

J&J Agri-Products Repeating At The Farm Show

DILLSBURG (York Co.) — "We've been going to the Farm Show since the late '70s," said Bunk Smith, sales representative, J&J Agri-Products & Services, Inc.

"We have strongly supported the Pennsylvania Farm Show," he said. "I think it's a really good show in that consumers can come and see what the farmer does. It's good interaction — it promotes understanding."

"Farmers have a lot of stress and tragedy. People have no idea what it takes to make a glass of milk," he said.

"If the consumers aren't here, farmers aren't going to be in business. Each week we want them to go to the store and buy milk and eggs," he said.

"We have the number one industry in the state," and the Farm Show offers a showcase opportunity, he said. "People are curious about the way things are grown, and the Farm Show is an ideal way to show them," he said.

In addition to the education of consumers, "there's probably not

one show in the nation that probably does more than the Pennsylvania Farm Show does for youth," said Smith, noting the scholarships and livestock sale

tunities," he said.

"With the new buildings, this year's going to be very different than most years. A lot of people came back because of the equip-

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**Bunk Smith
J&J Agri-Products**

that supports youth activities.

Another benefit is the revenue opportunity offered to commodity groups that sell their wares in the food court.

The dinner event — this year it will be "Agro 2003" — that draws foreign visitors, conducted each year during the Farm Show, is "very good for Pennsylvania agriculture, to expand export oppor-

ment."

Besides the return of the equipment, Smith credits the work of agriculture secretary Sam Hayes as key to getting money for, and thus revitalizing interest in, the Farm Show.

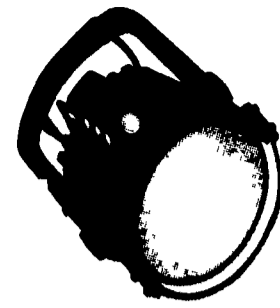
"The Farm Show has always been good to us. We don't always make sales during the show, but they (customers) may call later.

"Where else can I go and see 300,000 people, and a lot of people out of state?"

J&J Agri-Products ships product not only interstate but also internationally.



Millard "Bunk" Smith holds one of the calendars that J&J Agri-Products will be giving away during the Farm Show.



Farm Show 2003 Exhibitor Spotlight

Exclusive to Lancaster Farming

Not only the farming community but also home gardeners or greenhouse representatives will also see the business' stand, said Smith.

An organic fish product (a fertilizer), animal health care products, calf hutches, and gates are items that the business offers. They also sell manure pit deodorizers and an all-natural colostrum product. Soil testing and nutrition management consultation are also a part of the business.

Jim and Jane McHale founded the business 28 years ago. Jim, a former secretary of agriculture, and Jane, the first female deputy

secretary, a state representative, and on the board of directors for the

Chesapeake Bay Foundation, began the business 28 years ago.

After Jim passed away, Jane, now Jane Alexander, works as an attorney and operates a beef farm in York Springs.

Their son, Marstin, now oversees international sales. Staff also includes Joyce Stucky, office manager. The business employs eight people in busy times (January through August) and four in the winter season.

"I'm looking forward to being there," said Smith, who has planned to make a few changes to the business' stand. One item on display will be the board of pictures of community fair entries and ribbons obtained by their customers at several fairs.

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