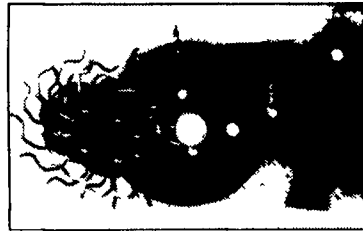


New Fertilizer Coultter Recently Introduced By Great Plains Mfg.

SALINA, Kan. — Great Plains Mfg. Inc. recently introduced an all-new fertilizer coultter to add to its line of precision planting components and attachments. The Vantage III fertilizer coultter uses a specially designed "foot" to apply liquid starter fertilizer under the ground.

Research shows that starter fertilizer will increase corn yields on average of 7 to 10 bushel per acre. If conditions are right and placement is more precise, yields can be increased by as much as 25 to 30 bushel!

Rick Hanson, marketing manager for Great Plains Mfg. Inc. said "The trick — get optimum placement with your starter. The industry standard has been 2 inches over and 2 inches down (2x2). In furrow placement can 'burn' and reduce stand counts and yields. The 2"x2" method is safe, but our research shows it is too far



The all-new Vantage III fertilizer coultter added to Great Plains Manufacturing line of attachments.

away for quick response. Both of these problems are solved with Vantage III.

Vantage III puts the starter 1/8-inch to 1/4-inch below and 1/2-inch on both sides of the seed. You not only get optimum fertilizer placement, it also vastly improves your seedbed conditions as well. Vantage III lifts the soil slightly as it goes through the soil to create a 'tilthy' seed zone environment."

Agway Farm Seed FS Seeds

WARNERS, N.Y. — Agway Farm Seed, formerly a business unit of Agway, Inc., has announced the change of the business name to FS Seeds.

The change to FS Seeds is part of a renewed focus on quality products, customer service, and stability enhanced by the organization's new parent company, Growmark, Inc.

"The added resources of our parent company, coupled with

the experience and dedication of the FS Seeds employees, will enable us to better serve Northeast and Mid-Atlantic growers," said FS Seeds director, Martin Dunton.

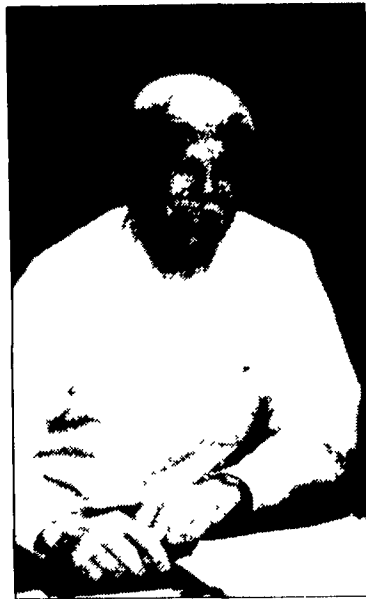
FS Seeds will offer a comprehensive product line of seed corn, alfalfa, forage grasses, and soybeans, complete with a wide range of technology traits and genetics adapted to the Northeast and Mid-Atlantic regions.

Williams Joins Chesapeake Fields Institute

CHESTERTOWN, Md. — Chesapeake Fields Institute (CFI) has announced the appointment of S. Lansing Williams, CPA, as Director of Administration/Accounting. CFI is a local non-profit organization seeking to increase the profitability of mid-Atlantic area family farmers.

Williams will oversee the administration of grant funds, provide leadership with strategic planning and oversee organizational and project budgeting. He brings an extensive array of experience in all aspects of financial and administrative management including a broad knowledge of financial information systems and spread sheet analytical tools.

As a self-employed financial consultant, Williams has worked with a number of start-up companies, as well as having served as controller for several Washington area companies. He has worked as an instructor/lecturer for the USDA Graduate School in Washington, D.C., and is currently a volunteer financial advisor for Common



S. Lansing Williams

Ground on the Hill in Westminster.

He holds a bachelors degree from the University of Maryland, College Park, and is a graduate of the MBA executive program at Loyola College in Baltimore.

New Report Covers Benefits Of Precision Agriculture

ATLANTA, Ga. — A new field report has just been released that covers the big picture and benefits growers are achieving by using the tools of Precision Agriculture.

Titled "Precision Agriculture, Today and Tomorrow," the 8-page report also goes in-depth on a North Dakota multi-crop farm operation showing step-by-step details of how a producer manages his acres for wider profit margins with this technology.

"Precision Agriculture is moving from a specialty area to a mainstream management practice," said Jerry Schmitt, general marketing manager for FIELDSTAR, with the AGCO Corporation. "Growers have been gathering more detailed information on their fields, analyzing their maps and working on advanced techniques like variable rate applications of fertilizers and other crop inputs," he said. "Plus, they have more accurate overall records of the farming operation."

"This report captures some of this and shows in-depth how one producer does it successfully on a number of crops," said Schmitt.

The report includes field

maps, satellite images, and other specific details of the Carson Farms operation in St. Thomas, N.D. Owner/operator Pete Carson notes that his Precision Agriculture program has been built around the Fieldstar office computer and helps him reduce crop inputs, especially nitrogen fertilizer, as well as adjust other

variables to increase profit margins.

To get a copy of "Precision Agriculture, Today and Tomorrow," call (800) 767-3221, visit www.agcocorp.com and select North America and Request Literature, or visit a local AGCO farm equipment dealer in your area.

Chester Co. Accepting Farm Preservation Applications

WEST CHESTER (Chester Co.) — Farm owners interested in preserving their farm may sell an agricultural conservation easement, otherwise known as development rights, to the County of Chester and/or Commonwealth of Pennsylvania. The purpose of the Agricultural Conservation Easement Program is to preserve viable agricultural lands in Chester County.

The Chester County Agricultural Conservation Easement Program is a voluntary program that financially compensates farm owners for placing a perpetual agricultural conservation easement on their land. The easement allows the farmer to continue farming, but insures that the land will never be developed.

The Chester County Agricultural Land Preservation Board

has 168 farms totaling 16,600 acres under agricultural conservation easement.

The Commonwealth-County program is open to all Chester County landowners with farms of 50 acres or more located within an Agricultural Security Area. (Smaller farms of 10 acres or more, are permitted to apply, if they are adjacent to farms already under easement.) Farms applying to the program will be ranked based on soil quality and other factors that are addressed in the information you may request.

Contact the Chester County Agricultural Land Preservation office at (610) 344-6285, or 601 Westtown Road, GSC, Suite 270, P.O. Box 2747, West Chester, PA 19380 for application and program guidelines. The deadline for applications is September 1.

Farm Workforce Management Issues Topic Of Proceedings

ITHACA, N.Y. — Owners and managers of farms, horticultural businesses, and agrisure businesses can learn to create a work environment that motivates employees and is productive, profitable, safe, and worker-friendly.

The proceedings of a conference entitled "Workforce Management for Farms and Horticultural Businesses: Finding, Training, and Keeping Good Employees," which took place January 13-15, 1999, in Camp Hill, Pa., includes papers on various aspects of farm workforce management by experts from the fields of human resources, law, business, academia, and government.

The proceedings Workforce Management for Farms and Horticultural Businesses: Finding, Training, and Keeping Good Employees, NRAES-117 (\$15 plus S&H/sales tax, 140 pages, January 1999), offers fourteen papers, including discussions of such key issues as the value of employees, communicating the business's mission, and managing a multicultural workforce.

In addition to owners and managers of farms, horticultural businesses, and agribusinesses and professionals who advise them, this publication will be of interest to managers and owners of businesses not big enough to have a human resources depart-

ment, public- and private-sector farm advisors, professionals in the service and supply industry, agricultural educators, and government agency staff.

Workforce Management for Farms and Horticultural Businesses: Finding, Training, and Keeping Good Employees, NRAES-117, is available for \$15 per copy plus shipping and handling from NRAES, Cooperative Extension, PO Box 4557, Ithaca, NY 14852-4557.

For more information or a free copy of our publications catalog, contact NRAES by phone at (607) 255-7654, by fax at (607) 254-8770, or by e-mail at NRAES@CORNELL.EDU.

Seminar To Address Feed Efficiency

LITITZ (Lancaster Co.) — Are you interested in a potential \$1 per CWT increase in profit for your milk?

If so, producers can attend a free seminar on feed conversion efficiency hosted by Keenan USA and Binkley & Hurst Brothers.

The seminar is scheduled Monday, July 21, from 11 a.m.-2 p.m. at the Lititz Family Cupboard Restaurant, just west of Rt. 501 off Newport Road.

Scheduled to speak are:

- Tony Hall, senior TMR specialist, Keenan USA.
- David E. Beever, professor, Center for Dairy Research, United Kingdom.
- Corwin Holtz, director of

technical support at CPG Nutrients, Syracuse, N.Y.

Call Jim Huber or Matt Breneman at Binkley & Hurst

Ziacik Named Agway Feed & Nutrition Vice President Of Sales

SHIPPENSBURG (Cumberland Co.) — In a move to unify and coordinate the company's overall marketing and sales efforts, company president David E. Durr announced that Frank A. Ziacik Jr. has been named vice president of marketing and sales for all of Agway Feed & Nutrition.

Ziacik moved from the position of dairy marketing and sales manager to his new role on Jan. 24. "In the past year, Frank has demonstrated his leadership capabilities as the person responsible for marketing our dairy feed business," Durr says. "In this expanded leadership role, he will continue to develop new programs that demonstrate our technical expertise and customer commitment that sets us apart from the competition."

Brothers to reserve your lunch. Out of the area code, call toll-free (800) 626-4705; inside the 717 area code, call 626-4705.

In this new position, Ziacik is responsible for the company's marketing program and sales force, who handle bulk dairy, equine, and specialty feed sales.

Ziacik joined Agway in July of 1990 as a management and sales trainee. One year later, he became a dairy nutrition specialist. In April of 1996 he was named as the sales manager for eastern Pennsylvania, supervising 11 salespeople. Frank took on additional duties as the dairy marketing and sales manager in October 2001.

Ziacik is a graduate of Penn State University with a B.S. degree in Agricultural Business Management and is currently pursuing his MBA from Shippensburg University of Pennsylvania. He lives in Chambersburg, with his wife, Jamie, and their two sons.

