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DECEMBER 2012 • VOL. 12, NO. 10



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**Kentucky**  
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A steady stream of technological advances has enabled American farmers to produce more with less land, chemicals and labor. Water, however, remains a constant resource for producing the volume of crops and livestock to meet our needs. This year's drought was a dire reminder of that. Access to water for crop and livestock production looms as a critical issue for many farmers. Equally important is protecting the quality of those water resources.



Today's farmers are under constant pressure to ensure that their production practices do not impair public waterways. In the Chesapeake Bay watershed encompassing parts of Virginia, Maryland and Delaware, a firestorm has raged for months over the Environmental Protection Agency's plan to regulate farms. During a recent visit to that region I listened to dozens of farmers express their concern about how new regulations could impact their operations. These farmers want to do what's right, but also want to be guided by standards justified by sound science.

Here in Kentucky, farmers have been guided by a landmark program known as the Agriculture Water Quality Law. Enacted in 1994, this statewide program requires farmers to have a state-approved plan to comply with accepted agricultural practices for protecting water quality. This is supplemented by a highly-utilized cost-share program to help farmers take the steps necessary for compliance. Across the state there are hundreds of examples of how this program has made a difference. The cost-share concept is so popular that the annual requests far exceed the available funds.

Access to water has emerged as an obstacle to farming in many areas of Kentucky. Water availability also is a concern for rural communities, and is important for many reasons. In the agriculture sector, around 15 percent of our nation's farmland is irrigated and producing crops valued at about \$70 billion annually. Access to clean water also is vital to contemporary production techniques for poultry, hogs and dairy cows. And then there are industries in rural communities that rely on clean water for manufacturing products or cooling machinery.

These and other water issues impact all Kentuckians. I assure our valued members that Kentucky Farm Bureau continues to support policies and programs that keep our water supplies safe. The next step is to pursue avenues to determine how our farmers can gain consistent access to the water resources they need to produce our food. This is not only an economic issue, but it's also crucial to securing our food supply.

**MARK HANEY**

**PRESIDENT**

**KENTUCKY FARM BUREAU**

# KEC'S NORTH WING NAMED FOR HAROLD WORKMAN



**A**griculture interests have ensured that Harold Workman's many contributions to the industry won't be forgotten after he retires at the end of this year as the long-time President and Chief Executive Officer of the Kentucky State Fair Board.

Thanks to a project spearheaded by a recognition committee chaired by KFB Executive Vice President David S. Beck, the entrance to the North Wing Lobby of the Kentucky Exposition Center sports a huge sign noting that it is named for Harold Workman. Inside the hall is a plaque bearing his name.

Several hundred people were on hand last month for a dedication ceremony honoring Workman, who has headed the Fair Board staff since 1993, overseeing tremendous growth of both the facility and the agricultural events that it hosts. The ceremony was held in conjunction with the North American International Livestock Exposition (NAILE), which Workman played a key role in developing into the world's largest show.

Beck coordinated a private fundraising project to pay for the signage and for the ceremony, which he emceed. In welcoming remarks, Beck described Workman as "a tremendous agricultural leader." The ceremony, he said, was to "recognize the tremendous contribution he made to the development of this facility."

Beck was followed by a series of speakers who cited Workman's many contributions to agriculture and youth development. Bill Tolle of Maysville, a long-time Fair Board member who also was instrumental in the development of NAILE, as well as the Kentucky State Fair shows, said of his close friend: "I honestly can't think of anyone who has done more for agriculture. The future of agriculture is in better hands because of Harold's commitment."

It was announced that youth leadership and college scholarship programs would be established in Workman's name.



With KFB Executive Vice President and ceremony emcee David S. Beck joining him on stage, Harold Workman thanked the large crowd for the recognition.

C. Oran Little, the retired Dean of the UK College of Agriculture, recalled that Workman came from a humble farm background in Livingston County and worked tirelessly with the animal sciences programs at UK. So much so, Little said, that Workman resided in the animal care facilities at the university farm.

After graduation Workman worked in various capacities with livestock shows throughout the state. Little said Workman played a key role in helping to "reactivate and re-energize our county livestock shows." He went on to say that Workman has exhibited "that big vision; but also works the details."

Another tribute came from legendary cattleman John C. "Jack" Ragsdale, who also was instrumental with NAILE. Ragsdale, who is world renown for his work with Shorthorn cattle, noted that NAILE began with five cattle breeds and a \$50,000 state appropriation.

"You will not be forgotten," he said to his close friend.

Workman was joined at the ceremony by his wife, Lisa, and many family members. During a brief address, he quipped that the event "is almost like a happy wake – you put signs on buildings after people die." On a serious note, he said: "I have had the distinct honor and privilege to serve in many capacities in Kentucky agriculture."

Workman received the prestigious KFB Service to Agriculture award in 1995.





Over the course of its 93-year history, Kentucky Farm Bureau has developed a reputation as an organization its members can count on. We are widely known for representing farm families in the public policy arena. We've also been a trusted friend to rural communities and the many families that carry our insurance products.



We've worked hard to put the Kentucky Farm Bureau name on par with a Good Housekeeping seal of approval. Whether it's a product, service or program, we want our members to be confident that a Farm Bureau connection ensures excellence.

Our member services programs are a good example. We currently have more than 30 programs that were implemented after we were confident that you would be satisfied with the particular products or services. We haven't simply signed on with anyone willing to offer discounts and services to our sizeable membership. Rather, we've carefully selected the businesses we associate with; to protect your interest as well as the Kentucky Farm Bureau brand.

I hope you will take advantage of these programs. They truly add value to your Kentucky Farm Bureau membership by providing an opportunity to save hundreds, or perhaps even thousands, of dollars on products and services that most everyone utilizes at some point.

We're planning to have even more to offer in the future as we look for opportunities to further maximize your membership. The KFB Federation will be partnering with our insurance company to offer an expanded list of discounted products and services available to our valued members. Some of the choices will include glass products for homes and businesses and a wide variety of farm production items. You will be hearing about these opportunities in the months ahead.

For detailed information on your member services program, go to [kyfb.com](http://kyfb.com).

DAVID S. BECK

EXECUTIVE VICE PRESIDENT

Kentucky Farm Bureau is a voluntary organization of farm families and their allies dedicated to serving as the voice of agriculture by identifying problems, developing solutions and taking actions which will improve net farm income, achieve better economic opportunities and enhance the quality of life for all.

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# MEMBER BENEFITS GUIDE



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# TAX POLICIES LOOM LARGE FOR 2013

**K**FB concluded its 93rd annual meeting with its Board of Directors approving condensed lists of priority issues for 2013. Tax policies top the list on the state legislative agenda, with emphasis on a statement expressing opposition to any attempt to freeze the state real property tax rate. KFB supports preserving the current law which

limits annual revenue from property taxes to no more than a four percent hike, plus new growth. This provision was a key part of House Bill 44 which KFB worked hard to see enacted in 1979.

In his annual address to members, KFB President Mark Haney pointed out that freezing the rate likely would amount to continuing increases as property values rise. The Pulaski County farmer advised

the group to ensure that their respective legislators were aware of KFB's rationale for opposing a revision of the property tax structure.

"While House Bill 44 has resulted in a lower rate over the years, it has not caused a decline in state revenue from property taxes because valuations have risen," Haney explained. "With land representing such a valuable resource to most farmers, it's critical that we protect the structure established by House Bill 44. A significant rate increase would hit farm families hard."

KFB also wants to ensure that the state sales tax exemption for production agriculture is not impacted by any tax reform package. Additionally, it has policy to extend the exemption to production items used in the equine industry.

"The exemption is very important to the bottom lines of our farmers," said Haney. "Another aspect to consider is the potential impact on the Kentucky businesses that sell these inputs to farmers. A tax likely would prompt many farmers to make their purchases from businesses in surrounding states."

Other state legislative priorities include:

- \*Support for the state's career and technical education programs.

- \*Supporting effective wildlife management that will reduce the population in an effort to alleviate continued crop and livestock losses and auto accidents.

On the national level, KFB calls for addressing the budget deficit "with the goal of reaching a balanced budget." Other priorities include:

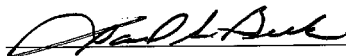
- \*Permanent repeal of the estate tax and further reductions of capital gains taxes.

- \*Reforming the H-2A farm worker program to make it more reliable, economical and accessible.

"We have some key public policy challenges in the year ahead," said Haney. "Our broad range of policy positions are aimed at strengthening our farm economy and providing farm families with essential programs and services."


## NOTICE ANNUAL POLICYHOLDERS' MEETING OF KENTUCKY FARM BUREAU MUTUAL INSURANCE COMPANY

The annual meeting of the policyholders of Kentucky Farm Bureau Mutual Insurance Company will be held on Tuesday, March 12, 2013, 10:00 a.m. (Eastern), at the home office of the company, 9201 Bunsen Parkway, Louisville, Kentucky, for the purpose of (1) electing directors of the company, (2) to receive the annual report of its officers, and (3) to consider any other business that may come before said meeting.

 Secretary

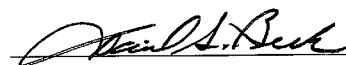
## NOTICE ANNUAL STOCKHOLDERS' MEETING OF THE FB INSURANCE COMPANY

The annual meeting of the stockholders of The FB Insurance Company will be held on Tuesday, March 12, 2013, 1:00 p.m. (Eastern), at the home office of the company, 9201 Bunsen Parkway, Louisville, Kentucky, for the purpose of electing directors of the company and to consider any other business that may come before said meeting.

 Secretary

## NOTICE ANNUAL STOCKHOLDERS' MEETING OF KENTUCKY FARM BUREAU INSURANCE AGENCY, INC.

The annual meeting of the stockholders of Kentucky Farm Bureau Insurance Agency, Inc. will be held on Tuesday, March 12, 2013, 2:00 p.m. (Eastern), at the home office of the company, 9201 Bunsen Parkway, Louisville, Kentucky, for the purpose of electing directors of the company and to consider any other business that may come before said meeting.

 Secretary



# TOP OFFICERS ARE RE-ELECTED

**P**ulaski County farmer Mark Haney was re-elected president of KFB. Also re-elected were Webster County's Eddie Melton as First Vice President and Hart County's J. Fritz Giesecke as Second Vice President. They comprise KFB's Executive Committee along with Executive Vice President David S. Beck.

Haney has served on the Executive Committee for 14 years and has been a state director since 1993. For years he chaired the State Resolutions Committee. He is a past president of the Kentucky Center for Cooperative Development and the Kentucky Horticultural Society. A former President of the Pulaski County FB, Haney and his brother, Don, produce apples, peaches and cattle. They sell fresh produce from their orchards – as well as cider, jellies, baked goods and other products – at a KFB Certified Roadside Market located on the farm. He and his wife, Marlene, have two sons and a daughter.

Melton, a former President of Webster County FB, is chairman of KFB's State Resolutions Committee and Health Care Task Force. He also was chairman of KFB's Farm Bill Task Force, which conducted statewide forums and sought input from Kentucky farmers on provisions of the 2008 farm bill. Melton additionally serves as chairman of the board for the Southern States Cooperative. He and his wife, Regina, have a daughter.

Giesecke serves as the chair of KFB's Beef Cattle Advisory Committee and is a member of KFB's Farm Labor Advisory Committee and Health Care Task Force. He also serves on the executive committee of the U.S. Meat Export Federation. Giesecke has been an active member of the Hart County FB for over 30 years where he has held a variety of leadership positions, including county president. He additionally served 25 years as county supervisor for the local soil conservation district. Giesecke and his wife, Lydia, have a daughter and a son, and farms in Horse



Goin' to Bat ...

KFB Public Affairs Director Jeff Harper presented a Louisville Slugger bat to House Republican Leader Jeff Hoover during the legislative breakfast. Hoover was the keynote speaker.

Cave, KY.

Four new members were elected to the board this year: Glenn Howell of Fulton County replaces the retired Randall Heath of Graves County. Holden Williams of Breathitt County fills the position vacated by Charlie Benge of Laurel County. Fayette County Extension Agent Nick Carter replaces Kevin Lyons of Monroe County as the board's representative from the Kentucky Association of County Agricultural Agents, and Jason McGlone of Carter County replaces Brent Cornett of Laurel County as the new chair of the Young Farmer Advisory Committee.

A complete list of the Board of Directors is on Page 5.

The 13-member Young Farmer Committee is comprised of both singles and married couples. Those members for 2013, including the officers, are: Chris and Kendra Ammerman of Grant County, Jonathan and Becky Brown of Logan County, Josh and Miranda Brown of Lincoln County, Shawn and Shannon Brumfield of Hopkins County, Brent and Rhonda

Cornett of Laurel County, Matthew and Amanda Gajdzik of Shelby County, Colby and Sarah Beth Guffey of Clinton County, Michael and Laura Highbaugh of Hardin County, Scott and Shea Lowe of Calloway County, Jason and Hannah McGlone of Carter County and Damien Smithers of Bracken County.

Phyllis Amyx of Wolfe County was re-elected chair of the Women's Advisory Committee.

Betty Farris, of Butler County was elected first vice chair and Vickie Bryant of Monroe County was elected second vice chair of the Women's Committee. Frieda Heath of Graves County was elected Immediate Past Chair.

The Women's Advisory Committee also includes Mary Jayne Cannon of Fleming County, Pam Chappell of Owen County, Sharon Furches of Calloway County, Terry Gilbert of Boyle County, Margaret Hensley of Clay County, Sue Litkenhus of Anderson County, Cathy Pleasants of Lincoln County, Carol Sullivan of Taylor County and Bettie Wallace of Caldwell County.

# MADISON COUNTY IS TOPS



Madison County FB President Tim Brandenburg accepted the Top County trophy from (left) John Sparrow, Vice President of Agency Support and Marketing; and David S. Beck, Executive Vice President of KFB Federation.

**M**adison County Farm Bureau was selected “top county” for 2012 in a program to measure the overall effectiveness of a county Farm Bureau organization. The “Top County” announcement headlined more than 100 membership program and insurance honors presented during an awards breakfast at the annual meeting

Madison County, which has 6,795 members and a variety of successful service programs, was also honored as the Top County in the membership category for counties with more than 4,200 members. Bath County (2,863 members) received recognition among the counties with 2,601 to 4,200 members, and Wolfe

County (2,118 members) won top honors among counties with 2,600 or fewer members.

#### **In other award presentations:**

Outstanding County Farm Bureaus were designated in nine of Kentucky Farm Bureau’s 11 districts. The recipients were: Breathitt, Carter, Lyon, Madison, Ohio, Russell, Scott, Shelby and Warren Counties.

Bath, McCreary and Warren Counties received Top Growth Awards for having the largest percentage of membership gain from 2011.

Pacesetter Awards were given to counties in the three membership size classifications that were the first to achieve a membership gain during the year. The large county award went to Warren County, followed in size by Ohio and McCreary Counties.

Nine counties won honors for having

the highest member retention totals in their districts. Those winners were: Allen, Breathitt, Campbell, Cumberland, Madison, McCracken, Ohio, Shelby and Wolfe Counties.

Allen County was honored for having 50 consecutive years of membership growth.

Powell County was recognized as the Most Improved County Farm Bureau.

Three awards were given for most effective county Farm Bureau information programs. Logan County won first place, Jackson County was second and Hardin County was third.

Six counties won awards for policy growth and profitability produced by their local Farm Bureau insurance agencies. These counties – Clark, Carroll, Franklin, Lee, Simpson and Trigg – came closest to the growth goal set for that county.



# OUTSTANDING YOUTH ARE SELECTED

Megan Harper of Marshall County, and Coleman Stivers of Fayette County, were awarded top honors in the 2012 Outstanding Farm Bureau Youth contest, sponsored in part by AT&T. They were selected from 22 district finalists out of approximately 200 young people who competed in county and district contests over the past several months. Judges met with finalists for personal interviews during the annual meeting, awarding points for the contestants' leadership record, conversational ability and scholastic achievement. KFB gave both Harper and Stivers a \$2,000 college scholarship, an expense-paid trip to Washington, D.C., on the KFB Congressional Tour in February 2013, a luggage set and watch for winning the contest.

Runners-up in the contest were Ashley Cottrell of Magnolia in LaRue County, and Corbin Cowles of Rockfield in Warren County. They each received a \$200 cash award and digital camera from KFB. Congeniality awards, which were voted on by their fellow contestants, were won by Jessica Bailey of Greenup in Greenup County, and Vaughn Reed of Greenville in Muhlenberg County. KFB awarded both of them with \$100 cash prizes for the honor.



Coleman Stivers and Megan Harper

The 22 district finalists who performed at KFB's annual meeting included: Elizabeth Hart, Caldwell County; Allison Ware, Casey County; Travis Drumm, Clark County; Sara Robinson, Clay County; Coleman Stivers, Fayette County; Lindsay Ratliff, Franklin County; Landon Williams, Franklin County; Jessica Bailey, Greenup County; Susan Darnell, Harrison County; Steven Green, Hart County; Ashley Cottrell, LaRue County; William Napier, Laurel County; MaKayla Camp-

bell, Lincoln County; Ethan Edwards, Lincoln County; Denton Wood, Livingston County; Megan Harper, Marshall County; Vaughn Reed, Muhlenberg County; Jacob Williams, Pike County; Gared Dalton, Russell County; Sarah Eades, Shelby County; Corbin Cowles, Warren County; JoAnna Porter, Warren County

All 22 contestants received luggage pieces and \$100 for winning district competitions.

# STACY VINCENT WINS DISCUSSION MEET



Stacy Vincent

Stacy Vincent of Fayette County, won first place in the final round of the Discussion Meet, a debate-styled competition for young farmers that relies on an individual's skill in reasoning and logical discussion of issues.

Vincent bested 14 other entrants in the event, winning a Kawasaki MULE donated by Southern Farm Bureau Life Insurance Company and Jacobi Sales. He also won a trip to the national finals as part of the 94th American Farm Bureau Federation annual meeting. Winners of the national contest will have their choice of either a 2013 Chevrolet Silverado or a 2013 GMC Sierra, courtesy of GM and a paid registration to the 2013 AFBF Young Farmer & Rancher Leadership Conference in Phoenix, Arizona, February 8-11, 2013. Three

national runners-up will receive a Case IH Farmall 55A, courtesy of Case IH, a \$2,500 cash prize and a STIHL Farm Boss chainsaw, courtesy of STIHL.

Runner-up in the state meet was Vince Gill of Carlisle County, who received \$1,000 cash from KFB. The two other finalists were Mike Meyer of Harrison County, and Janella Miller, of Pulaski County. They each received \$200 cash awards from KFB.

KFB's Discussion Meet tests entrants on their basic knowledge of critical farm issues and their ability to respond in a panel setting to differing points of view. The topic debated by the four finalists was: "Certain sectors of agriculture are labor intensive and rely heavily on immigrant workers. What is a fair and balanced immigration policy?"

# LARUE COUNTY COUPLE WIN OYFF AWARD



RYAN AND MISTY  
BIVENS

**R**yan and Misty Bivens of LaRue County are KFB's "Outstanding Young Farm Family" for 2012. KFB awards this distinction to a couple under age 35 exhibiting the strongest farm management skills, most consistent financial growth and highest level of involvement in both Farm Bureau and their community.

In addition to receiving statewide recognition as the newest "Outstanding Young Farm Family," the Bivens won a Case IH Scout courtesy of KFB Insurance and Case IH, an Apple iPad2 from Republic Bank & Trust, \$1,000 cash from Premier Crop Insurance, a \$750 Dyna-Gro seed voucher from Crop Production Services, a \$500 voucher from Southern States Cooperative, a portable handgun safe from Misty Morn Safe Company, and a voucher for 16 bags of seed corn from Pioneer Seed. They also received an expense-paid trip to compete in the American Farm Bureau Federation's national young farmer contest next month in Nashville.

Winners of the national achievement contest will win their choice of either a 2013 Chevrolet Silverado or a 2013 GMC Sierra, courtesy of GM, plus paid registration to the 2013 YF&R Leadership Conference. Each of the three national runners up will receive a Case IH Farmall 65A tractor from CASE IH, \$2,500 cash prize and STIHL Farm Boss, courtesy of STIHL.

The second place distinction went to Michael and Jill Harton of Christian County. They received 250 hours free use of a Kubota tractor, an Apple iPad2 from Republic Bank & Trust, \$750 cash from Premier Crop Insurance, a \$500 Dyna-Gro seed voucher from Crop Production Services, a \$300 voucher from Southern States Cooperative, and a voucher for 12 bags of seed corn from Pioneer Seed.

The third place winners were Bruce and Charissa Wade of Mercer County. They won 100 hours free use of a New Holland tractor, an Apple iPad2 from Republic Bank & Trust, \$500 cash from Premier Crop Insurance, a \$250 Dyna-Gro seed

voucher from Crop Production Services, and a \$200 voucher from Southern States Cooperative, and a voucher for 8 bags of seed corn from Pioneer Seed.

## **Ryan & Misty Bivens**

The Bivens are first-generation farmers on the land they work and own in LaRue County, raising approximately 2,400 acres of corn, more than 1,900 acres of soybeans, nearly 1,200 acres of wheat, 250 acres of grass hay, 30 acres of alfalfa, plus 26 head of commercial beef cattle. They operate on a total of 5,753 acres, own 587 acres of that land and rent the remaining portion.

Ryan grew up working on neighboring farms and Misty was raised on a beef cattle and tobacco farm, but both admit that they discovered their passion for agriculture as they launched FFA projects in high school. After graduating from college, Misty landed a job as a high school agriculture teacher, taking them to their new home in LaRue County and providing them with an opportunity to establish a family farm of their own. Today they share many of the owner-based decisions on their farm – capital investments, employee management and long-range planning – but also have individualized roles. Ryan oversees the day-to-day operations of input purchases, field operations, financing and marketing while Misty facilitates the farm's public relations and social media efforts.

"From our experience as first generation farmers we know that it takes lots of hard work, determination and a strong plan to make it in production agriculture," said Ryan. "We have not walked into an established operation, inherited a family operation, or won the lottery. Everything we currently have has been purchased and acquired as a team."

Since starting their farm in 2002, the Bivens have worked diligently to expand



their production capabilities. They have grown the farm's size from its initial 1,000 acres to today's 5,753 acres, increased grain storage capacity to 265,000 bushels, and constructed a 17,200-square-foot building that serves as their base of operations with offices, shop space and equipment storage area.

The Bivens aren't done yet. Among their most ambitious projects for the near future, they plan to continue increasing the amount of land they directly own to 1,000 acres, expanding their grain storage capacity to 600,000 bushels, and, with one of their business partners, building and operating a 4,000-cow dairy facility – an operation that would be three times larger than any other dairy in the state.

"This project will not only impact us, but our whole regional economy," said Ryan. "It will employ 50 full-time employees and because of our great location... it will be built to accommodate school and tour groups."

Outside of life on the farm, Misty is the current president of LaRue County FB, Ryan is the immediate past president, and both have served in numerous other leadership positions during their time on the board of directors. Ryan additionally served a year as the chair of the KFB Young Farmer Advisory Committee and a State Director, he currently serves as vice president of the Kentucky Soybean Association board of directors and he is a leader or member of numerous other ag and civic organizations. Misty was inducted into Kentucky's High School Ag Teacher Hall of Fame, twice named Regional Ag Teacher of the Year, and also volunteers her time to serve and lead in numerous other organizations. The Bivens have also won the KFB Excellence in Agriculture award, each captured first place in the KFB Discussion Meet, and just last year



MICHAEL AND JILL  
HARTON

were honored with one of only five of "America's Best Young Farmer" awards by DTN/Progressive Farmer.

"We must brag on the fact that we have surrounded ourselves with an excellent group of people, and because of that we have been successful," concluded Ryan.

#### Michael & Jill Harton

Michael and Jill Harton have been farming together since 2005, building their operation from concept phase into today's 175-acre farm in just a few short years. The Hartons grow corn, wheat, soybeans and dark-fired tobacco while supplying much of the labor to maintain these crops themselves. Michael also currently serves

on the Christian County FB board as the treasurer and volunteers his time to several other county Farm Bureau committees and local organizations.

#### Bruce & Charissa Wade

Bruce and Charissa Wade started their family farm in 2001 and quickly grew the operation into a 3,300-acre farm that required them both to farm on a fulltime basis. They run commercial cow/calf and stocker cattle operations while raising corn, soybeans alfalfa and tobacco. Bruce has served as a board member for Mercer County FB and both volunteer their time and leadership abilities to local agricultural and civic organizations.



BRUCE AND CHARISSA  
WADE

# SCOTT TRAVIS NAMED “FARMER OF THE YEAR”

Spencer County's Scott Travis is the 2012 KFB “Farmer of the Year.” The award recognizes an individual whose efforts not only strengthen the state's agriculture industry but also demonstrate service and leadership both on and off the farm.

Travis raises beef cattle, tobacco, corn, soybeans, wheat hay, pumpkins and gourds on his farm near Cox's Creek. Though he actually started farming at the age of six with his first tobacco crop, Travis pursued farming as a full-time career right after

graduating from high school. Since that time he has increased the overall size of his operation from the original 320 acres of rented land to its present-day 3,277 total acres. Travis' wife, Robbie, and their three children help out as needed, too, making the operation a true family farm.

Over the years Travis has transitioned from running a farrow-to-finish hog operation, to raising large tracts of tobacco, to his current grain farming endeavors. Through all these changes, he has contin-

ued to seek out opportunities for developing and growing his operation. As his farm has grown, Travis has also implemented additional and larger equipment that would increase his efficiencies with spring field work and, ultimately, boost crop yields.

Conservation practices remain one of Travis' top priorities on the farm. Utilizing no-till farming methods, crop rotation, cover crops and conducting annual maintenance of the waterways on his property, he has made a conscious effort to prevent soil erosion and preserve the quality of the water, land and resources around him.

“In everything he does, Scott gives one hundred percent,” commented Scott Williams, president of Spencer County FB.

Travis has taken an active role in his community. He has served in numerous roles on the Spencer County FB Board of Directors since 1996, including a term as its president. He is presently a member of both the KFB Federation and KFB Insurance State Board of Directors, and is Chairman of both the KFB Tobacco Advisory Committee and the American Farm Bureau Federation National Tobacco Advisory Committee. He also currently serves on the Spencer County School Board, as a Spencer County Extension volunteer, and as a member of the Kentucky Tobacco Research Board. He and Robbie formerly received KFB's prestigious Outstanding Young Farm Family award.

Judges visited the “Farmer of the Year” finalists during the fall to conduct interviews and see each farm firsthand. KFB Federation awarded Travis with a \$1,000 prize and Stephen Bailey of Mercer County received \$250 as runner-up.

Travis will represent Kentucky in the Swisher Sweets/Sunbelt Ag Expo Southeastern Farmer of the Year contest, the South's most prestigious agricultural award, in Moultrie, Georgia, October 15-17, 2013. He will also receive \$2,500 from Swisher International and a \$500 gift certificate from Southern States Cooperative. Travis will compete against nine other state winners for the chance to win a \$15,000 award from Swisher International and several other sponsor-based prizes.

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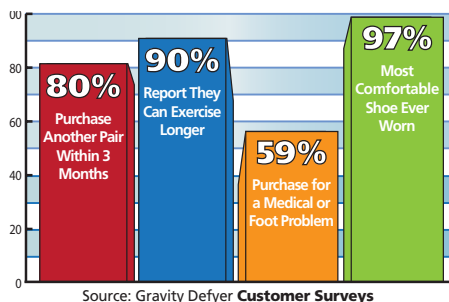


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# JOHN C. KALMEY RECEIVES SERVICE TO AG AWARD



John C. Kalmey thanked KFB for being selected for the prestigious service award.

Kalmey is a staunch advocate for preserving farmland. For many years he has been a host for the Leadership Shelby County farm tours that are aimed at promoting agriculture education and support from community leaders. His farm also has played host to a variety of other promotional events for agriculture.

"He has been a strong and active member of our agriculture community for many years," Wills said. "He's been a great ambassador for the dairy industry and for the Holstein people. He's very well respected in many areas. He's one of those great individuals who make your community better."

One of Kalmey's close friends is Ray Moss Tucker of Finchville, who served as

President of Dairymen Inc.

"I've known John ever since we were in 4-H together showing cattle at the state fair," Tucker recalled. "And our kids have showed cattle together. He is one fine individual. An absolute ambassador for farmers. And a very good dairyman. He always had an excellent herd."

As a leader of the Dairy Herd Improvement Association, Kalmey helped implement programs to bolster the quality of dairy production in the state. He strongly supported an automated testing system for butter fat and somatic cell counts.

Friends say Kalmey is especially proud that his three children are college graduates. John C. has a degree in Animal Sciences from UK and twin daughters Joyce and Janet have Masters Degrees in Education; Joyce from Eastern and Janet from Georgetown College. Today, John runs the farm and the sisters are retired school teachers.

**S**helby County dairyman John E. Kalmey received KFB's 2012 award for distinguished service to agriculture.

Kalmey, 88, was raised on a Jefferson County dairy farm. He moved the operation to Shelby County in 1949, shortly after the death of his father. After starting his own operation with 25 cows and 189 acres, Kalmey slowly but steadily improved the operation while also becoming involved with various industry groups. He became one of the state's most accomplished and well known dairymen.

His son, John C. Kalmey, currently runs the operation, which consists of 485 acres and a milking herd of 120 head.

Kalmey's service to agriculture is extensive. He has been a director of Shelby County Farm Bureau, member and chairman of the state Agricultural Stabilization and Conservation Service (ASCS) Committee, chairman of the Shelby County

Ag Development Council, member and president of the Kentucky Holstein Cattle Club, board member and president of the Dairy Herd Improvement Association and a local leader with Dairymen Inc., which for many years was the state's largest milk marketing cooperative.

Shelby County Farm Bureau President John Wills describes Kalmey as "someone who has always been open and willing to do anything to make agriculture better."

Kalmey is known for embracing new technologies and techniques. In 1945 he installed one of the first hay driers in a barn loft. In 1948 he became one of the first farmers to purchase a hay mower conditioner. He has employed a variety of conservation tillage practices. He has boosted breeding stock through several methods, including artificial insemination and the use of Dairy Herd Improvement Records. His late wife, Nina Mayfield Kalmey, kept the farm's financial and herd records.

# KENNETH HAYDEN HONORED FOR SERVICE TO FARM BUREAU

**K**enneth Hayden, a row crop farmer well known and respected in Hardin County for his tireless community service work, received the 2012 award for Distinguished Service to Farm Bureau.

Hayden, 81, served on the Hardin County Farm Bureau Board of Directors for 42 years and was president from 1970-73. His involvement with the organization extends through local, state and national levels. He has been highly instrumental in Hardin County's development as one of the more accomplished county Farm Bureau organizations.

His contribution to society, however, goes well beyond Farm Bureau. He's been active with the Kentucky Corn Growers Association, United States Feed Grains Council, FFA, 4-H and Conservation District. Additionally, he has served on the Hardin County School Board, has been a church deacon for 45 years, was co-founder of the Cecilian Ruritan Club and has been a leader of an annual festival in Cecilia that has generated hundreds of thousands of dollars for the community.

State Senator Dennis Parrett and Representative Jimmie Lee were among those who nominated Hayden for the KFB award.

"In my 30-plus years of being acquainted with Kenneth Hayden, I have witnessed his impact on agriculture," Parrett said. "He has spent countless hours in a diverse way to help increase production, establish new markets, enhance promotion efforts and advance relevant policy for agriculture. He also has served his community in many positive ways."

Representative Lee said: "Kenneth's volunteer work is truly what distinguishes him from his peers. He works with great enthusiasm to spread the benefits of family farming and has influenced four generations of Kentuckians in the agricultural community."

Hardin County FB President Ray Allan Mackey describes Hayden as "a trusted spokesman for farmers, always uphold-

ing the policies and mission of Kentucky Farm Bureau."

Hayden is a celebrated alumnus of the University of Kentucky, with a Bachelor of Sciences Degree in Agriculture. UK has named him an Outstanding Alumni and a Scovell Society Fellow. He also received a Lifetime Achievement Award from the College of Agriculture.

Hayden served in the Army during the Korean War and was an elementary school teacher following his service. He was on the county school board for 15 years, serving as both its Chairman and Vice Chairman.

He farms in a partnership with sons Steven and Patrick. Steven, who has a BS in Engineering from UK and an MBA from the University of Colorado, is a retired Air Force Major. Patrick has a BS in Health and Human Science from the University of Florida and an MBA from Franklin University. He has been in the Navy Reserves for 21 years, serving as a Commander.

During Hayden's many years on its board, Hardin County FB boosted membership from 2,500 to more than 10,000. It constructed a new office building and implemented a variety of programs and services.

Hayden has attended more than 40 KFB annual meetings and 21 American Farm Bureau conventions. He has traveled to several foreign nations promoting sales of U.S. grain as a representative of the U.S. Feed Grains Council. He was a charter member of the Kentucky Corn Grower's Association's Board of Directors and later served as President. He's also served on the Kentucky Corn Promotion Council as its financial officer and as a supervisor on the Soil Conservation Board.

Hayden established a highly successful farm supply business in Cecilia. He sold Cecilia Farm Supply but remains on staff as a business advisor.

He and his wife, Karolyn, live in Cecilia, a small farming community just west of Elizabethtown.

Mackey, who also is president of the Kentucky Corn Growers Association, said Hayden has been an inspiration.

"I have known Kenneth all of my adult life and have witnessed his leadership in several Farm Bureau roles. I have been challenged to serve by observing his dedication and commitment to our organization," said Mackey.



Kenneth Hayden receives the award from KFB Executive Vice President David S. Beck and President Mark Haney

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## MADISON COUNTY TEACHER RECEIVES AG LITERACY AWARD

**M**adison County elementary school teacher Contessa Harris is the recipient of KFB's 2012 Excellence in Ag Literacy Award. The award is designed to recognize and reward teachers who excel in efforts to incorporate agricultural concepts throughout their core curriculum. Nominations were made for a variety of pre-kindergarten through 12th grade teachers who use their classrooms to help students comprehend the value of agriculture as it impacts their personal well-being economically, environmentally and socially.

For winning the award, Harris received \$500 cash and an expense-paid trip to the National Ag in the Classroom Conference in Minneapolis next June, where she will represent Kentucky in a national competition.

Harris has taught first grade at Glenn Marshall Elementary since 2006. She earned both her bachelor's and master's degrees from Eastern Kentucky University and is National Board Certified. She and her husband, Greg, have been active with KFB's Young Farmer Program.



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# MADISON COUNTY COUPLE HONORED FOR ACHIEVEMENTS



Greg and Contessa Harris received the award from KFB President Mark Haney, Farm Credit Services CEO Bill Johnson and KFB Executive Vice President David S. Beck

**G**reg and Contessa Harris of Madison County won the Excellence in Agriculture Award and will go on to represent Kentucky in national competition at the 94th American Farm Bureau Federation (AFBF) annual meeting. The couple were presented with a John Deere Gator, courtesy of Farm Credit Services of Mid-America, and an expenses-paid trip to the AFBF annual meeting.

Greg is a full-time beef cattle and tobacco farmer in Madison County, working in partnership with his father and grandfather on the 320-acre family farm. Contessa is a first-grade teacher at Glenn Marshall Elementary School. They are very involved in their county Farm Bureau, serve in various capacities and commitments with Kentucky Farm Bureau and are also involved in a range of civic activities.

Second place in the contest went to Linda McClanahan of Mercer County. She was awarded \$400 courtesy of KFB. Aaron and Melissa Miller, of Hardin County, placed third and received \$300 from KFB.

When the Harris' compete for top national honors they will be vying for their choice of either a 2013 Chevrolet Silverado or 2013 GMC Sierra, courtesy of GM and a paid registration to the 2013 AFBF Young Farmer & Rancher Leadership Conference in Phoenix, Arizona, February 8-11, 2013. Three national runners-up will receive a Case IH Farmall 45A, courtesy of Case IH, a \$2,500 cash prize and a STIHL Farm Boss chainsaw, courtesy of STIHL.

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# AG LEADERS PREVIEW 2013 SESSION WITH LEGISLATORS

In what has become an annual event to set the stage for state legislative sessions, KFB's Executive Committee joined with commodity organization leaders for an informal discussion with some legislators in key positions to impact agriculture policy.

This year's meeting involved Senate Agriculture Committee Chairman David Givens, House Agriculture Committee Chairman Tom McKee, House Appropriations and Revenue Committee Chairman Rick Rand and State Senator and Ag Committee member Paul Hornback. They were joined by the KFB leaders plus representatives of the Kentucky Cattlemen's Association, Kentucky Dairy Development Council, Kentucky Corn Growers Association, Kentucky Soybean Association, Kentucky Thoroughbred Association/Thoroughbred Owners and Breeders Association and the Kentucky Horticulture Council.

The General Assembly is scheduled for a short, non-budget session beginning in January. The lawmakers predicted that the session would be dominated by efforts to reform the state's employee pension program which has become a multi-billion-dollar unfunded liability. They expressed doubt about tax reforms; despite the recommendations from a Governor's Task Force that has been working for months on ideas for change.

Hornback, a Shelby County farmer and a former KFB Director, said the 2013 session "could be pretty much subdued."

Following are capsules from the legislators' comments to the farm leaders:

**A&R Chairman Rand:** He praised KFB for conducting such a meeting, saying: "It's important to come up with a plan that shows unity. You've done that over the years and that's why you've been so successful" He recalled how KFB had brought ag groups together in 1995 to push for passage of the state's Ag Water Quality Law, of which he was the primary sponsor in his role as Senate Ag Committee Chairman.

Rand described the state's budget situa-



KFB Second Vice President Fritz Giesecke (left) visits with Senate Agriculture Committee Chairman David Givens.

tion as "stable, with a low growth rate." He said the pension situation represents "an enormous liability" to the state that the General Assembly needs to correct. He reiterated his support for the Ag Development Fund. "I think it's just unbeliev-

able what we've done with this money to reshape agriculture here," he said. "I will fight to my last breath for this fund."

KFB Public Affairs Director Jeff Harper told the group that Rand "has been a champion" of the fund over the years.

Legislative redistricting also will be on the agenda for 2013, said Rand.

## House Ag Committee Chairman McKee:

The former President of Harrison County FB touched on a number of issues. In regard to tax reform, he warned that "we have to be very careful as we look at tax modernization. You hear about maybe taxing food and medicine; we (the legislature) are totally opposed to that."

McKee said he attended a meeting of a commission looking at the potential for industrial hemp production in Kentucky. "I have some problems with it," he said. "First, we will have to satisfy the law enforcement community, which is not going to be easy. But there could be something there."

McKee called for implementing the proposed Livestock Care Standards. He voiced support for cellulosic ethanol and food banks. He said food banks were serving around 750,000 Kentuckians.



David Switzer of the Kentucky Thoroughbred Association (left) and House Agriculture Committee Chairman Tom McKee confer with Clifford Barry, who is President of KTA and the Kentucky Thoroughbred Owners and Breeders Association. He is manager of Pin Oak Stud.



## Senate Ag Committee Chairman Givens:

Recently re-elected to a second term and without opposition, Givens began by assessing the state of politics in Kentucky these days. This year's election affirmed that Kentucky is becoming more conservative while the nation as a whole is leaning to the left, favoring big government, he said. As for the future, he said: "We should be talking with our young people about the role of government."

Givens said he is impressed by how Agriculture Commissioner James Comer is advancing the Department of Agriculture, but noted that KDA has been limited by budget cuts in recent years.

He commended KFB for its work with the Livestock Care Standards Commission. "That was a journey," he quipped.

He spoke at length about water rights and water quality concerns, issues in which KFB President Mark Haney has expressed great interest. In response to a question about the possibility of extending tax exemptions on ag production items to the equine industry, Givens voiced his support and cited a first-hand example as to why. At his family's farm supply store in Greensburg, taxes must be added to the farmer's bill for horse feed but not for other animal feed. "That puts us in an uncomfortable position," he explained.

**Senator Hornback:** He offered an encouraging assessment of the status of three KFB priority issues: Ag Development Fund, sales tax exemption for production agriculture and House Bill 44, which limits growth on property tax rates. There is no indication of any interest in reducing the Ag Development Fund, he said, plus the General Assembly recognizes that House Bill 44 "has worked well" and that imposing sales taxes on farm inputs and equipment would simply prompt farmers to buy those items in another state. "That would devastate rural Kentucky," Hornback said.

He discussed the need for expanding broadband access to rural areas and predicted that water and air quality issues would become more and more pressing on both the state and federal levels.

In regard to the state pension fund crisis, Hornback said: "If we don't get it under control our entire budget is going to collapse."

The group also discussed federal issues in a joint meeting with staff members from Senators Mitch McConnell and Rand Paul and Congressmen Ed Whitfield, Brett

Guthrie and John Yarmuth. Again, there was much discussion about infrastructure issues, particularly water rights and the condition of locks and dams and port facilities. Other topics included the farm bill, dairy policy, estate tax, banking regulations and the crop insurance program.

KFB President Mark Haney (left) greets Senator Paul Hornback.



KFB First Vice President Eddie Melton (left) talks with House Appropriations and Revenue Committee Chairman Rick Rand.

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# STRATEGIC PLAN HEADS AGENDA AT AG SUMMIT



Above, Laurel County farmer Brent Cornett, who is on KFB's Young Farmer Advisory Committee, participated in a panel discussion about agriculture's future.

Left, Agriculture Commissioner James Comer (right) welcomes Tennessee Commissioner Julius Johnson to the podium. Johnson was a long-time chief administrator for Tennessee FB.



The 2012 Kentucky Agricultural Summit focused on the next generation of farmers and the possible challenges they could face. In tandem with the two-day conference at the Kentucky Exposition Center, a five-year strategic plan for Kentucky agriculture was approved by a task force that worked many months to develop it.

KFB was among the Summit sponsors and President Mark Haney was a task force member. Many other KFB leaders, as well as some staff members, were involved in the process which involved a series of public meetings and the work of several committees assigned to specific topics. The Kentucky Agricultural Council, an umbrella group representing more than 80 organizations, directed the project and conducted the Ag Summit.

The strategic plan, which will be presented to Governor Steve Beshear and the General Assembly, involves seven areas of emphasis: (1) Ideas to encourage the next generation of farmers (2) Identification and development of new marketing opportunities. (3) Regional agricultural

and rural community development. (4) Agricultural Education. (5) Consumer education and outreach. (6) Government policies, initiatives and programs. (7) Policymaker education and outreach.

The plan has dozens of specific recommendations for action under those seven areas of emphasis.

The Summit kicked off with addresses from Agriculture Commissioner James Comer and his counterpart in Tennessee, Julius Johnson, the longtime chief administrator for Tennessee Farm Bureau. Tennessee Governor Bill Haslam appointed Johnson to the post in 2011.

Johnson, who spent 37 years with Tennessee FB, told the Kentuckians that he was enthusiastic about the future of farming because the anticipated growth in world population will drive up the demand for food production. He said he is also encouraged by how contemporary agriculture has found room for such a wide variety of farming operations. "One size doesn't fit all," he said.

Among the challenges he cited for future farmers was to communicate with the

general public about what they do. "Eighty five percent of our citizens are two generations removed the farm; we must continue to put a face on agriculture," Johnson added.

Comer pledged the Department of Agriculture's cooperation in moving the plan forward and praised the process for developing it. He told Johnson: "We all speak with one voice here in Kentucky."

A panel that discussed elements of the strategic plan included Brent Cornett, who was chairman of KFB's Young Farmer Advisory Council. House Agriculture Committee Chairman Tom McKee and Senate Ag Committee Chairman David Givens were also in the discussion.

Fayette County FB President Todd Clark and Calloway County FB President Sharon Furches co-chaired the task force along with Keith Rogers, a former president of Hardin County FB. Clark also is President of the Council for Burley Tobacco while Mrs. Furches is President of Kentucky Women in Agriculture. Rogers is Executive Director of the Kentucky 4-H Foundation.

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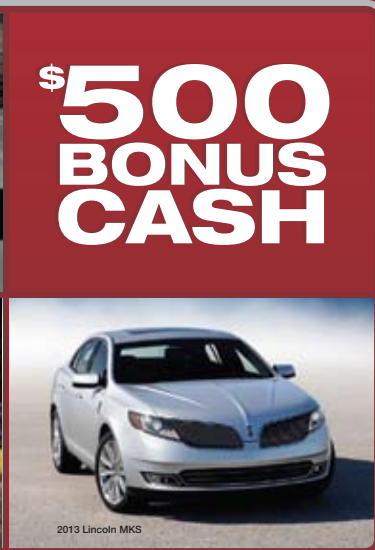
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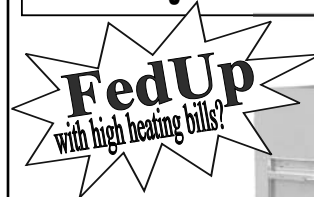
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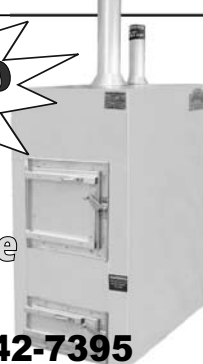
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LOT NO. 95552

**SAVE 55%**  
**\$17.99**  
REG. PRICE \$39.99

**LIMIT 5** - Good at our stores or website or by phone. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 4/10/13. Limit one coupon per customer per day.

42504799

**SUPER COUPON!**

**CENTRAL MACHINERY**

**48" 3-1/2 TON FARM JACK**  
LOT NO. 6530/60668

**SAVE 41%**  
**\$34.99**  
REG. PRICE \$59.99

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Item 6530 shown  
38393433

**SUPER COUPON!**

**PACIFICHYDROSTAR**

**1" CLEAR WATER PUMP WITH 3 HP GAS ENGINE (98 CC)**  
LOT NO. 68371/69747

**SAVE \$60**  
**\$119.99**  
REG. PRICE \$179.99

**LIMIT 3** - Good at our stores or website or by phone. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 4/10/13. Limit one coupon per customer per day.

Item 68371 shown  
61342259

**SUPER COUPON!**

**PREDATOR ENGINES**

**6.5 HP OHV HORIZONTAL SHAFT GAS ENGINES (212 CC)**  
LOT NO. 68120/60363/69730  
LOT NO. 68121/69727/  
CALIFORNIA ONLY

**SAVE \$80**  
**\$99.99**  
REG. PRICE \$179.99

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Item 68120 shown  
53007625

**SUPER COUPON!**

**CENTRALPNEUMATIC**

**2.5 HP, 21 GALLON, 125 PSI VERTICAL AIR COMPRESSOR**  
LOT NO. 67847/69091

**SAVE \$70**  
**\$149.99**  
REG. PRICE \$219.99

**LIMIT 4** - Good at our stores or website or by phone. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 4/10/13. Limit one coupon per customer per day.

Item 67847 shown  
38677372

**SUPER COUPON!**

**9000 LB. ELECTRIC WINCH WITH REMOTE CONTROL AND AUTOMATIC BRAKE**  
**BADLAND**  
LOT NO. 68143

**SAVE \$120**  
**\$279.99**  
REG. PRICE \$399.99

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38241175

**SUPER COUPON!**

**US\*GENERAL PRO**

**44", 13 DRAWER INDUSTRIAL QUALITY ROLLER CABINET**  
HIGH GLOSS FINISH!  
Item 68784 shown  
LOT NO. 68784/69387

**SAVE \$240**  
**\$359.99**  
REG. PRICE \$599.99

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See Dealer for details. Warning: The Polaris RANGER and RZR are not intended for on-road use. Driver must be at least 16 years old with a valid driver's license to operate. Passengers must be at least 12 years old and tall enough to grasp the hand holds and plant feet firmly on the floor. All S&S drivers should take a safety training course. Contact 800VAX at www.rohna.org or (849) 255-2549 for additional information. Drivers and passengers should always wear helmets, eye protection, protective clothing, and seat belts. Always use cab nets. Be particularly careful on difficult terrain. Never drive on public roads or paved surfaces. Never engage in stunt driving, and avoid excessive speeds and sharp turns. Riding and alcohol/drugs don't mix. Check local laws before riding on trails. ATVs can be hazardous to operate. Polaris adult models are for riders 16 and older. For your safety, always wear a helmet, eye protection and protective clothing, and be sure to take a safety training course. For safety and training information in the U.S., call the SVA at (800) 887-2887. You may also contact your Polaris dealer or call Polaris at (800) 342-3764. ©2012 Polaris Industries Inc.

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## WHAYNE SUPPLY RECEIVES AWARD

Wayne Supply Company, a 100-year-old Louisville-based dealer in commercial and agricultural machinery, was named winner of the 2012 Agribusiness of the Year award.

The award, sponsored by the Agribusiness Industry Network, was presented to company president Monty Boyd during the annual Farm-City Luncheon at the Kentucky Exposition Center. Now in its 20th year, the Agribusiness of the Year award honors a Louisville-area agribusiness which excels in financial growth and stability, employee relations and contributions to the overall agricultural economy.

Wayne Supply Company dates to 1913, when founder Roy Wayne Sr. began selling light engines, pumps, wheelbarrows and bicycles in a small downtown Louisville shop.

The modest start-up firm took a major step forward in 1920 when it signed on to represent the Holt Manufacturing Company. Five years later, Holt merged with the Best Company to form Caterpillar Tractor Company, and Wayne began its long-term association with Caterpillar.

That pattern of consistent growth began under the guidance of the company's founder and continued to strengthen after Roy Wayne Jr. became president in 1966 and chairman in 1974.

As the product lines expanded so did the customer base, until Wayne in 2000 formed an Agri-Business Division to more effectively focus on its agricultural clients and their mechanical needs.

In the past 12 years, that division has mushroomed from three employees to nearly 50, offering product brands that include Lexion, Challenger, RoGator, Demco and Topcon, as well as a full line of Caterpillar loaders, dozers and handlers. Parts and service extend to all their equipment manufacturers, plus such industry stalwarts as Agco, Gleaner, Massey Ferguson, New Idea and Hesston machines.

In 2008, President Monty Boyd purchased Wayne Supply from the third generation of the Wayne family, and he and the overall management team continue to build on the firm's century of growth and success.

Today's company directory boasts some 1,400 employees, 75 percent of which work in the Parts and Service departments.

**CHEVY'S GIVING MORE.**

**EXTRA \$500 AUTO SHOW BONUS CASH**

**plus 0% APR AVAILABLE ON ALL REMAINING 2012 MODELS**

**NEW CHEVY SILVERADO CREW CAB**

#27097

SUGGESTED RETAIL	\$34,453
JAMES CORLEW DISCOUNT	\$4,897
CHEVY REBATE	\$3,000
CHEVY BONUS CASH	\$1,000
TRADE IN BONUS CASH	\$1,000
AUTO SHOW BONUS CASH	\$500
<b>CORLEW PRICE</b>	<b>\$24,056</b>

**TOTAL SAVINGS \$10,397**

**NEW CHEVY SILVERADO EXTENDED CAB 4x4**

#27275

SUGGESTED RETAIL	\$32,310
JAMES CORLEW DISCOUNT	\$3,329
CHEVY REBATE	\$3,500
CHEVY BONUS CASH	\$1,000
TRADE IN BONUS CASH	\$1,000
AUTO SHOW BONUS CASH	\$500
<b>CORLEW PRICE</b>	<b>\$22,981</b>

**TOTAL SAVINGS \$9,329**

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Farmers are achieving a high level of success with Beck's Escalate® yield enhancement system. Due to Practical Farm Research (PFR)®, investigators have revealed that over the last three years Escalate delivered an average yield advantage of 5.4 Bu./A. when compared to untreated seed. Escalate is a seed-applied insecticide and fungicide coating that comes standard on every bag of soybeans offered by Beck's. To help capture the Escalate yield enhancement system, call our tip line at 1.800.937.2325.

Beck's Hybrids is a family-owned and operated seed company that serves farmers in Indiana, Illinois, Ohio, Michigan and Kentucky. According to a recent media survey, Beck's ranks as the sixth largest seed company in the United States.

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[suspectofsuccess.com/casefiles/ck](http://suspectofsuccess.com/casefiles/ck)

L. Little

"Beck's Escalate treated soybeans offer fantastic emergence, convenience and a great stand."

Thumb

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