

Cargill Animal Nutrition Nutrena To Answer Feed Questions At Farm Show

LEBANON (Lebanon Co.) — Representatives from Cargill Animal Nutrition Nutrena will be on hand at this year's Farm Show, Jan. 11-18, to answer questions about the animal feed industry.

"We'll be there the whole week," said Bill Reed, farm store consultant.

"The reason that we go to the Farm Show is because we have the opportunity to see a lot of our customers and prospects that we normally don't get to see out at the dealership," he said.

The business has had a presence at the Farm Show since 1985, when Cargill Animal Nutrition bought Beacon Milling Company, Tioga, N.Y.

Reed has been representing the company at the Farm Show for the last 13 years.

"We get to see people that go to our dealerships and buy feed, so we can meet them and answer any questions that they might have on our products, and we also get prospects for our dealers."

Besides giving samples of pet food to passers-by, there will also be a sign-up for a free drawing on a handmade rocking horse at the booth.

According to Reed, one of the mill supervisors will be present to answer questions about milling procedures. Also, dealers from the Harrisburg will be coming in

to help. There will be between two and three people in the booth every day, he said.

"Over the last five years we have seen the number of people that were coming to the Farm Show change from the large commercial customer to the small, family farm or equine person," Reed said. This has been helpful to the poultry, rabbit, and equine aspects of the business.

"Our clientele has changed from a bulk customer to a bag customer. We're hoping that this year we'll see the return of the large commercial user with the extended days plus the amount of large equipment that's going to be demonstrated there," said Reed.

"With the emphasis put on getting the farmers to come up with the Farmer Days, we're hoping that we'll see some of our commercial customers come back."

With the return of larger-scale operators, Reed foresees perhaps bringing dairy consultants to the Farm Show to help the commercial customers.



Farm Show 2003 Exhibitor Spotlight

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Cargill Animal Nutrition is part of Cargill, Inc., the largest privately-owned agricultural company in the world. The business is owned by the Cargill family and employs 93,000 people worldwide.

"Cargill has been in continuous agriculture business since 1865," Reed said. The business was founded by W.W. Cargill, who built grain elevators in Iowa and began buying grain, "and the company has grown from that," he said.

"Today we manufacture commercial dairy, poultry, and swine feed and forage preservatives. On our farm store side, we manufacture all types of animal feeds for

all species — equine, poultry, swine, deer, rabbit, beef, dairy, and bird seed."

The Lebanon plant supplies dealers in Maryland, Virginia, southern New Jersey, Delaware, and central and eastern Pennsylvania, who deliver feed to commercial dairy operation and farm stores.

Reed estimates there are 145 retail outlets in that area.

"We also manufacture minerals for the animal livestock industry," he said. "As far as nutrition goes, that's what we really concentrate on — the total nutrition for the animal, whether a commercial operation or a family farm."

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— Bill Reed
Cargill Animal Nutrition Nutrena

Remaining Three Counties Lifted From Drought Emergency Status

HARRISBURG (Dauphin Co.) — Gov. Mark Schweiker has lifted the drought emergency for Cumberland, Chester, and Delaware, the last three counties under drought emergency status. It marks the first time since Feb. 12 that none of Pennsylvania's 67 counties are under mandatory water restrictions. The governor also upgraded 15 other counties to drought watch and normal status. Of Pennsylvania's 67 counties, 54 are under normal status. Go to www.plna.com, the Pennsylvania Landscape and Nursery Association (PLNA) Website, for the latest drought maps and information.

The following is a summary of the current drought status in Pennsylvania. Current counts for the drought are as follows: Drought Emergency-0 counties; Drought Warning-0 counties; Drought Watch-13 counties; and Normal Status-54 counties. Counties whose drought status changed with the recent announcement are in bold print.

Drought Watch counties include: Beaver, Berks, Chester, Cumberland, Crawford, Delaware, Erie, Greene, Lancaster, Lawrence, Mercer, Washington, and York.

Normal counties include: Adams, Allegheny, Armstrong, Bedford, Blair, Bradford, Bucks, Butler, Cambria, Cameron, Carbon, Centre, Clarion, Clearfield, Clinton, Columbia, Dauphin, Elk, Fayette, Forest, Franklin, Fulton, Huntingdon, Indiana, Jefferson, Juniata, Lackawanna, Lebanon, Lehigh, Luzerne, Lycoming, McKean, Mifflin, Monroe, Montgomery, Montour, Northampton, Northumberland, Perry, Philadelphia, Pike, Potter, Schuylkill, Snyder, Somerset, Sullivan, Susquehanna, Tioga, Union, Venango, Warren, Wayne, Westmoreland, and Wyoming.

On Dec. 16 Schweiker signed House Bill 2302, statewide water management, into law. The legislation will provide the Department of Environmental Protection with accurate information on water use, which will allow the department to make better decisions regarding drought restrictions.

PLNA will continue to advocate for water management and consideration of the industry under drought situations with the new Department of Environmental Protection in the coming year.



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