

## John Deere Dealers

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### MARYLAND

Hagerstown  
Carlyle & Martin, Inc.

Whiteford  
Deer Creek Equipment, Inc.

### NEW JERSEY

Elmer  
Pole Tavern Equipment Sales Corp.

### PENNSYLVANIA

Adamstown  
Adamstown Equipment, Inc.

Allentown  
Lehigh Ag Equipment, Inc.

Belleville  
Miller-Lake, Inc.

Carlisle  
Gutshalls, Inc.

Centre Hall  
Dunkle & Grieb, Inc.

Fairmount City  
Miller Equipment Co.

Halifax  
Valley Ag & Turf, L.L.C.

Hanover  
Finch Services, Inc.

Lancaster  
Landis Bros., Inc.

Lebanon  
Landis Bros., Inc.

Mansfield  
Maple Mountain Equipment

Martinsburg  
Wineland Equipment, Inc.

Mercersburg  
Smith's Implements, Inc.

Mill Hall  
Dunkle & Grieb, Inc.

New Alexandria  
Lone Maple Sales & Service, Inc.

Oakland Mills  
Lost Creek Implement, Inc.

Oley  
Pikeville Equipment, Inc.

Red Lion  
Waltemyer's Sales & Service, Inc.

Somerset  
Scheffel Equipment Co.

Towanda  
S.P.E., Inc.

Tunkhannock  
Bartron Supply, Inc.

Uniontown  
Maple Mountain Equipment

Watsonstown  
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## Farm Show 2003 Exhibitor Spotlight

ELIZABETHTOWN (Lancaster Co.) — Messick's Farm Equipment, a dealer for more than 200 brands of equipment for agriculture, lawn and garden and light industrial areas, is returning full-strength to the Farm Show.

Although Jay Gainer, general manager, is reserving final judgment until after this year's Farm Show, he believes the future of the event looks bright.

"I think that the farmers would prefer to go there (Farm Show) rather than anywhere else," he said, noting that with everything from corn to livestock to quilt to FFA displays, "there's something for everybody. That's what people want."

presence at the Farm Show, "most farmers already know us. There's a growing segment of 15-20 acre farmers and that's where I think we gain the most from a show like this," he said.

Besides introducing the business to hobby farmers, Gainer is also anticipating displaying a new line this year, the Newton Crouch stainless steel lime and fertilizer spreaders. "It's a wonderful place to introduce to people a new line," he said.

Messick's Farm Equipment, one of the biggest New Holland dealers in the United States, is on the verge of celebrating its fiftieth anniversary of business.

Two brothers, Marlin and Mer-

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Jay Gainer  
Messick's

He is optimistic about the changes at the Farm Show. "We think what they're doing is valuable and will work," he said.

The business part will be fully staffed — five employees in the 50-foot by 50-foot section — during the specified Farmer Days. Staff will be available, although at smaller numbers, throughout the entire eight-day show.

The large new exhibition hall will hold the equipment displays. "We got in early and told them we wanted big," he said of the size of the display area.

For the past ten years, the business' presence at the Farm Show has been a booth display, according to Gainer. Besides the larger area, the employees of Messicks will also, along with other dealers, staff a booth for compact tractors.

"It will take quite a commitment," said Gainer. Although advertising and public relations are a part of why Messick's the business

ville Messick, erected a building in Elizabethtown on November 26, 1952. The business' current 21-acre site in Elizabethtown is joined by a second facility in Abbottstown, York County.

Bob and Ken Messick, sons of Merville Messick, operate the business. Seventy-two employees — in service, parts, and sales departments — work in the business.

Messick's has a large customer base in Pennsylvania, Maryland, New Jersey, Delaware, and Virginia, but also has customers in such states as Ohio, Connecticut, Maine, Massachusetts, and South Carolina.

In the 25 years that Gainer has worked at Messick's Farm Equipment, the number of employees has risen from 10 to 72 employees. Two components to the business that Gainer believes make the business successful are the outside parts delivery salesmen and the fully-equipped service trucks for on-farm repair.



Jay Gainer, general manager, stands with Bob Messick, owner of Messick's Farm Equipment.

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