

AG BUSINESS NEWS

Auction for Five NJ Farms Set for Feb. 22

CLINTON, N.J. — Five Burlington County, N.J., Farms totaling 730 acres, are set for the auction block next month. The farms are in Columbus, Springfield, Hainesport and Shamong Townships.

Max Spann Real Estate and Auction Co. has scheduled the auction for the properties at 1 p.m., Feb. 22 at Rutgers EcoComplex Environmental Research and Extension Center, 1200

Florence-Columbus Road in Bordentown.

In case of severe weather, the auction will take place the following day, Feb. 23, at the same location. Previews of properties were scheduled noon-3 p.m. Feb 1 and Thursday, Feb. 9.

"Burlington County has a rich history of agriculture," said Max Spann, president and CEO of the firm. "Bur-

lington County leads the way in preserving farmland and open space. These five properties are some of the best farmland the county has to offer, ideal for vegetables, corn and all sorts of crops."

The farms include large areas for farm stands and agritourism. Each is between 100 and 200 acres of preserved farmland, with fertile soil and open spaces.

One farm, at 2834 & 2900 Route 206, Springfield Township, features a three-acre farmers market. A balance of fields and woods makes it a good location for livestock and crops.

Two other Springfield farms, at 2800 Route 206 and 2278 Monmouth Road, have rich soil for crops and riding trails, making them good locations for vegetables, grapes and crops.

The farms at 1015 Mount Laurel

Road in Hainesport Township and 1418 Old Indian Mills Road in Shamong Township are also good locations for crops, livestock, farmers markets and horses.

Call 888-299-1438 for the property information package. For more information about Max Spann's Farm Auction Division, visit maxspann.com, Facebook/MaxSpann or Twitter/MaxSpann.

Elanco Animal Health to Acquire Feed Enzyme Producer

GREENFIELD, Ind. — Elanco, the animal health division of Eli Lilly and Co., has announced that Lilly has signed an agreement to acquire ChemGen Corp., a privately held bioscience company specializing in the development and commercialization of innovative feed enzyme products that improve the efficiency of poultry, egg, and meat production.

Feed enzymes are naturally occurring digestive enhancers that can help animals unlock and better use nutrients in the feed that were otherwise unavailable.

The acquisition will provide Elanco with a portfolio of leading feed enzyme products, as well as a pipeline of innovative compounds in development.

ChemGen will continue research and administrative operations at its current location in Gaithersburg, Md., and manufacturing activities at its facility in Terre Haute, Ind., as well as its present sales and field service operations.

Upon closing of the transaction, ChemGen will become a wholly owned subsidiary of Lilly and an operating unit of Elanco.

"Our focus at ChemGen is to develop innovative feed enzyme products, which aligns well with Elanco's goal of using technology solutions to meet the world's growing demand for food," said Bernie Treidl, president of ChemGen. "My team at ChemGen looks forward to joining Elanco and working together to meet that goal."

The transaction is expected to close in the first quarter this year, contingent upon clearance under the Hart-Scott-Rodino Anti-Trust Improvements Act and other customary closing conditions.

Financial terms of the transaction were not disclosed.

Wenger Feeds Celebrates Safety, Service With Awards

RHEEMS, Pa. — More than 160 mill employees and truck drivers received awards for safe work performance at Wenger Feeds' annual Safety and Recognition Banquet on Jan. 21. In addition, eleven locations received awards for achieving zero OSHA recordable incidents for 2011.

The Rheems-based feed manufacturer has an in-house state-certified safety program and has consistently achieved OSHA-recordable rates that are lower than the industry average.

"There are many outstanding employees who contribute daily to Wenger's safety record. Some of them have had 20 and even 30 consecutive safe working years," said Rebecca Ranck, compliance coordinator.

In addition to safety awards, feed driver Joel Silverio and mill operator Brian Boyer were honored as employees of the year. Recognition Awards went to 24 employees with 10, 15, 20, 25, 30, and 35 years of service.



Photo courtesy Forrester Farm Equipment
Cory Forrester of Forrester Farm Equipment in Chambersburg, Pa., drives Jay Leno's Lil Tug off the celebrity auction block.

Celebrity Tractor Auction Raises \$545,000 for Veterans

SCOTTSDALE, Ariz. — Cory Forrester of Forrester Farm Equipment in Chambersburg, Pa., had the honor of driving the New Holland Boomer compact tractor that had been nicknamed Lil Tug by the crew of Jay Leno's garage off the block at the Barrett-Jackson Scottsdale Auction, where the "Tonight Show" host had raised \$535,000 for the Fisher House Foundation, which provides free housing to families visiting patients at military hospitals around the world.

Lil Tug was no ordinary tractor. Not only did it work in Leno's garage for nearly five years, pulling and positioning his array of collector vehicles, it also bore the signatures of Leno and former President George W. Bush, a staunch supporter of America's military and their families.

Midway through the bidding, New Holland Vice President Abe Hughes told the audience that New Holland would also offer a New Holland Rustler utility vehicle to the highest bidder, and Leno added to the incentive with an invitation

for a personal tour of his garage and car collection, plus VIP tickets to NBC's "Tonight Show."

Forrester described the Jan. 21 auction as "one of those top 10 events in your lifetime that you'll never be able to experience again."

The evening before the auction, the dealers and staff representing New Holland gathered for dinner, he said, and naturally the topic of the evening was speculation on how much Lil Tug would bring at auction.

"Abe Hughes didn't want to put any expectations on it, but he was expecting something in the range of \$200,000 to \$300,000," Forrester said. "I thought for charity, realistically maybe \$100,000 would be a lot of money. But \$535,000 was way over my expectations."

When the Lil Tug went on the auction block that Saturday evening, not only were there thousands of spectators in the audience, there were countless others watching the proceedings live on SPEED TV or on streaming video on the Internet.

"When the tractor went on the stage, all the dealers that were there

got to walk up on the stage and you could hear the announcer saying over the public address system, 'Hey, what are all those people doing? It's Jay Leno behind the wheel of his Lil Tug.'" Forrester said. "That was a great feeling—it was almost like going out onto the field during a big football game when all the team blasts through while the crowd is cheering."

As the auction ended, and Forrester pulled the Lil Tug into the media tent, the tractor lived up to its celebrity tractor billing.

"The media tent was just jammed with people. When I pulled the tractor in there, they were there for the tractor. Then Jay Leno came in, Abe came in, (Fisher House Foundation CEO) Ken Fisher came in, and the guy who bought the tractor came in for interviews and pictures," Forrester said.

"I was pretty proud," he said. "For the New Holland family, this was a pretty big deal. ... New Holland had the foresight to plant the seed and get Jay Leno involved to do something awesome for the brand."

Silfee Joins Susquehanna Bank as Ag Lender

LANCASTER, Pa. — Susquehanna Bank has hired Keith Silfee as an agricultural lender, based at its Blue Ball office at 1060 Main St.

In this role, Silfee will be responsible for lending to the agricultural farm sector in a five-county area, including Berks, Lehigh, Bucks, Montgomery and Chester counties.

Silfee previously worked at National Penn Bank as vice president, commercial lender. He has 26 years of experience in the banking and financial services industry, primarily in agricultural lending.

A resident of Robesonia, Silfee is a committee member of the Mushroom News magazine and treasurer for the Community Awareness Committee, both of the American Mushroom Institute.

He graduated from Penn State University with a degree in agricultural business management and economics.



Keith Silfee

Ceresville New Holland/ Sheepman Supply to Celebrate 65th Anniversary

FREDERICK, Md. — Ceresville New Holland/ Sheepman Supply Co. will celebrate 65 years in business with an annual open house 8 a.m.-2 p.m. Saturday, Feb. 11, with food, informative displays, door prizes and great deals for customers interested in farm equipment and supplies.

A free pancake and sausage breakfast will be served 8:30 a.m.-noon. Representatives from Bush Hog, Dixie Chopper, Kioti Tractor, Kuhn, New Holland, Crystalx, Rhino and Ritchie will be present to answer product questions.

An 11 percent discount will be honored for parts and livestock supply purchases paid by currency or check; for debit and credit cards, the discount will be 9 percent.

Ceresville New Holland and its subsidiary Sheepman Supply are on Maryland 26 (8102 Liberty Road) east of Frederick. For more information, call 301-662-4197, visit ceresvillenh.com or sheepman.com, or search for Ceresville New Holland on Facebook.

Organic Valley Adds 212 New Farmers

La FARGE, Wis. — Organic Valley, the nation's largest cooperative of organic farmers and a leading organic brand, announced in its 2011 year-end results that it has brought on 212 new farmers in regions such as Pennsylvania, Vermont and California for 12 percent member growth across the country.

The organic cooperative also increased sales from \$620 million to \$715 million for 15.3 percent growth, and donated more than \$2.2 million to nonprofit organizations dedicated to advancing organic food and farming.

"We measure our success against our mission," said George Siemon, chief executive and founding farmer of Organic Valley. "For us, that means keeping farmers on the land, being responsible stewards of the environment, and supporting rural communities."

Last year, Organic Valley launched the latest of its regional milks, New York Fresh, produced, bottled, distributed and sold in the Empire State to ensure fewer miles from farm to table and support local economies, including the 113 New York farm families that produce it.

The year was not without hardships, as feed and other input costs skyrocketed, which together with lost acreage and carryover issues from the recession and oversupply era caused a shortage in organic milk supply.

In response, Organic Valley will increase its farmer-owner pay price by \$2 per hundredweight of milk, beginning in March.

Including the March 2012 pay price increase, Organic Valley farmer-owners will earn an average national pay price of \$30 per hundredweight, which exceeds the average pay price for a conventional farmer by about \$10.

Kauffman's Animal Health Appoints New Sales Director

LEBANON, Pa. — Kauffman's Animal Health Inc. has announced the addition of Larry Whitaker as director of sales and marketing. He brings with him more than two decades of sales and marketing experience in the feed industry, and most recently was employed by Pennfield Feeds as a regional sales manager.

In his new position, Whitaker will provide sales and marketing support to expand the Kauffman's equine supplement line and the Lira Animal Health line of bovine nutritional supplements.

"We're delighted to welcome Larry to the Kauffman family business," said Tom Kauffman, vice president of Kauffman's Animal Health. "His knowledge and sales experience will be invaluable in taking our sales and marketing efforts to the next level."