

Farm Show 2004 Exhibitor Spotlight

Exclusive to
Lancaster Farming

Sollenberger Silos Marks 20 Years At The Farm Show

CHAMBERSBURG (Franklin Co.) — This year's Farm Show will mark the 20th anniversary of the Sollenberger Silos exhibit in Harrisburg. Since 1983, Sollenberger Silos has utilized the Farm Show as an opportunity to develop leads for their business.

"It is a good opportunity to meet farmers. Typically the Farm Show has been our best leads for silos," said Bob Francis, national sales manager. "The Farm Show is a place to talk to farmers about their storage needs and we would like to meet their storage needs."

Sollenberger Silos Corporation, founded by Avery Sollenberger, has been in business since 1908. The company changed hands in 1982 when it was purchased by Craig Nitterhouse. Since the company's purchase in 1982, they have remained a permanent fixture at the Farm Show.

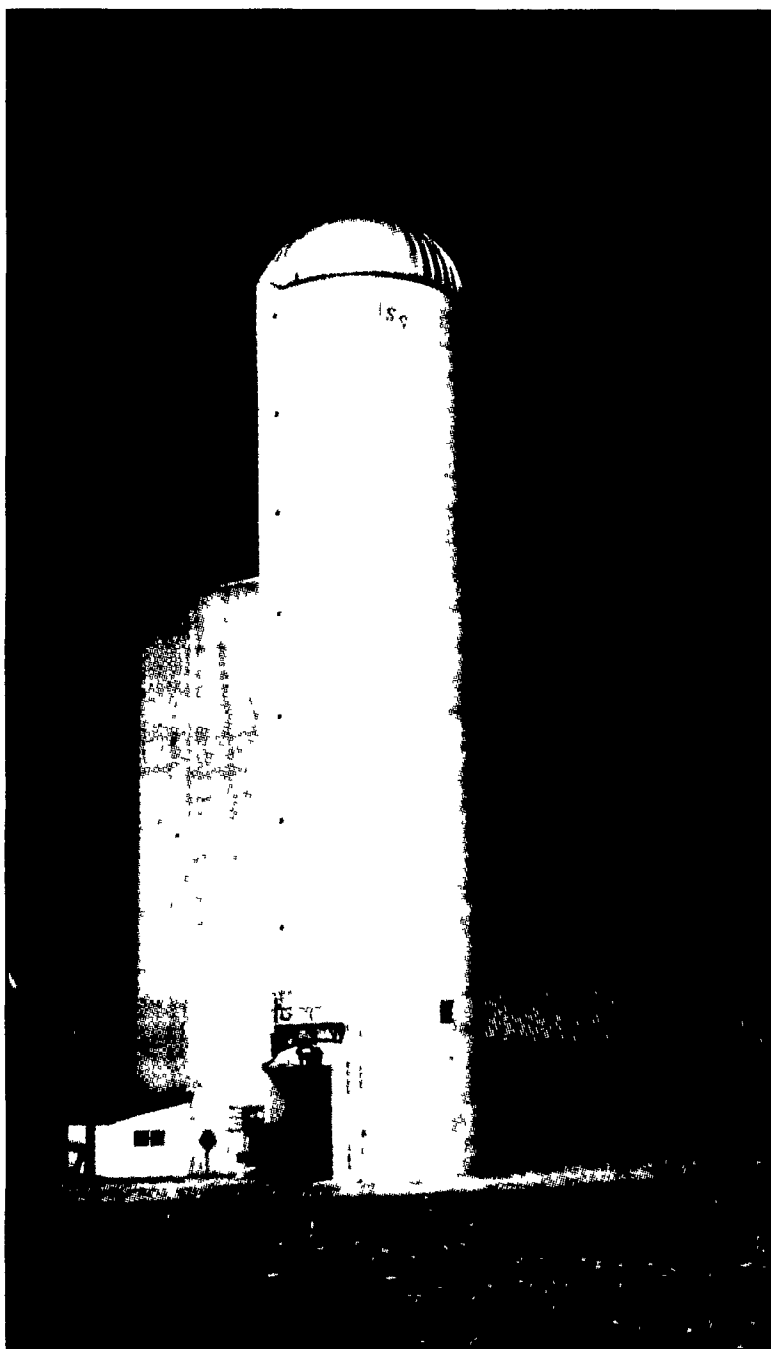
This year, they will be located in the new Exposition Hall, where their 20-foot area display

will have pictures depicting their various services and storage options in addition to literature on their products.

"We have a wide-ranging business," said Francis. The company's product lines include upright silos, bunker silos, manure storage, farm equipment, and items for non-agricultural use, such as cell phone towers and industrial storage.

"In 1997, we received a call from a cell phone company," said Francis. "The local area did not want a steel tower. (As a compromise,) a farmer suggested a silo." Since then Sollenberger has worked with several large cell phone companies to install cell phone towers on top of silos.

Francis also said that the Farm Show is an excellent opportunity to meet with the nonfarm public and develop new leads, such as municipalities for storage of cinders and salt for winter road maintenance.



This silo one of the many built by Sollenberger Silos measures 24 feet in diameter and 104 feet tall. The silo has an elevated floor for truck drive through, so the truck can be loaded quickly. The silo is equipped with the Big Jim Quantum loader for fast filling and fast feed delivery.

Foundation Offers Scholarships

DENVER, (Colo.) — Deserving college students who intend to pursue careers in the beef industry have a chance to supplement their education thanks to the Chicago Mercantile Exchange (CME) and the National Cattlemen's Foundation (NCF). More than \$25,000 in cash scholarships and prizes will be awarded to students in the NCF's 14th annual CME Beef Industry Scholarship Program now underway.

Each of 20 students will be awarded \$1,250 in the program, with one student selected to also receive the top prize of an expense paid trip to the 2004 Cattle Industry Annual Convention and Trade Show in Phoenix, Ariz., Jan. 28-31, 2004.

Students applying for the scholarship may pursue careers in agricultural education, communications, production, research or any another area related to the beef industry. Materials should be postmarked no later than Nov. 28, 2003, and submitted to: Chairman Bob Josserand, National Cattlemen's Foundation, 9110 E. Nichols Ave., Ste 300, Centennial, CO 80112.

More information is available at the www.beef.org Web site under the quick links and then scholarship information, or by calling Marvin Kokes at (303)-350-3339.

Purdue To Feature Results Of Producer Survey During Conference

WEST LAFAYETTE, Ind. — Survey results of the 2003 Commercial Producer Project soon will be released by the Center for Food and Agricultural Business at Purdue University.

"Serving Commercial Producers: Meeting Needs, Adding Value" is the title for this year's National Conference for Agribusiness, which is being planned for November 19-20, on the Purdue campus in West Lafayette, Ind.

This is one of the largest surveys of its kind and is much anticipated by the agribusinesses that interact with these producers. This comprehensive survey includes results of interviews

with more than 2300 large commercial US agricultural producers in each of the following segments of the marketplace: corn/soybean; wheat/barley/canola; cotton; vegetable; swine; dairy; and beef.

Survey responses come from virtually every part of the U.S. and focus on those operations with more than \$500,000 in annual gross farm income.

For more information, contact the Center for Food and Agricultural Business at (765) 494-4247, or send e-mail to agbusinessinfo@purdue.edu.

CONESTOGA

WATER WAGON

"The Freshest Water on the Trail"

Pools • Power Washing • Wells • Cisterns
Stainless Steel Water Truck Rentals
24 hours a day • 8 days a week

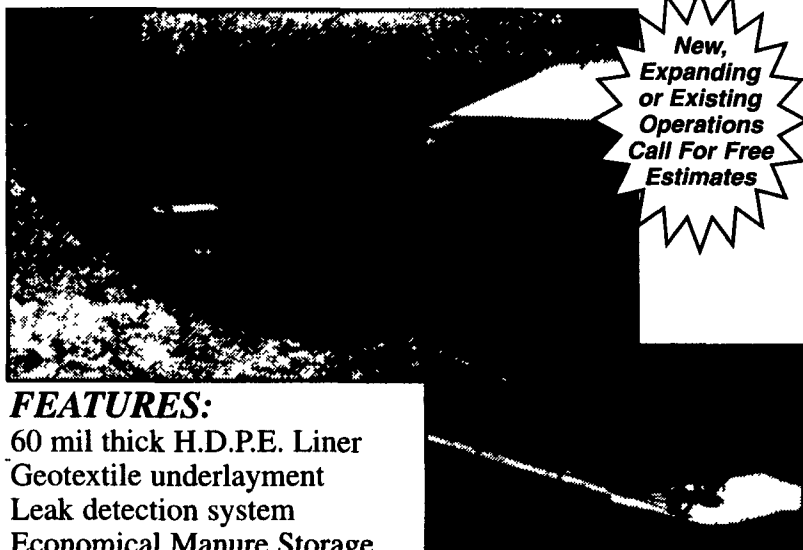
Conestoga Water Wagon

P.O. Box 31
Conestoga, PA 17516

717/629-2756

SITE EXCAVATION

Installation of H.D.P.E. Liner Systems for:
Dairy, Hog, and Veal Manure Storage Facilities
Golf Course and Recreational Ponds



New,
Expanding
or Existing
Operations
Call For Free
Estimates

FEATURES:

- 60 mil thick H.D.P.E. Liner
- Geotextile underlayment
- Leak detection system
- Economical Manure Storage
- Seals manure in, subsurface water out
- Concrete ramp for manure agitation and pumping



1942 Camp Swatara Road • Myerstown, PA 17067
Ph: (717) 933-8853 • Fax:(717) 933-8078

CASE IH

McCORMICK
INTERNATIONAL USA INC.

PEQUEA

DeGelman

Effective Monday, Nov. 3, 2003
Parts Dept. Hours
As Follows:

Monday - Friday 7AM - 5PM
Saturday 7AM - 12Noon

KEENAN

KNIGHT

GEHL

Egger Beaver
TRAILERS

No Matter
Where You Are -
You're Never
Too Far!

Your Parts Are
Just A Phone
Call Away!

FLISKY

"BETTER-BILT"

MONOSEN

KINZE
CORN PLANTERS &
GRAIN CARTS

SUNFLOWER

Redline
TRAILER REPAIR PARTS

HARLO

RHINO
by Athens

ATHENS
Disk Harrows
Coulters
Chisels
ChiselPlows

ups **FedEx** **McMaster-Carr**

MasterCard VISA DISCOVER

BINKLEY-HURST
BROS. INC.

133 Rothsville Station Rd. • Lititz, PA 17543
717-626-4705

Machinery Sales
M-F 7 to 5 Sat. 7 to 11:30
PARTS DEPT. HOURS:
Monday-Friday 7 AM to 5 PM
Saturday 7 AM to Noon
After Hours Emergencies
Call (717) 626-0885
(717) 626-5159
Sun. Closed - Lord's Day

We can communicate with you by phone 1-800-414-4705,
fax 717-626-0996 and e-mail info@binkleyhurst.com