

# Farm Show 2003 Exhibitor Spotlight

Exclusive to  
Lancaster Farming

## Hamilton Equipment Returns To Farm Show

EPHRATA (Lancaster Co.) — "Our state legislators have committed significant state funds to build the new exhibitor hall. The enthusiasm of the Farm Show commission and their employees is contagious," said David Rupp, sales manager of Hamilton Equipment, Inc.

"It seems like a total renewed commitment by the state," he said. "I really don't know of any other state in our area that has new facilities like these."

The Farm Show, Rupp believes, will be worth the time and effort of the company.

After a two-year hiatus from exhibiting at the Farm Show, the business will return to the event, partly because of the financial commitment which shows renewed efforts by the state, said Rupp.

Hamilton Equipment has been exhibiting at the Pennsylvania Farm Show since 1940.

The business will have 5,600 square feet at the Farm Show.

Although the designated

"Farmer Days" will be important to the business, the week ends are also critical, said Rupp.

"We have quite a bit of business from weekend and hobby farmers, who also contribute a great deal to the bottom line," he said. The company "is not limited to high-horsepower tractors. I think Hamilton Equipment has products that apply to both customers."

Hamilton Equipment, founded in 1938 by Bob Hamilton Sr. and run by his son, Bob Hamilton, is a wholesale distributor selling farm equipment through a network of servicing dealers in Pennsylvania, New Jersey, Delaware, Maryland, Virginia, and West Virginia.

Bob Hamilton Sr., who grew up on the farm was the lone sales man. The business has grown from a main warehouse to a 4,000 square foot building in downtown Ephrata to include seven territory managers in a six-state area.

Products distributed by Ham

ilton Equipment include Danuser post hole diggers, DEMCO sprayers, Herd seeders, Kelley backhoes and loaders, Westfield grain augers, and Worksaver farm products.

The company has expanded to include Hamilton Distributing, a paint distribution business with more than 140 paint products for residential customers.

Hamilton Equipment employs 70 people in their three warehouses at Ephrata, Raphine, Va., and Leola. The Leola warehouse is a separate warehouse for paint distribution and has a separate sales force.

"The support of Pennsylvania's farmers is the reason we have grown from a company with 4,000 square feet of warehouse to our current facilities with 70,000 square feet in Ephrata and 33,000 square feet in Raphine, Virginia," said Rupp.

For more information, their Website is [www.HamInc.com](http://www.HamInc.com).



A few of Hamilton Equipment's employees include, from left, Charlie Potteiger, warehouse manager; Jan Reddig, parts manager; Robert Crills, shipping; Barry Groff, parts; Edwin Stauffer, warehouse; Albert Dorrick, parts; David Rupp, sales manager; and Floyd Heuyard, warehouse clerk.

## New Tool Helps Dairy Producers Stay Posted On Animal Diseases

COLUMBUS, Ohio — As part of an industry-wide initiative to address animal health issues, dairy producers now have a new tool to help spot and fight Foot-and-Mouth Disease (FMD) — a dairy industry-specific brochure that details essential information about the disease.

The brochure, Foot-and-Mouth Disease and the Dairy Industry's Emergency Preparedness, is a joint effort among the dairy checkoff-funded Dairy Management Inc., the U.S. Dairy Export Council, the National Milk Producers Federation and the In-

ternational Dairy Foods Association. As a cost-savings measure, the brochure was mailed to all U.S. dairy farmers with the 2001 DMI Annual Report, which provides an overview of 2001 dairy checkoff program.

Additionally, the brochure contains a special pullout, wall-size poster printed in both English and Spanish that outlines key on-farm biosecurity tips.

"The brochure and poster are meant to inform the entire dairy industry about how we can all pitch in to help keep FMD out of the United States," says Scott Higgins, CEO of the American Dairy Association and Dairy Council Mid East.

Information covered in the brochure, which was reviewed extensively by the U.S. Department of Agriculture and the American Association of Bovine Practitioners, includes:

- Basic information about FMD and how it's spread.

- Basic on-farm biosecurity measures.

- How to spot FMD signs and symptoms.

- What steps the government would take in the event of an FMD outbreak.

- How producers can best respond to questions about FMD from the public.

"We urge dairy producers to read these materials, review them with their families and employees, and keep them as a reference in the unlikely event that they spot symptoms of FMD," Higgins says.

If you would like to receive a copy of the FMD brochure, please e-mail [fmdbrochure@dmfz.com](mailto:fmdbrochure@dmfz.com) or call (515) 246-3514 with your contact information.



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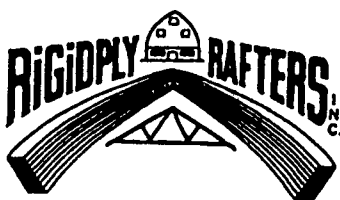
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