

(Continued from Page F1)

with a Jesse Neal Award for excellence in business journalism for her series," Brazil: The

Competitor You Cannot Ignore."

This year we will feature an afternoon roundtable session. These are always among my favorite presentations at previous conferences I've attended. It really lets the audience get involved.

I am really looking forward to the crop insurance discus-

sion. As you all know, with the weather problems here in the Northeast the last four years, our insurance yield base is declining just as we need to keep our coverage up because of constantly rising input costs. Some of us are finding out that it is difficult to justify the premiums for the amount of coverage we receive.

This year, for the first time, PCGA is sending a delegate to the Commodity Classic in Charlotte N.C. NCGA has been asking PCGA to get more involved with its program at the national level, and we've responded. Dr. Greg Roth and I will be attending, and we hope to bring some good new input home. I am especially looking forward to meeting and speak-

ing with the other state leaders.

Spread the word about the conference on Feb. 7. You do not need to be a PCGA or Pennsylvania Soybean Board member. Everyone is welcome.

Also, consider joining PCGA. We are constantly searching for new members, and this is an open invitation to one and all.

Again, let me say good luck, and be safe in 2003.

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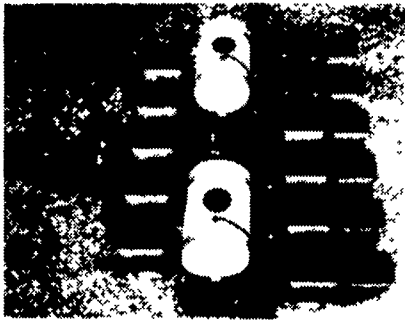


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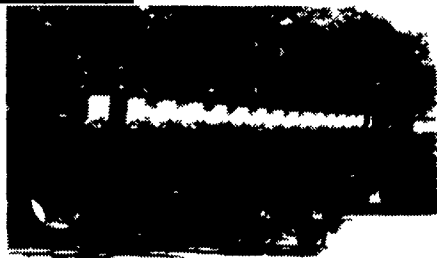
- * Liq. or Dry Fert.
- * Interplant
- * UNDER 12' TRANSPORT



MODEL 3600

8X36" 12X30"/36" 16X30"

- * Liq. Fert. Or Dry
- * Interplant
- * UNDER 12' TRANSPORT



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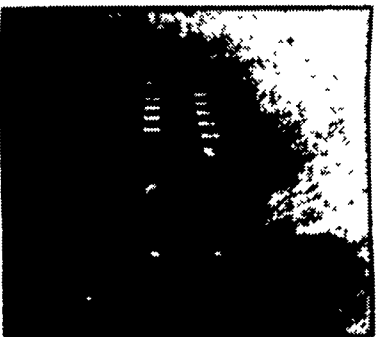
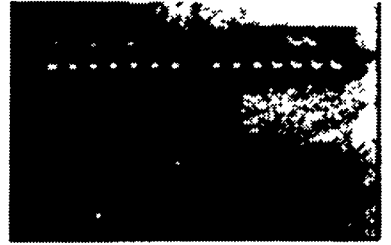
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1. Call our Planter Department today and schedule a thorough hitchpin-to-closing wheel evaluation!
2. Take advantage of "off-season" discounts on parts & labor
3. Rest easy, knowing that your planter is ready for next season!

★★★ If your questions are planter-related, we're here with answers! ★★★



Mr. Planter Owner:

Thank you for taking a minute to consider this offer.

Binkley & Hurst Bros. Inc. is offering our annual off-season inspection and evaluation of your planter for the purpose of identifying worn, broken, or malfunctioning parts. Many times, seemingly insignificant wear will affect the accuracy of your planter more than you realize. If nothing else, it may be time to have your finger pickup meters checked on our test stand. Also, new innovations, attachments and options are constantly being introduced which may be of interest to you for installation on your planter.

Binkley & Hurst Bros. parts and service personnel are specifically trained and informed planter specialists, ready to examine your planter with you! If you determine that the planting proficiency of your planter could be improved with our service, we would be happy to provide that service for you. A technician will return to your farm with one of our well-stocked service trucks at a later date to assist you in doing the work. We encourage you to be part of the actual servicing so that any pointers or insight, which the technician may have for you with regard to planter operation, could be conveyed at that time.

What does it cost?

If you set up an appointment for a planter evaluation, you will be charged a flat fee:

4 or 6 row planter	\$175.00
8 row planter	\$200.00
12 or 16 row planter	\$225.00

(Customers over 50 mile radius of Lititz, subject to mileage charge.)

At time of inspection we will recommend to you any item needing attention, also at that time we will remove your seed meters to take in for testing if you so desire.

Your cost of meter testing is **\$23.95**. This includes testing, cleaning, & repair labor (parts not included).

If you have any questions, please contact the service department at 717-626-4705 or 800-414-4705.

Thank you.
Kevin Smoker

**BINKLEY & HURST
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