

Auctioneer Attends NAA Winter Conference

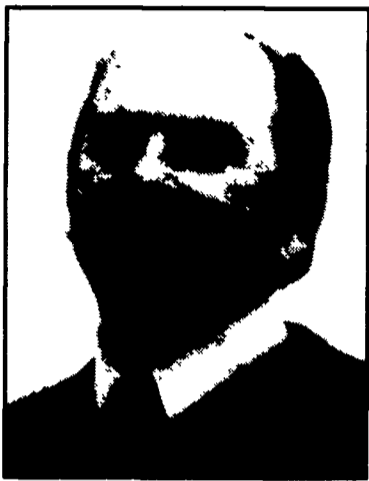
SPRING CITY (Chester Co.) — Ken Reed of Ken Reed Auction Company, Inc. likes to stay one step ahead of the game. He knows this is a must for a thriving business such as Ken Reed Auction Company, Inc.

That's why he recently joined about 150 auctioneers from around the country at the National Auctioneers Association (NAA) 2003 Winter Seminar Jan. 12-15 in New Orleans.

Marketing tips, tools for expanding traditional business, and implementing on-line auctions were just some of the many topics offered during the three-day conference. Members also brainstormed and shared business tips during roundtable discussions.

A highlight of the event was a Fun Auction, where more than \$13,000 was raised for NAA's Political Action Committee (PAC). PAC represents the interests of auctioneers in local, state, and federal government.

The annual conference is just one of many educational opportunities afforded to NAA members each year to allow them to grow their businesses and keep



Ken Reed

up with the latest technology and practices in the industry.

Founded in 1948, the NAA is the world's largest professional auctioneers organization with more than 6,300 members nationwide. Members abide by a code of ethics that protects the public against fraud and unethical auction practices. NAA members are viewed as trusted and experienced marketing professionals by consumers nationwide.

Bobcat Of Lancaster Opens In Ephrata

EPHRATA (Lancaster Co.) — Bobcat of Lancaster has been named a dealership for Bobcat Equipment, according to Lane Weber, North American sales manager for Bobcat Company, West Fargo, N.D.

Located at 4122 Oregon Pike in Ephrata, the new dealership is authorized to provide sales and service for the Bobcat line of skid-steer, compact track and

mini-track loaders, compact excavators, loader backhoes, utility vehicles, and telescopic tool carriers in the Ephrata area.

Bobcat Company introduced its original self-propelled loader with the unique skid-steer drive system to the industry in 1958. Today, Bobcat is recognized worldwide as the leading producer of skid-steer loaders, com-

Growers Plant Corn Up To Four Weeks Earlier With 'Intellicoat' Seed Coating

MONTICELLO, Ind. — Is knowing when to plant one of the most difficult decisions you face as a corn grower?

If you plant too early, your crop may not pull through harsh early spring conditions. If you wait, you may not get all your acres planted on time and suffer yield loss, by as much as 20 percent, from late planting.

A new "intelligent" seed coating with a built-in temperature switch set to keep moisture out before soil temperatures reach

55 degrees Fahrenheit and let moisture in after that can help to make your decision easier.

During the planting season, every minute counts. Most years your window of time when weather and soil conditions are right for corn planting is typically very short — usually 7-10 days.

Lancec Ag, Inc. senior agronomist Claude Butt said, "If you wait for your optimum planting date, you may not get all your acres planted before your yield potential starts to drop."

Have you tried the risky practice of planting uncoated seed in cold early spring soils in order to get a jump on the corn-planting season? Having corn in the ground early can help avoid the yield loss associated with being shut out and forced to plant later in the season.

Farmers have long recognized that earlier planting can help to create additional days for the crop to reach maturity and dry-down. However, there is potential yield loss related to planting uncoated seed early. When a seed germinates in cold soils, it is vulnerable to chilling injury, which impairs its development and may kill it, thus reducing stand counts.

If you're looking to plant in colder, earlier season conditions, even in no-till applications, you can drastically reduce your risk and maximize your profit potential with Intellicoat Early Plant coated seeds, noted Butt. "Compared to uncoated seeds planted early, Intellicoat coated seeds have produced more uniform emergence, higher stand counts, and higher yields in hundreds of on-farm field trials on more than 16,000 acres in the past two years."

"Comparing Intellicoat coated seeds to uncoated seeds in these early-planted trials, the Intellicoat coated seeds have consistently shown better, more uniform emergence and higher stand counts for maximum yield potential, even in no-till."

Butt said, "The new Intellicoat Early Plant seed corn coatings actually control germination in cold, early spring soils to protect the seeds and help ensure they germinate only under optimum conditions. The result is a more timely, uniform emergence — even in no-till applications."

"Intellicoat" is available on Fielder's Choice Direct hybrid corn, Beck's Hybrids, and Hubner Seed Co. brands. Several other hybrid corn companies are testing Intellicoat and it may be added to more brands by spring planting 2004. Growers may ask their favorite hybrid seed corn dealer if they have Intellicoat yet.

Kubota Adds New Member To B Series

TORRANCE, Calif. — Kubota Tractor Corporation (KTC) presents the all-new B7800HSD compact tractor, built on the platform of the already proven, top-of-the-line B2910.

Kubota has recognized the demand for a well-balanced, 4-wheel drive, compact tractor for the economy tractor buyer. The result is the B7800HSD with a powerful Kubota E-TVCS, 4-cylinder, liquid cooled, 30 gross hp diesel engine.

The B7800HSD is equipped with Kubota's advanced hydrostatic transmission (HST) offering single-pedal operation for control of speed/direction between forward and reverse without clutching. For increased efficiency, three speed operating ranges are provided.

Unusual for smaller displacement equipment, the B7800HSD uses dual hydraulic pumps to

improve hydraulic performance. Two pumps ensure versatile implement operation with more than enough power for efficient work. The system also increases volume and pressure flow of the power steering for smooth and easy operation.

The Category I, 3-point hitch incorporates a new quarter inching valve that acts as a regulator, enabling the operator to make smaller adjustments at the lower link end. The lever guide can move in 1/4-inch increments making attaching/detaching implements easier while enhancing grading performance.

The B7800R, (rigid ROPS) is equipped with a standard rear PTO and has an optional mid-PTO. The B7800F, (foldable ROPS) has the rear and mid-PTO as standard equipment.

Optional implements include a front/rear blade, rotary tiller, box scraper, front loader, backhoe, grass catcher, trencher, front/rear snowblower, rear mount mower, and mid-mount mower. The mid-mount mower and loader have a quick attach design allowing easy installation, no tools required.

The front loader operates at a fast cycle time thanks to Kubota's series valve regenerative hydraulic circuit allowing for simultaneous operation which is usually found on larger and more expensive tractors.

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