:50 a.m. It begins with a welcome by Bailey, followed by an introduction to the dairy title to the Farm Bill by Mark Stephenson, extension professor at Cornell University. Charles Abdalla, associate professor of agricultural economics at Penn State, then will review the EQIP program and its potential effect on livestock producers.

Joel Rotz of the Pennsylvania Farm Bureau will discuss the legislative deliberations surrounding the dairy provisions. Bailey, Stephenson, Abdalla, and Rotz then will address questions called in from the audience.

After a

15-minute intermission, Bailey will return with introductory remarks followed by a discussion of the Farm Bill's grain provisions by Lou Moore, Penn State professor of agricultural economics. Jayson Harper, professor of ag economics, will explain crop insurance provisions and join Bailey and Moore in answering audience questions.

Part II of the program, covering round IV of the Dairy Options Pilot Program (DOPP IV), will start at 11 a.m. and end at 3:30 p.m. Panelists from USDA's Risk Management Agency will cover the basics of dairy risk management, including an introduction to dairy options. The afternoon portion of the program then will focus on the rules of the DOPP program.

Information for tuning satellite receivers to access the program will be available through local county cooperative extension offices, which will have receiver information and a list of counties hosting this satellite downlink. Not all counties will host the program. Satellite coordinate information also will be available on the Penn State Farm Bill 2002 Website at <http://farmbill2002.aers.psu.edu>.



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