PCBE

PLAIN COMMUNITIES BUSINESS EXCHANGE

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FOX MEADOWS CREAMERY
Article on page 12

JUNE 2025
Volume 32, No.6

Milwaukee JUNE POWER DEALS

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Letter from the Editor

As you have probably noticed, the past few years PCBE has been experiencing a steady increase in page numbers. Looking back to our May 2019 edition (which was the first magazine in our current format), the page count was only 232 pages. Today the magazine often exceeds 700 pages. We are aware that such a thick magazine creates a challenge to find your favorite ads or articles. For the past year, we've been exploring options to remedy that problem.

Starting with this edition, we are now featuring all the articles on consecutive pages toward the front of the magazine. With our current number of advertisements, we recognize that finding our business articles can be a chore if they are scattered throughout the magazine. For the readers who are subscribing specifically for the articles and don't want to wade through a sea of ads, this will be a welcome change.

We also revamped our advertising format. You will notice that the advertising section of the magazine is separated into nine color-coded sections. Each section begins with an extensive index dividing each section into multiple categories. This index includes the category list for that section and page numbers for each advertiser. This should enable you to easily locate the type of product you are looking for if you know which section to check.

We hope these improvements will transform PCBE into a format that is far more accessible and user-friendly for everyone. Despite the numerous hours our team dedicated to organizing the new layout, we anticipate that further refinements will be needed to fully optimize its functionality and effectiveness. During the next few months, we may need to make some adjustments to how we categorize some of the ads. As we strive to bring our new format to perfection, we welcome your feedback and ideas! Share your opinions by dropping us a note at PCBE, PO Box 520, Millersburg, PA 17061. You can also call 717-362-1118 ext. 210 or email feedback@pcbe.us.

Our contributors have again submitted an interesting line-up of articles this month. I especially appreciated Richie Lauer's article in the Mountain Meditations column. Lush pastures, beautiful fences, a bubbling creek, and plenty of shade are insufficient to bring contentment to a cow whose calf is missing. It can be similar for us humans if Jesus is missing from our life. Read more about Richie's Dexter cows on page 10.

A scene that touched my emotions was an illustration found in the *Where is Lazarus* reprint (see page 110). It is easy to picture the rich man in Luke 16 living in an elaborate mansion, feasting on gourmet Delmonico steaks every day, and taking frequent elaborate vacations. But this illustration shows me that I could be the rich man. Being part of a Christian community and having strong family ties is a privilege that many would love to have. A recent study released in March 2025 says that approximately 26% of U.S. adults eat all their meals alone. Truly, the lines have fallen unto me in pleasant places (Psalms 16:6).

Another good article regarding the wealth we are experiencing today is found in the Kingdom Concepts Q&A section on page 108. A reader asks whether we are correct in assuming that prosperity is a blessing. The answer in reply is a good reminder that "to whom much is given, much will be required."

Many of our readers enjoy Jordan Green's monthly agricultural column. His current three-part series is titled "Starships and Chicken Tractors." The first two installments were published in April and May, and the final one was scheduled for this month. But since poultry season is in full swing on Jordan's farm, he couldn't find time to write the final installment in time for the June issue. Therefore, Part 3 will need to wait until July.

Last month I mentioned how my sons and I made a batch of biochar. Since then, I have purchased a book titled *The Biochar Handbook* by Kelpie Wilson (See Twilight Book's ad on page 633). The book does a great job of explaining the benefits of biochar in your garden and how to make your own.

June is dairy month, so if you're traveling through Lancaster County, Pennsylvania, be sure to stop at Fox Meadows Creamery for your milkshake. See their feature article on page 12.

Blessings to all,

Ivan Lee Lapp



PCBE
PLAIN COMMUNITIES BUSINESS EXCHANGE

Our mission is to provide plain communities with Kingdom-focused business teachings and helpful connections through a monthly print magazine.

PO BOX 520
Millersburg, PA 17061
phone **(717) 362-1118**
fax **(717) 427-1600**
info@pcbe.us

General Manager
Ivan Lapp - *ext. 105*

Editorial - *ext. 4*
Editor | Ivan Lee Lapp
Assistant Editor | Michael Hoover
editor@pcbe.us

Graphic Design Specialists
Andrew Romberger
Henry Beiler, Jr.
Sammy Zook

Advertising Team - *ext. 1*
For advertising rates, please contact one of our sales representatives.
Elmer King
Ervin Beiler
EJ Blank
fax: 717.427.1600
advertise@pcbe.us

Machinery Yard - *ext. 2*
John Lapp
fax: 717.427.1602
MachineryYard@pcbe.us

Subscriptions - *ext. 3*
fax: 717.842.6964
subscribe@pcbe.us

Accounts Receivable/Payable - *ext. 5*
accounting@pcbe.us

Feedback - *ext. 210*
Feedback@pcbe.us

Cover image credit: Fox Meadows Creamery
Photo on previous page: Dee Browning/Shutterstock.com

Staff Notes

Greetings,

We took a trip which started in Punxsutawney, to see Punxsutawney Phil, a groundhog residing in Young Township near Punxsutawney, Pennsylvania, United States, who is the central figure in Punxsutawney's annual Groundhog Day celebration. We wanted to go there when the weather was warmer and not surrounded by the crowd of 52,000 people. We found Phil and his family in the local public library in his glass enclosed home, during the warmer months.

Then traveling above Detroit to our next destination, Meadow Brook Hall the home of Alfred and Matilda Dodge Wilson. Matilda, widow of John Dodge. John left Ford in 1913, and in 1914 he and Horace Dodge formed Dodge Brothers to develop their own line of automobiles. This mansion was built between 1926 and 1929 by the heiress to the Dodge automaker fortune, and covers 88,000 square feet and has 110 rooms, sitting on a 1400 acre tract of land.

We left Meadow Brook Hall and made our way to Midland, Michigan and had a great visit with Amy's cousin. We went up to Traverse City, Michigan, it is indeed widely known as the "Cherry Capital of the World." We had a wonderful time exploring the town.

We left the cousin on Sunday and met some other friends for lunch, and made our way to Sugar Creek, Ohio. On Monday we visited a cheese plant, explored a museum, and saw the biggest Cuckoo clock in the US.

God gave us safety during our whole trip and we had wonderful time.

Andrew Romberger — *Graphic Design Specialist*

Greetings Friends,

O praise the Lord, all ye nations: praise him, all ye people. For his merciful kindness is great toward us: and the truth of the Lord endureth for ever. Praise ye the Lord. Psalms 117: 1-2.

Have you ever said. "I can't think of anything God has done for me. How can I praise him?" This psalm gives two reasons for praising God. his merciful kindness towards us and his truth that endures forever. If he did nothing else for us, he would still be worthy of our highest praise.

This is our third spring/summer of living on our 34-acre property of mostly woodland, and we are blessed with lots of pretty birds that go through our area this time of year. Each year we have at least 1 new bird, (usually more) that visit our feeders. This year's highlight so far is a Red-Headed Woodpecker that is visiting daily. According to what I have read, this is a rare sighting in Pennsylvania as their numbers are declining each year.

May is a busy time for most people with getting the garden planted, flowers planted, flower beds mulched, and the list goes on. Here in Central PA, we had over six inches of rain in the last ten days and the weeds in the garden are loving it. I like to think we need this weather to test us to see how we react when things aren't perfect. Do we say "I am tired of this rain. Why doesn't it stop?" or do we say "Praise the Lord it is raining again?" ***In everything give thanks; for this is the will of God in Christ Jesus concerning you. 1 Thessalonians 5:18***

May marks 2 years that I have worked here at PCBE in the ad sales department. It has been a blessing to get to know so many new people each year, as well as building friendships along the way. We here at PCBE are very excited to bring to you our new layout of the magazine. Our goal is to bring you a better reading experience as well as help you find any businesses or products that you may be looking for in a simple fashion without getting frustrated. For the ads we have placed a category index on the first page of each colored section to make it easy to find the business or product you are looking for. You can now look at the bottom corner of the magazine to see the 10 different colors of each section and use that to guide you to the place you want to be. If you have any feedback for us on this new layout and would like to share, please send us a letter or email.

Wishing everybody a blessed summer.

EJ Blank — *Advertising Sales Representative*

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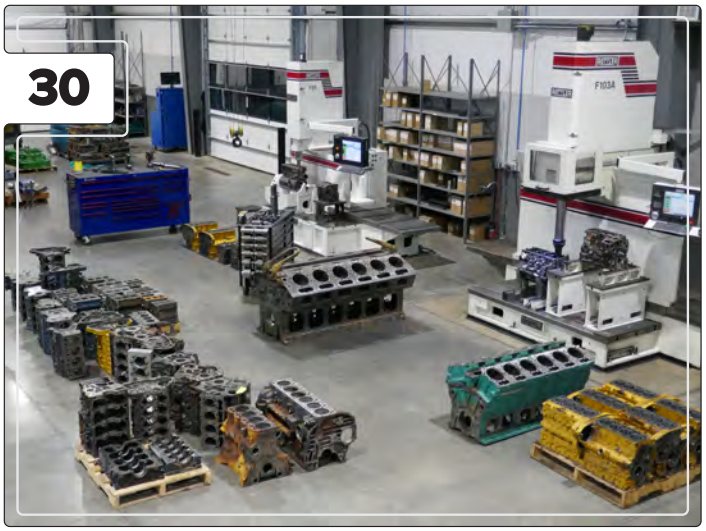

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CONTRIBUTORS

Leroy Martin, Fred Hendricks, Leon Yoder, Susan Burkholder, Phil Barkman, Katrina Hoover Lee, Bradley Martin, Myron Sauder, Jenna Musser, Don Tyler, Smoker & Company, Gehman Accounting, Hoover Financial, Caleb Crider, Daniel Miller, Richie Lauer, Gary Miller, Ken Nisly, Christian Aid Ministries, Anabaptist Financial, Candace Brown, Reuben Shetler, Marion Kuhns, Anna Brovont, Rosewood Marketing, Emily Miller, Dave Reiter, Boon Books, Heather Smith Thomas, Jordan Green, Ethan Royer, Leah Wengerd, Loren Beachy, Darryl Derstine, Karlin Bauman

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Our mission is to provide plain communities with Kingdom-focused business teachings and helpful connections through a monthly print magazine.

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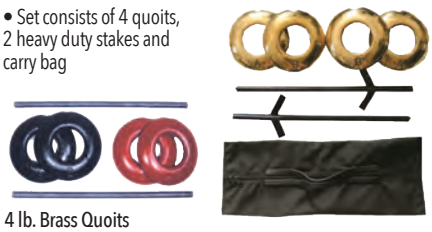

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- 3 GPM, AR triplex pump
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- Heavy duty aluminum cart, 50' USA made hose
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- Packout compatible
- Integrated AC outlet for extended runtime



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- Up to 650 CFM



~~$169.99~~ **$99.99**/DCE512B

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- Dries out water damaged areas or speeds the curing process of tile or drywall
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- Whisper quiet (as low as 130B)
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- Oscillates horizontally and vertically
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Mountain Meditations

Richie Lauer

A Hole in the Heart

Last month, I related my recent calf-buying dilemma. I wished to add a few calves but balked at the high prices. Growing desperate, I verbally agreed to purchase two Jersey bull calves. I didn't really want them, but they were available. No sooner had I agreed to take them, than I discovered a friend wished to sell exactly what I actually wanted...and at a very reasonable price. Would I keep my word to the dairy farmer and buy the calves I didn't want, or would I break my word by employing some excuse? It felt like a test of integrity. I decided to take the calves as promised but was let off the hook when someone else wanted them.

I quickly made a deal with my buddy Dave for some of the Dexter cattle he wished to sell. I agreed to buy three, year-old heifers and two cows ready to calve. Dave agreed to hold all five for me for two weeks until I finished rebuilding a fence.

By the time I was ready to pick them up, both cows had calved, adding a heifer and a bull calf. That made for a total of seven head to pick up. I don't own a cattle trailer but borrow a small one from a friend when needed. Although it is a forty-five minute drive over to Dave's farm, I decided to haul the cattle in two trips. I could have hauled the two cows and three heifers in one load, but I didn't wish to crowd the two wobbly newborn calves in with five larger animals.

Dave's schedule was full the day we planned for pickup, but he corralled the two cows, two newborn calves, and three heifers early that morning and helped me load. We put a cow and her calf in the front compartment, and then loaded the three heifers in the second compartment. I headed for home, and my buddy left for his day's activities. After dropping the cows off at home, I headed back for the other cow and calf.

I had a very difficult time loading that last cow. The corral setup wasn't ideal for loading by myself, and she positively did not intend to get on the trailer, even after I manhandled her calf aboard. I felt like one fellow trying to do a two-man job. Finally, after about a half hour and a lot of exasperation, I got her loaded and headed for home.

I unloaded all the cattle in a holding corral to allow them to settle down, before turning them loose in the large pasture. By early evening, they all—except for that one cow with an attitude—seemed content. I opened the gate, loosing them into the larger pasture. Of course, the newcomers explored the pasture around the field, but they quickly settled and grazed contentedly. All except for Mrs. Crabby Cow. She walked the fence, bellowing and ignoring her calf, which wandered aimlessly.

"Something isn't right here. Could I have gotten the wrong calf with this cow?" I wondered aloud. I called Dave and explained what I was seeing and suspecting. He felt sure he had gathered up the correct cow-calf pairs, but he promised to check into it. A few minutes later, my phone rang. "I think we've got a mix up," Dave said. He still wasn't home, but his daughter reported that they had a cow walking the fence and bellowing, and a calf wandering off by itself.

My son Hans and I loaded up the trailer and headed that direction. In the meantime, Dave arrived home and corralled the upset cow and lonely calf. The easiest solution, we agreed, was for me to buy the extra cow and calf. We got them loaded, and I headed for home as the sun began setting.

Just at dusk, I pulled into the pasture. All the cattle were bunched together about 200 yards away. I opened the trailer gate, and the cow strode off. She lowed just once, but immediately a small calf separated from the herd

and made a beeline in our direction. Within a minute, it was nursing. While I watched this joyous reunion, the calf tumbled out of the trailer and began bawling. Mrs. Crabby Cow rocketed across the pasture like her tail was on fire. Within seconds, she was at her calf's side, licking it while it nursed. The scene was simply heart-warming.

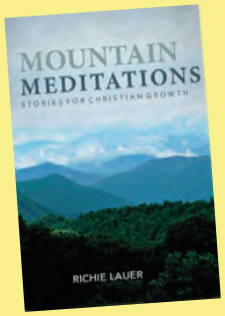
All is well that ends well. I ended up buying nine instead of seven that day, we experienced stress and drama, but everyone (two legged and four legged) ended the day truly content.

My pasture was well stocked with grass. The creek flowing through it is clean and sweet. I'm not a real farmer, but I think I treat my hobby herd well. None of this mattered when a cow didn't have her calf and a calf had lost its mother. Great contentment settled on all when each found the other.

I once heard a preacher say that "There is a God-shaped hole in every person's heart". I think he's right. You can own a successful business, farm three hundred acres, drive a green tractor or a Toyota pickup, hunt out west every year, pursue hobbies galore, and enjoy high times with friends...but you will not find true peace for your heart until you fill that hole in your heart only God can fill.

If you struggle to enjoy peace...if contentment seems elusive...if your life has a restless edge to it...then maybe you have been trying to fill a "God-shaped hole" with activity, distractions, and stuff. Maybe you need the LORD.

Come unto Me, all ye that labor and are heavy laden, and I will give you rest. Take My yoke upon you, and learn of Me; for I am meek and lowly in heart: and ye shall find rest unto your souls. For My yoke is easy, and My burden is light. Matthew 11:28-30 PCBE



Note: At public events I attended, many readers of this Mountain Meditations column have introduced themselves to me. I really enjoy learning who you are and discovering which stories impact you....so keep that up. A number of readers encouraged me to put Mountain Meditations stories into a book someday. I couldn't have accomplished this myself, but Marvin Wengerd has "ink in his veins" and helped get it done. Carlisle Press published the book *Mountain Meditations*, which is now available for purchase. See page 636.

Coffy Brake quiz June 2025

Coffy Brake is sponsored by

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Filling the Creek

Joe has a water hose that puts out 1,920 gallons of water every 352 minutes. To the nearest whole number, how many years would it take to fill a section of creek that is 2½ feet deep, 3½ mile long, and 850 feet wide. Suppose that there are 7.48 gallons of water in every cubic foot.

Submitted by: Kerry Zimmerman

Mail your answer to: PCBE Coffy Brake • P.O. Box 520, Millersburg, PA 17061 | ***Your answer must be received by July 7th, 2025.***

The randomly selected winner will receive a skillet from PCBE.

Answer *from* April 2025

Mathematics

In mathematics, letters are used to represent unknown numbers. For example, in the equation 4+n=6, the letter n represents 2. In the addition problem at the right, each letter from A to J represents a different number from 0 to 9. Which number does the letter "G" represent?

ABC
+DEF
GHIJ

Answer: The sum of two 3-digit numbers cannot be more than 1,998, so G=1.

Number of correct answers: 43

RANDOMLY SELECTED FROM THE CORRECT ENTRIES: Lorraine Hoover, Shobonier, IL | ***Wins an umbrella from PCBE.***

To submit Coffy Brake Riddles, Send To: PCBE / Coffy Brake Riddles • P.O. Box 520, Millersburg, PA 17061

All riddles sent to us by our readers and printed in PCBE will recieve a PCBE Rain Gauge.

Getting the Scoop on Lancaster's Favorite Ice Cream

FOX MEADOWS®

CREAMERY

Fox Meadows Creamery in Ephrata and Leola, PA

SUSAN BURKHOLDER



"Have you heard about that new ice cream shop? They just opened, and they have lines out the door every evening. People wait for an hour to get their ice cream."

Ten years ago, a friend told me about a place called Fox Meadows Creamery, and we soon went to stand in line and try the ice cream for ourselves. We loved it, and so have thousands of others. Today, Fox Meadows has two locations, in Ephrata and Leola, and they have risen to the top of Lancaster Country's best-loved ice cream shops.[1]

To get the scoop on the present state of the business, I visit the Leola location and interview Chad Fox, one of the owners. He and his team are preparing for another busy summer of making and serving ice cream at their "cow-to-cone" creamery.

Chad and his brother Corey, married to sisters, launched their family business to sustain the family farm. "Our family has been farming in Clay, west of Ephrata, since 1959," Chad says. "My grandfather, Richard Fox started off with a general-purpose farm with crops and different livestock. Then my dad, Bob Fox, really focused on dairy farming in the 1980s. My brother and I are the third generation."

Chad is married to Andrea, and his brother Corey is married to Krista. Andrea and Krista grew up in East Earl, and their father is a Mennonite pastor. "Not a farming background, but they know how to work hard," Chad says about his wife and sister-in-law. Both couples now have five children each, "so it's a lot of little Foxes running around."

Before the ice cream shop, Chad worked as an accountant. "I was a CPA and focused on dairy farms, actually. I loved doing that, and I think that helped build the skills needed to launch the business, such as marketing and finance." Today he's the director of Fox Meadows.

Andrea, Chad's wife, taught school. "She loves young people and loves teaching and coaching." Andrea now oversees human resources, in addition to her primary role as a mom. "My brother worked at Paul B. Zimmerman in purchasing and my sister-in-law was an administrative assistant. We have different personalities, different gifts, and it really came together nicely. It's neat how God used our different backgrounds."

The Fox dairy farm, Fox Meadows, is a small farm, with a herd of about eighty Holstein cows. In the early 2010s, the young couples wondered how they could keep farming financially feasible for themselves and their children. Buying more land didn't seem to be an option.

"Then we started to explore making ice cream. We've always made ice cream on the back porch, using White Mountain Freezers, and loved it. We did some tours in surrounding states and we really started to zero in on ice cream. But there's a big difference between making



RIGHT: During hot summer days, customers flock to Fox Meadows Creamery for their artisan ice cream, drinks, and desserts.

LEFT: Visitors to the Ephrata creamery location can see the Fox Meadows dairy farm from the ice shop's porch. Chad Fox and his brother Corey opened Fox Meadows Creamery in 2015 as a way to keep farming sustainable.

Photos courtesy of Fox Meadows Creamery

ice cream on the porch and making it commercially."

Krista became the family ice cream expert. She attended the weeklong "Ice Cream Short Course" offered every January at Penn State university. The course has trained world-known ice cream artisans. "It's kind of famous—it's where Ben & Jerry's learned to make ice cream. Krista read many books and did a lot of preparation for when we first built our building and got our first ice cream equipment."

The site for their new venture was a used car lot next to their farm, at the intersection of route 322 and North Clay Road. They tore down the existing building and built their ice shop from the ground up. Getting permits, including the sewer, was the biggest hurdle. "Some of those logistics were really challenging. We were told we shouldn't consider that site. But we really felt that the Lord was leading us to that site. It was right by our farm and right at a busy intersection.

"We opened in April 2015. We wanted to be cautious and conservative when we first opened, so we only had fifteen team members. And from day one, we had lines out the door." The droves of customers exceeded the Fox family's expectations from the beginning. Chad says word of mouth and social media was their main advertising.

"We were hiring as fast as we could. My brother and I were still working full-time jobs. So we'd work our jobs and come dip ice cream in the evening. Then we'd order supplies, working some nights until midnight."

Krista, originally the lone ice cream maker, worked from sunup to sundown, five or six days a week.

"We don't want to go back there, but it was very adventurous and we have good memories. We're grateful how God gave us a lot of people to serve," Chad says.

Visitors to the Ephrata location enjoy being so close to the farm and seeing the cows from the creamery's patio.

"All the milk comes from our cows. We use about fifteen percent of our milk and the rest goes to Swiss Dairy." The cows are fed with crops raised on the farm. Bob, Chad and Corey's father, still runs the farm, but younger workers help feed and milk the herd.

Fox Meadows makes ice cream using the "batch method", which allows them to focus on artisan flavors versus the "continuous method" used by commercial brands like Turkey Hill or Breyers.

"We start with milk right from our dairy farm. Then we mix milk, cream, egg yolks, cane sugar, and locust bean gum. The egg yolks are an emulsifier. We'll mix all the ingredients raw and then pasteurize and homogenize the mixture."

From there, the production team adds ingredients to create the different ice cream flavors. "We use cane sugar rather than corn syrup and we don't use any dyes or artificial colorings or flavoring. Our mint chocolate chip is white, because it doesn't come green naturally. But we'll use some natural colorings. For example, we can get red color through red beets."

Chad explains the ice cream making to me step by step. "Let's say we're making black raspberry ice cream. The black raspberry puree gets poured into the batch freezer with the milk mixture. That freezes, and comes out a very soft ice cream, almost like soft serve. Then we dispense that into pans, or pack it into pints and half-gallons. We put that in our blast freezer at negative 15 or 20 degrees and that quickly freezes it and prevents any ice crystallization.

"We serve our ice cream gelato style in stainless steel pans; we think it looks attractive that way. At any given time, we have twenty-five flavors available—twenty-three ice creams and two sorbets."

Every season, Fox Meadows will switch out several flavors for new





A former barn turned bar was transformed into a second location for Fox Meadows. "One of our goals was to bring light and Christ into this space, and to turn it from something dark to something that was good, where families can come together," says owner Chad Fox. The Leola location opened in 2022.

Photos courtesy of Fox Meadows Creamery

flavors. One of this summer's new flavors will be blueberry country cobbler. They also plan to bring back a spearmint, fudge, and brownie ice cream named Grasshopper.

"If you look at our lineup, we have all the classics like Madagascar vanilla, Wilbur chocolate, and mint chocolate chip, but then we always like to branch out with creative flavors, like honey lavender. We use real honey and brew actual lavender into the mix and that makes a vibrant flavor. Over Christmastime, we have a flavor called foraged pine and rosemary. We use real pine needles and brew it into the ice cream, it's really a seasonal, fragrant flavor."

Of course, they've had flops. Once the Foxes decided to make "Chocolate Sriracha": ice cream with hot sauce. The first mistake: they added too much hot sauce. The second mistake: they assumed everyone would read the label carefully. "One of our frequent guests came in and didn't read the hot sauce part and thought, 'Oh, it's a creative chocolate flavor.' He purchased it and brought it home, but his family did not enjoy the ice cream." Rather than tossing the sriracha ice cream, the man decided to use it as a discipline method. If one of his children misbehaved, they had to eat a scoop of the dreadful hot sauce ice cream.

"As an ice cream maker, you never want your ice cream to be used as discipline!" Chad laughs. "We won't ever forget that one. We won't make that mistake again."

Much more popular is the annual flavor contest. Every year, Fox Meadows asks for suggestions, garnering thousands of responses. "Then we narrow it down to five flavors and our guests vote on those five flavors. Then whatever our guests vote on, we'll make, probably a couple of months later. This year's winner is peanut butter pie."

In 2019, Fox Meadows purchased a site for a second location in Leola, in the center of what is also called





ABOVE: Inside the Leola Fox Meadows Creamery. Both locations serve more than ice cream cones. The popular "Baked Fox" has a hot outer shell, such as a chewy brownie or chocolate chip, with cold ice cream inside. The menu also includes milkshakes and soft pretzels, and sandwiches available at lunch time.

RIGHT: Fox Meadows offers twenty-five flavors: twenty-three ice creams and two sorbets. Every season, Meadow Fox switches out several flavors for new flavors.

Photos by Susan Burkholder

Bareville. In 1780, the founder of Bareville, named Andrew Bare, built a distillery on the same lot for local farmers to bring their wheat and corn. An inn and barn for travelers was also built, and while most of the original buildings have been torn down, the barn survived and was remodeled in a restaurant that changed hands several times.

"Most recently it was Vinola's Bar & Restaurant. It was a nice establishment at one point but had fallen into disrepair. So one of our goals was to bring light and Christ into this space, and to turn it from something dark to something that was good, where families can come together."

Most locals rejoiced to see an ice cream shop replace a bar, and the new location opened in July 2022. "We'd had a lot of guests to serve, although it's not quite as busy as our Clay location. We're thankful it's doing well. This location has quite a bit more production capacity and freezer capacity. We sell our pints to grocery stores and markets. We deliver in the surrounding counties."

Both locations serve more than ice cream cones. The popular "Baked Fox" has a hot outer shell, such as a chewy brownie or chocolate chip, with cold ice cream inside. The menu also includes milkshakes and soft pretzels, and sandwiches available at lunch time.



ABOVE: Every year, Fox Meadows asks for suggestions for a new ice cream, garnering thousands of responses. The Foxes narrow the choices down to five, and then their guests vote on their favorite suggestion. Several months later, the new flavor appears on the menu. The 2025 winner (pictured above) is peanut butter pie.

Right: Recently Fox Meadows added soft pretzels to their menu.

Photos courtesy of Fox Meadows Creamery

Locals love Fox Meadows, but tourists also come to enjoy the artisan treats. "Often we hear, 'I drove an hour to come here.' We have guests that come from Philadelphia or Baltimore. We've heard a few people say they drove two hours, which is really humbling."

Between the farm and both restaurants, Fox Meadows employs about one hundred and forty people, many of them young people, so staff hiring and training is crucial. "We're very intentional in our hiring, anyone who applies will go through multiple interviews. We want to make sure we're guarding the culture of Fox Meadows and getting team members that desire to have Christ-like hospitality. We think about our visitors as guests, almost like they've come into our home."

The guests come for the ice cream, but they also come for the experience—and Chad wants to serve them well. "We want to make sure we give our best." PCBE

Fox Meadows Creamery has two locations: 2475 W. Main Street; Ephrata, PA, 17522 and 193 E. Main Street; Leola, PA 17540. Hours are 11:00–9:00 Monday through Thursday, 11:00–9:30 Friday and Saturday. Website: foxmeadowscreamery.com, phone 717.721.6455.

Susan Burkholder, a corporate buyer and freelance writer, lives in Leola, PA, and has written for PCBE since 2023. A Lancaster County native, she did long-term volunteer work in Virginia and Ireland. Her favorite places include parks, libraries, and old houses. You can read more of her writing at pennyletters.com.

[1]According to the popular travel site Tripadvisor. https://www.tripadvisor.com/Restaurants-g1732735-zfd9899-Lancaster_County_Pennsylvania-Ice_Cream.html











Silver Star Leather

From a Piece of Leather to a Full-time Business

Katrina Hoover Lee

In the economic gloom of 2008, with the recession hitting hard in northern Indiana, Loren Yoder came home from town with a nice piece of leather.

"I bought this hide of leather," he said to his wife Dorcas. "I thought maybe we could do something with it."

Dorcas stared at the gorgeous hide in disbelief. Loren's hours at the trailer factory had diminished to three days every two weeks. Although he was paid a good hourly rate, they were barely scraping by keeping themselves and their two young daughters supplied with necessities.

"I about had a fit," she remembers. "I was like, 'We did not have 50 extra dollars to spend.' It was a rough time at that time, you know, and it was expensive."

Loren tossed the hide into a corner.

He and Dorcas had bought a harness shop, Silver Shoe, as a side income soon after they married in 2005. Although he crafted harnesses from a synthetic polyester product, Loren always kept leather on hand for repairing harnesses. But the leather for harness repair was different from the soft leather used for handbags, wallets, and other accessories.

Nothing more was said about the high-quality leather for awhile. But Dorcas was processing the idea. The piece was already paid for, after all. Maybe she should try something.

"Where's that leather that you bought?" she asked Loren. "I want to see if I can make a purse with it."

Since she was comfortable with sewing, Dorcas wasn't scared of experimenting. She took measurements from a purse she had and made her own pattern. After it was done, she eyed it critically. She had to admit, it was nice, and with a little more practice she could improve. Maybe in time they could sell some of her creations. Anything would help in the tight financial situation.

Dorcas kept making purses into 2009 and Loren began making leather belts.

"We kept, like, discovering things," Dorcas remembers. "We just taught ourselves. We learned from our mistakes."

By the spring of 2009, the leather products were starting to look nice enough to be offered for sale.

Testing the Market

Dorcas's brother-in-law had lost his job in the trailer

factories, and so her sister was making jams and jellies to sell. Her parents were taking them to the local flea market for her. They offered to take Dorcas's purses too. The response was good, and her parents began sending customers out to the shop.

"We had the Amish men coming in here with harnesses," Dorcas recalls, "and then...the people from the flea market, they'd come out here...these fancy English ladies."

Loren and Dorcas felt uneasy about selling fine purses alongside harness. But the customers didn't complain. In fact, they loved the authentic nature of the shop combined with the beauty of the handmade products.

One day, Dorcas's uncle, whose business sponsored a fall crafters fair in Shipshewana, stopped at his sister's booth where the leather goods were on display.

"Who is making this stuff?" he asked. "They have to bring their stuff to the fall crafters fair. Tell them to bring their sewing machine. They need to sew right there where people can see it."

Loren and Dorcas decided to give the craft event a try. They took their sewing machine and about 24 purses to the three-day fair. People gathered around, watching Dorcas work, enthralled. At the end of the event, they had only two purses left.

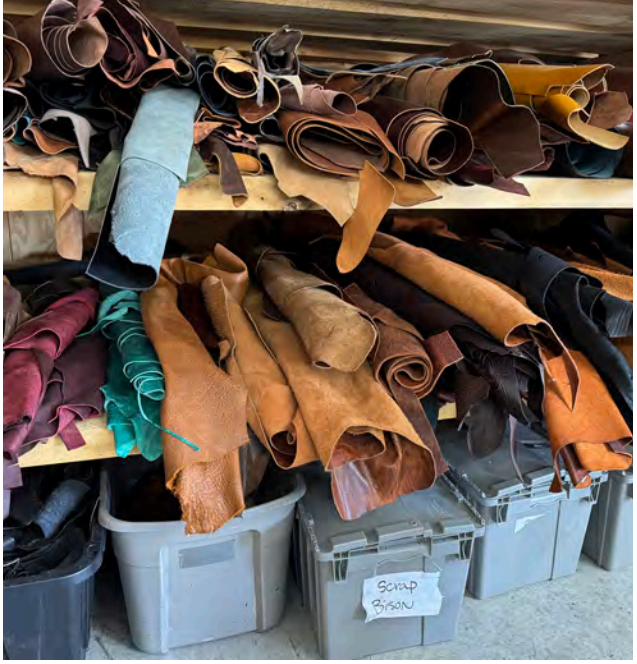
The fall crafters fair was the turning point. From then on, the leather goods business continued to grow and expand. Eventually, they dropped the harness division entirely to focus on belts, handbags, wallets and other accessories, and switched the name from Silver Star Harness to Silver Star Leather.

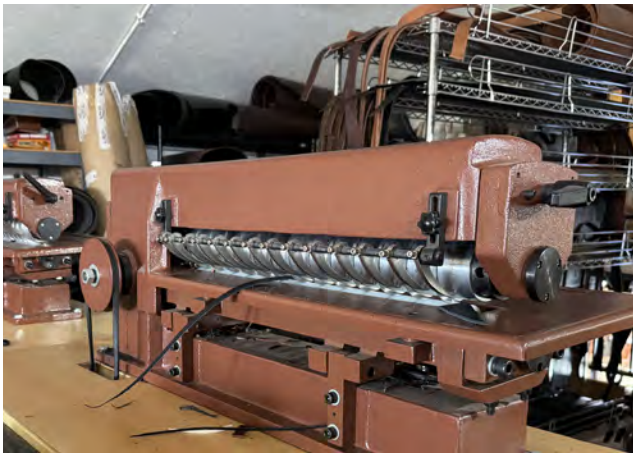
A local leather belt manufacturer stopped by the flea market and asked Loren if he would consider making belts for him from exotic leathers like elephant, shark, and alligator.

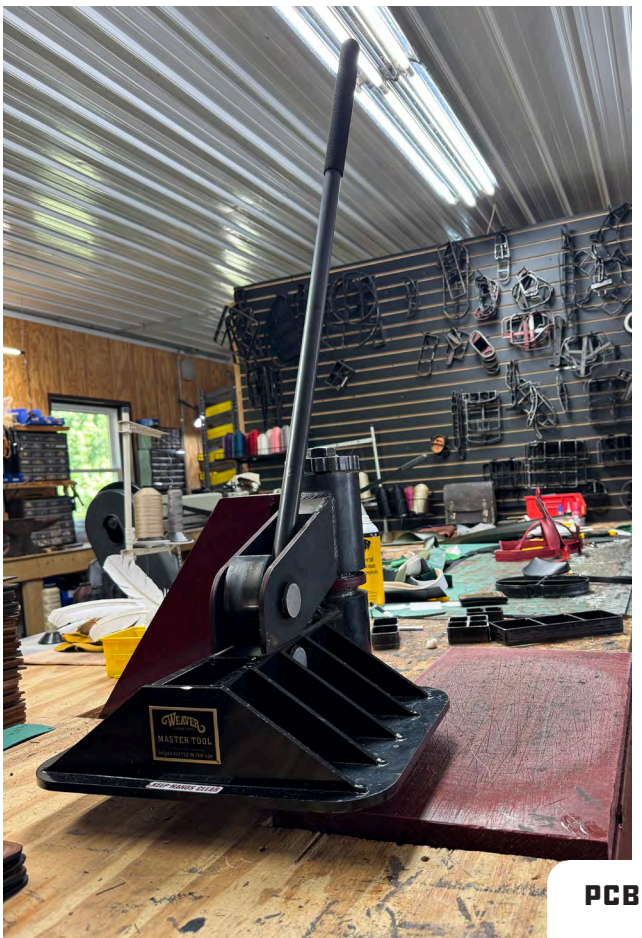
"Any critter you can imagine," Loren said.

Loren agreed to give it a try and began producing the belts for this company.

When they began making wallets, Loren's father joined the effort by creating the interior pockets for credit cards and







Top: A collection of bison leather.

Middle: Machines that cut over a dozen belts at a time.

Bottom: The press used to cut the leather with dies.

cash. By now, he's made thousands of wallet interiors and is very good at it. Silver Star Leather uses no fabric interiors; everything is made of leather. Loren doesn't know what he would do without his father's quick, excellent work, which enables them to produce wallets affordably.

By 2012, the trailer factory business was recovering and work was busier, and so was the leather business. It was too much to keep on doing both.

"I didn't have enough [from the leather business] to sustain us at that time," Loren said, "but I couldn't do more until I was at home."

They took a leap of faith and quit the trailer factory job.

The Leap of Faith

The first day he stayed home from the trailer factory was one of the best days in Loren's life. His wife and daughters came over to the leather shop in the morning, and Loren realized he was living his dream. He really would be at home now. He had always hoped he could make it work someday, and now it was happening.

With Loren able to focus on advertising and adding more products, the business immediately began to grow. Dorcas got up at 5 am every morning to sew purses. The girls were now four and six and able to take care of themselves much of the time.

A few months after Loren quit his job, they found out more about what God had for their future. After discovering that they would be adding to their family, Dorcas had some complications and Loren went with her to see the doctor.

"And then the doctor comes out," Loren said, "and tells us 'Baby A is so-and-so and Baby B is so-and-so.'"

"What do you mean by A and B?" Dorcas asked. "There was supposed to be just one in there. Twin pregnancies, you never know what they're going to be like. You know, it can get difficult. You can have preemies... they could be in the hospital... What's going to happen? We have no extra money."



A shark hide



Alligator hide



Hippopotamus hide

Even if everything went well, Dorcas would not get up to sew purses at 5 am anymore. Throughout the winter of 2012-2013, Dorcas trained a woman from church to sew purses. By the time spring came and the babies were welcomed into the family without complication, the employee could keep up the purse inventory by sewing purses from home.

Exotic Leathers

On a sunny spring morning in 2025, almost twelve years after the birth of the twins, the workshop is buzzing with the comfortable whirr of sewing machines and the ting of metal on metal. An overhead garage door is open to let in fresh air. Loren pulls out a shark hide from beneath a counter, followed by an alligator hide and a piece of elephant hide.

For alligators and snakes, Loren buys the entire hide. But hippo and elephant hides come in fractions of the whole. A full-size elephant hide weighs 1500 pounds. Usually, Loren buys between 20 and 30 square feet, the biggest size he can get. Elephant hide is about an inch thick straight off the elephant, but tanners prepare it so it will be thin enough to use.

An international organization called CITES oversees the trade on protected animals. All imported hides must be registered with the organization.

In the 1970's alligators were almost extinct, and they are still protected. But they aren't rare anymore. Loren and his family visited an alligator tannery in Georgia that processes 60,000 alligators a year.

All the elephant hides come from Zimbabwe. This African country has protected their elephants so well that they periodically cull them because they have too many in the national parks and they become pests.

Loren thinks the business sells as many exotic wallets as regular wallets. Because of the smaller size, it's easier to make an affordable wallet even if the exotic leather is very expensive. Besides elephant, hippo, and alligator, Silver Star Leather makes products from crocodile, shark, stingray, ostrich, python, cobra, frog, and eel leather. Buffalo hide is often used for men's leather items like briefcases, wallets, or messenger bags.

Listening and Answering Questions

Dorcas has figured out that if she comes out to the shop to talk to Loren and finds him leaning against the counter with his arms crossed in deep conversation with a customer, she may as well come back later. Loren engages fully with clients, and they don't forget his personal care for them. Some send thank you letters, expressing their gratitude for a conversation Loren doesn't always remember. One man, who has bought products over the years, has quit buying new things. But he still stops by about once a month, just to chat. Another man from Las Vegas who discussed books with Loren, sends him a box of books every year.

A few years ago, Silver Star Leather began welcoming bus tours, often two buses a week in the summer tourist months. Loren makes an entire belt for the visitors and fields questions—and not just about leather. Loren wasn't sure about accepting tours, but he enjoys the people, and he has learned to deal with the questions.

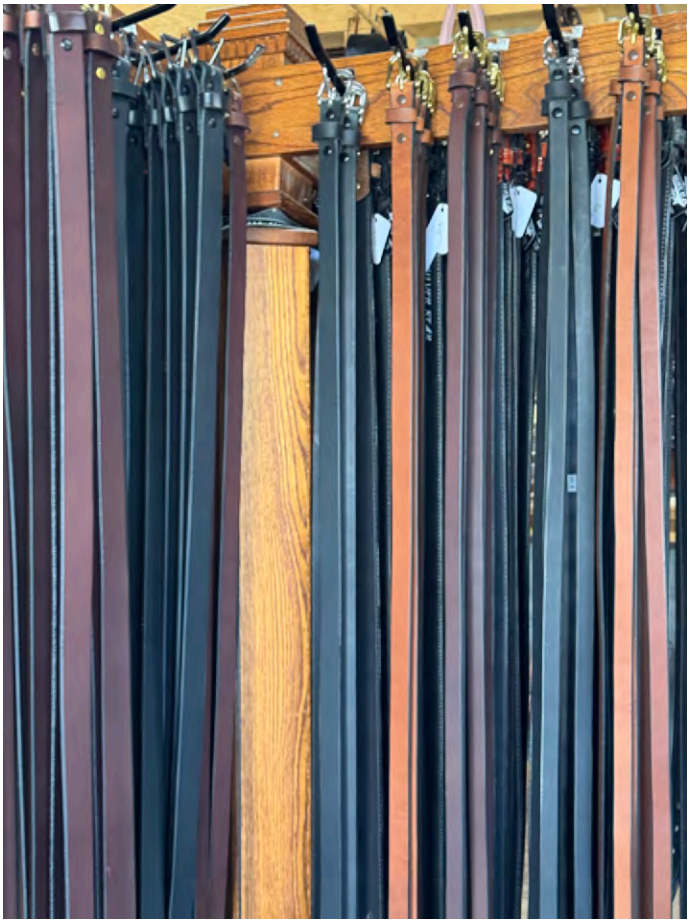
"The one that I find the most interesting is they ask about our bishop," Loren says. "Does your bishop allow this, or does your bishop allow that?"

Loren tells them the bishop is the leader in their church, but he's not the Supreme Leader. The people will come to him with ideas and he goes to his ministers with ideas. They bring things to the church and ask everyone what they think. In addition, the various bishops in the area work together. Loren's answers sometimes contradict the latest movie his audience watched about the Amish.

Loren also gets questions about why they have an expensive solar powered electricity system rather than using electricity off the line. Loren explains that they choose to be self-sustaining rather than rely on public utilities.

Silver Star Today

Walking into Silver Star Leather today, it's hard to imagine a time when they had only a few purses in inventory. Purses line the walls. Rows and rows of belts hang from display racks. Colorful wallets line wooden shelves.





Top: Various colors and widths of belts for sale in the retail shop.

Bottom: Wallets and checkbook covers in a Blessed 7 handbag. Blessed 7 is a newer, more affordable line of products with raw edges and no lining, usually made from cowhide.

Leather baskets and boxes display bookmarks, coasters, and money clips. There's a wallet with a cobra head and leather pillows.

The workshop is a friendly, light-filled place. One wall is hung full of dies, the metal patterns that are used to cut the shapes of various purses. A crocodile backstrap hangs on one wall, along with other hides. Workers sit at sewing machines or stand at wooden worktables with scissors or glue. Other common activities are ducking into the sanding booth or pounding small metal rivets or fasteners on one of the workshop anvils.

Loren and Dorcas have four employees including their two oldest daughters. The twins, a boy and a girl are learning to make belt loops in the afternoons.

Loren starts the day early by rising at 3:15 and taking a two-mile run. He has devotions, drinks some coffee, and looks over his orders before the employees arrive soon after four. By the time the retail store opens for customers at 10 am, the workers are approaching the end of their day.

Since high-quality leatherware is expensive, Silver Star Leather has added a more affordable line called Blessed 7 with raw edges and no lining. The name reflects their family size since the addition of a fifth child seven years ago. With the less costly techniques, they have produced coasters, bookmarks, totes, checkbook covers, and journals. They often use cowhide for this, since it is thick enough to stand alone without lining.

Dorcas is still the head of the design department. She keeps a vigilant eye on purses and handbags when she is out in public. Sometimes she'll nudge Loren to point out a new design that looks promising. Loren also gives his employees the freedom to make their own purses or other creations on his time. Then, if it's a great idea that works, he'll have them make ten more for sale.

One of Loren's principles is to be faithful to his quotes. At the time of the writing of this article, Loren is producing four Aztec head gear pieces for a new branch of Shriner's Children's Hospital. He told them the pieces would be $150 each. But he's already put hours of work into crafting the unique headpieces, and he's not done. Still, he plans to stand by his quote.

It's hard to say how the business will change in the future.

"God has always led us in the direction that we need to go," Loren says. "He's got us this far, and what's in the future is His deal. I'll just go along."

Loren and Dorcas have come a long way from their disagreement over a piece of leather. Now, both are skilled leather artisans, and their hard work is paying off. PCBE

Silver Star Leather is located about five miles north of Shipshewana, Indiana, at 6875 N 800 W, Shipshewana, IN 46565. They can be reached at 260.214.1901 or email: lyoder@ibyfax.com.

Katrina is a childhood storyteller turned author and journalist. Author of Kidnapped in Haiti and seven other books published by CAM Books (formerly TGS International), Katrina is now self-publishing a children's book series. She lives with her husband Marnell and their daughter in Elkhart, Indiana.

Photos courtesy of Katrina Hoover Lee and Silver Star Leather.



The retail shop seen from above. Silver Star transforms leather from various animals into unique, handcrafted products.

Good Herbs for *Good Health*



Delmar Oberholtzer

A small 48-acre farm in a remote valley of Northumberland County, Pennsylvania, is not the type of place one would normally expect to be busy. The narrow road that winds past the low barn buildings and scattered equipment doesn't look like it sees a lot of traffic most days. But for one day in June, that certainly isn't the case.

Over 1,500 people will come to Natural Hope Herb Farm for Health & Wellness Day, packing the grass fields with tents and people. A food tent provides wholesome food, vendor tents provide space for customers and suppliers to get to know one another, and a large seating tent provides space for educational presentations. Wagon rides for the adults take a tour of the herb fields, while a barrel train ride provides fun for the children.

The emphasis on healthy living and healthy products highlights the culture of Natural Hope Herbals. The herb farm produces dozens of varieties of herbs that are either sold as ingredients to outside manufacturers or sold to Natural Hope Herbals, its sister company that focuses on turning raw ingredients into tinctures, salves, herbal oils, and teas that end up in the homes of customers far and wide.

Amos and Linda Stoltzfus, along with their nine children, first started learning about natural herbal remedies through a family member's struggle with Lyme's Disease. In the process of learning about how natural remedies can bring healing, they met Rachel Weaver, an herbalist who has written a few books, including *Be Your Own Doctor*. As a busy writer and speaker, Rachel lacked the time to produce the remedies that people needed. So, she shared her formulas with the Stoltzfus family, who began producing herbal products in the fall of 2010. In the years since, Natural Hope Herbals has seen a strong demand for their products. They have grown to include two FDA-registered production plants, as well as a forty-eight-acre certified organic farm.

Echinacea is one of around seventy-five varieties of herbs that are either grown or wildcrafted across the forty-eight-acre farm. Some of those herbs grow in orderly rows in an open field, much like other common crops. Swaths of cayenne peppers, garlic, and horseradish give the impression of a vegetable garden or produce farm, as do the orderly rows of corn being raised for silk. Dandelion, red clover, mullein, goldenrod, and calendula, usually found growing wild in meadows or grassy areas, are often grown in more organized ways here on the herb farm.

Some botanicals are grown in more unique conditions, such as under the canopy of the eight acres of woodland, or in the natural wetlands surrounding a creek that flows through the farm. Most herbs can find an ideal growing space somewhere on the farm, as eight different soil types can be found across its geography.

To understand the workings of Natural Hope Herbals, let's take a journey through the production of Echinacea Compound, from farm to bottle. The journey begins with thousands of plants started in greenhouses and transplanted into fields that a few months later turn into a sea of beautiful purple blooms. Echinacea is native to North America and commonly found both as wildflowers and as carefully cultivated perennials in home gardeners' flower beds. At the Natural Hope Herb farm, they are planted in neat, manicured rows.

Because several parts of the Echinacea herb are used, and since it takes three years for the root to mature, there are three separate patches growing across the farm. The first patch is harvested in the early spring when the roots are dug up to be processed. Later in the season, another section of plants will be harvested as the leaves are collected. Finally, late in the season, the harvest will focus on the purple flowers. All these parts of the plant will find their way into the Echinacea Compound by the end of its manufacturing journey.

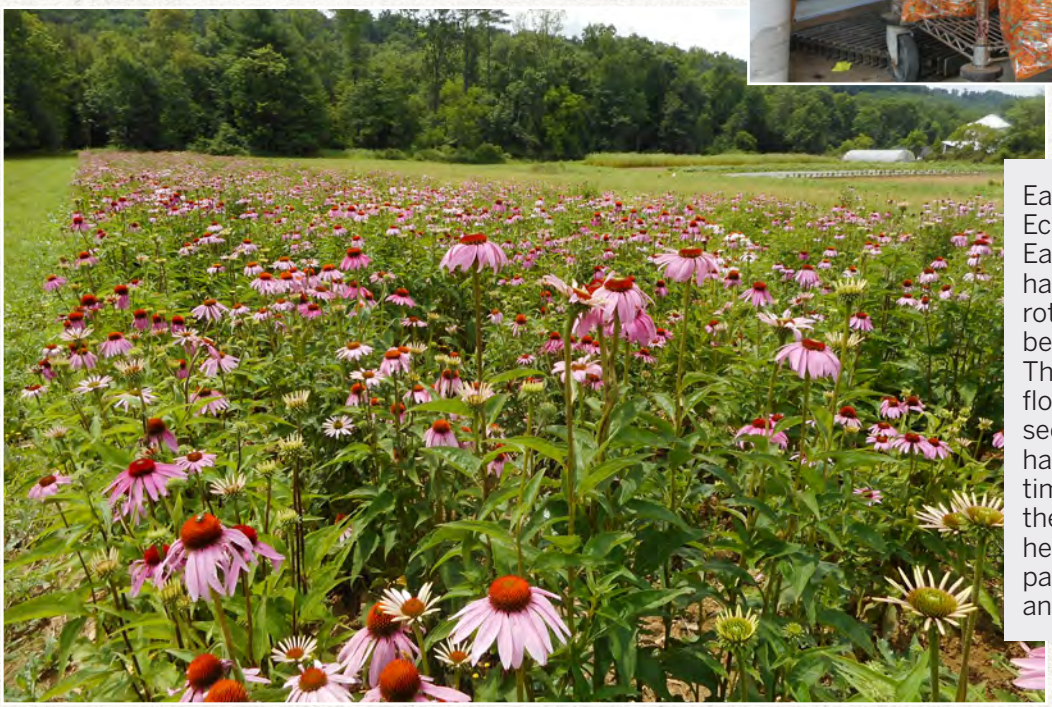
Harvesting across the herb farm is a labor-intensive job, as most of the collections need to be done by hand. Depending on the plant, farm workers might be picking flowers, plucking leaves, digging roots, or collecting fruits. Harvesting by hand can also take a lot of time. For example, the pink flowers plucked from red clover are individually picked, but it takes around five hundred flowers to reach a single pound.

NATURAL HOPE HERBALS®

GOOD HERBS *for* GOOD HEALTH!

From the field, herbs are taken to farm buildings to be processed. Many plant products undergo some type of washing and drying before being packaged for shipment, although some herbs are kept fresh for the manufacturing process if drying would lessen their efficacy. Washing often takes place in a large stainless-steel tub that allows





Each year a new patch of Echinacea is established. Early spring roots are harvested on a 3-year rotation allowing the roots to be mature and most potent. The other parts used are the flowering tops and mature seed heads, both of which are harvested in their respective timeframes throughout the season. After drying, herbs are bundled into bulk packaging, like the Red Clover and Calendula flowers above.





Herbs are "chewed up" mixing with liquids to extract the herbal compounds. After several weeks, the liquid extract is pressed from the mixture with a hydraulic press, filtered through a fine mesh, and bottled for storage.

the gentle removal of dirt without bruising or crushing the product. Some plants, like garlic and other roots, are air dried in the warmth and light of a greenhouse structure. Others, such as the echinacea flowers and leaves that will be made into Echinacea Compound, are dried on large screen racks in a repurposed grain bin that is dark and heated with warm, dry air circulating.

Workers continually monitor the status of the herbs, and when they are dry enough, they are broken down or milled, packaged, labeled, and prepared for shipping. A substantial portion of the herbs will go to Natural Hope Herbals, to be processed into a wide variety of products bearing that label. But another portion of the herbs from the farm will find their way to a few other buyers who may be making their own herbal products.

The herbs that are headed to Natural Hope Herbals will find themselves at one of two plants in operation, each with a different manufacturing focus. The batch of echinacea used to make Echinacea Compound will be headed to Plant 1, which focuses on herbal extracts. But before looking at what goes on there, it is time to look at Plant 2, where products like herbal infused oils, salves, teas, powders, and vinegar are processed and packaged.

Boxes and bags of herbs fill an orderly and meticulously clean warehouse space that forms a part of the plant. While the Natural Hope Herb farm produces about seventy-five varieties of herbs, Natural Hope Herbals uses many additional herbal ingredients from over twenty approved sources. As diverse as the growing options are at the farm, they cannot replicate the ideal growing conditions for everything that is needed. St. John's Wort, for example, grows best at high elevations, and Reishi mushrooms need a careful mix of humidity, shade, and temperatures that don't quite work with Pennsylvania seasons. As a result, plenty of herbs are coming in from vendors across the United States and beyond. Some herbs come from other herb farms, but many are "wild harvested" in their natural habitats.

In the warehouse, intake records are logged, a careful identification analysis is performed, and retain samples are taken. Herbs then travel to one of several manufacturing rooms. In one room, herbs are blended with oil and heated until the essential compounds are extracted, then the enriched oil is filtered with the help of a hydraulic press. The final product is infused oil, which can be packaged for sale on its own or can be used as an ingredient in other products such as salves. There is a salve-making room where herbal infused oils are mixed, beeswax and additional ingredients are added, and the mixture is poured into glass jars, sealed,







Natural Hope Herb Farm grows around 75 varieties of herbal plants in 8 soil types spread over 48 acres. Some plants are grown in orderly rows like common crops, while others are carefully cultivated in more natural settings like creek banks or forest floors.

and labeled. In another room, powdered or cut and sifted herbs can be dry blended and packaged in the form of loose-leaf teas or powdered herbal products.

The largest manufacturing space in Plant 2 holds an industrial mixing machine as well as a packaging line and a liquid pumping station. Here is where dry products are blended, and wet products are packaged or bottled. The liquid pumping station's primary use is pumping raw, organic apple cider vinegar from 275 gallon totes to be packaged into the retail bottles. With three different bottle sizes to choose from, the organic apple cider vinegar is one of the top selling items that Natural Hope Herbals offers to their customers.

While Plant 2 is used to turn herbal ingredients into teas, infused oils, and salves, Plant 1 is where herbal extracts and tinctures are produced. The Echinacea from the herb farm arrives here on its way to becoming Echinacea Compound. When herbs arrive at Plant 1, they first land in a quarantine area, where they will stay until they have undergone a quality check. A qualified QA employee ensures herbs are of good quality through a visual inspection and taking samples for positive identification and testing in the lab. Random tests are done to screen for toxins, molds, and pesticides, ensuring that everything that comes through the plant is safe for consumption and all FDA checkpoints have been verified.

The steps of inspecting, lab testing, keeping samples on file, and all the associated paperwork is an important part of the manufacturing process. While employees sometimes joke that they produce more paperwork than product, this serves the company's goal from its early days to follow Current Good Manufacturing Practices (cGMPs). This goal has led to Natural Hope Herbals registering with the FDA, going through their lengthy inspections, and continuing to follow the required standard operating procedures. This last can be a difficult task, as aligning with best practices is more about constantly improving the way things are done rather than just doing enough to pass.

When a shipment is thoroughly checked and approved, it is released from quarantine and heads to processing. The processing of herbal extracts is somewhat similar to that of infused oils. The herbs are first mixed with a liquid, usually some combination of purified water, vegetable glycerin, and organic cane alcohol. The herbs and liquid are mixed in a macerating tank, which chews up the herbs and helps the compounds mix into the liquid. After two to four weeks, the mixture is pressed with a hydraulic press to extract all the liquid from the solid herbal pieces. The liquid is then passed through a very fine filter to eliminate as many particulates as possible, and finally the liquid is bottled and stored in another quarantine space.

At this point, the extracts are almost through the manufacturing process but have one more set of quality testing to go through. Another collection of samples from each batch are sent to the lab for testing, to make sure there are no potentially harmful bacteria living in the extract. When the testing clears the extracts and certifies that they are safe to sell for human consumption, the herbal extracts are moved from quarantine to general inventory.

The herbal extracts are then ready to be bottled, either as an individual extract or blended with several other extracts to create a formula. Echinacea Compound, for example, is created with a blend of extracts from the roots, leaves, and flowers of Echinacea from the Natural Hope Herb Farm, as well as an extract from another species of Echinacea that comes from a source in the prairies. The extracts are measured, mixed, bottled, labeled and quality tested, before heading to storage to wait for a customer.

Over one hundred fifty products from Natural Hope Herbals are sold both directly to customers and through wholesale partners. Individual customers, who make up about 5% of sales, can place orders by phone or through the business website. Shipments can be sent directly to customers in all fifty US states, as well as retail sales in Canada. Products can also be found stocked in many local stores: over five hundred stores purchase from Natural Hope Herbals on a wholesale level, and many more retail stores purchase through Walnut Creek Foods, a distributor from Ohio.

For those interested herbal products for personal health, several resources are available. A booklet, *Practical Home Herbal Guide*, has a lot of information for beginners. It can be found in many of the same retail locations that carry Natural Hope Herbal products. Another way to learn more about natural health, as well as homesteading, is a free quarterly publication, *Hope for Health*; anyone interested can enroll over the phone, by mail, or through the website. PCBE

For more information, to enquire about wholesale purchasing, or to place an individual order, please call 717.692.5100, write to Natural Hope Herbals, 670 Phillips Rd, Millersburg PA 17061, or email info@naturalhopeherbals.com.

Delmar Oberholtzer lives in Strasburg, Pennsylvania with his wife, Elizabeth. He serves as a teacher leader for Ephrata Mennonite School and enjoys freelance writing in his spare time. He can be reached by email at oberholtzerwrites@gmail.com.

Photos courtesy of Delmar Oberholtzer and Natural Hope Herbals



Health & Wellness Day draws hundreds of people to Natural Hope Herb Farm to hear educational presentations, get to know each other, and see what vendors have to offer.

Health & Wellness Day is scheduled for June 25, 2025. For more information call 717.692.5100.

Natural Hope Herbals advertises in PCBE. See page 659.

Myron K. Sauder

Emerald Power Solutions



Networking to Serve the Need

"The customer is excited," Delmer Martin explains. "He finally found a replacement skid loader engine. Plus, the cost is only 50% as much as he expected." The customer's excitement might seem strange, given that he lives in North Carolina and the engine he found is from Emerald Power Solutions in Lancaster County, Pennsylvania. Yet he is satisfied because no one nearer his home would meet his needs.

Rising Need

A rising number of contractors, landscapers, and farmers across the country are facing this same frustration in getting diesel engines repaired. Delmer Martin, owner of Emerald Power Solutions, explains the situation. He notes that economic changes are causing many diesel repair shops to close. "At least once per quarter, I get a notice about an engine machine shop somewhere across the country that's up for auction. Typically, a 70–80-year-old machinist has been running it with the help of 50–60-year-old employees. The equipment hasn't been updated in years. The aging owner kept the shop going because he did a great job and knew his machines. But the business revolved around him, and he didn't train anyone to take over. It's hard work. A lot of younger fellows don't want to do it."

Delmer hears customers repeating the same refrain. They had a local machine shop, but it disappeared. Even big-name dealerships are struggling. "One customer said, 'Our John Deere dealer has no mechanics anymore. Yet I need somewhere to take my tractors.' Other customers often tell me, 'My engine started to use oil, or make noise, but my local machine shop is not familiar with it and doesn't want to repair it.'"

Getting Started

Good service is what Emerald Power Solutions tries to provide. The business does diesel engine repair, machining, and remanufacturing with the help of 9 employees. There is a rising demand for this type of work not only because small shops are going out of business, but also because diesel engine prices have soared within the past few years. Major restoration work, including remanufacturing, is now a practical option for skid loader and pickup truck engines.

One of the intimidating factors Delmer experienced in beginning his engine machining and remanufacturing business was his inexperience. He recounts, "I remember buying my first bore gage and having the salesman explain how to use it. I was as green as spring grass. I am very indebted to other folks who helped me out." One cylinder head shop in the Midwest that he learned to know would hear from him several times a week. "And he never complained a bit. I want to return the favor to others if I have the opportunity. Young men starting in business do themselves a favor by understanding that there is much to learn from others. We never outgrow the need to learn and ask questions."

Another steep learning curve was the need for precision. Some factory specifications are as fine as .0002 of an inch. "That is about 1/20th the thickness of a sheet of paper," Delmer explains. Fortunately, there are tools that make this challenge less daunting. Learning to deal with such things came the hard way. "Over the years, I bought blocks, cranks, and heads for customers to replace pieces we messed up on. My dad often says 'If you never make mistakes and lose money, you're not in business.'" Even today, accidents still happen, and Delmer has to make that embarrassing phone call. "Sorry we made a mistake, but we will make it right."

Another learning curve was understanding what equipment should be purchased. Of course, there is high-end, expensive new equipment. Sometimes that is best, but other times a good quality older machine will work just fine. Once when Delmer needed to purchase a resurfacer, he let himself be talked into buying a machine that turned out to be a dinosaur. "I think the salesman wanted to unload it pretty badly." Fortunately, it was not a huge investment, and Delmer could upgrade pretty soon to a machine he still uses daily.

Big machines are required for the remanufacturing tasks of boring out cylinder blocks, machining cylinder heads, grinding crankshafts, and resizing connecting rods. When the engine is returned to factory specifications, it receives new parts such as pistons, rings, bearings, and seals. Emerald Power Solution can machine engine components from lawn mower size to huge engines that power generators or mine trucks.

One aspect of Emerald Power Solutions' service is remanufacturing. "Approximately 15 years ago, I bought a skid loader engine I found for sale. The seller claimed it was





Two cylinder block boring mills stand ready to machine engine components. These units can machine components for engines from small lawn mower engines to 2000 HP engines.

a good used engine, but it turned out to be full of sand." Delmer explains. After rebuilding the engine, a customer purchased it for his machine, and Delmer asked for the customer's old engine back as part of the deal. This is the genesis of a significant portion of Emerald Power Solutions' effort today. Remanufacturing engines becomes much more efficient when they are done in batches of a dozen or more. The components are machined, and the engines are tested, packaged, and shipped to the customer. After the customer returns his failed engine, the process begins all over again.

Emerald Power Solutions endeavors to fill another spot: engine machining for local repair shops. This presents a challenge that the team faces every day. When a repair shop is rebuilding an engine, the machine is obviously immobilized. Not only is the machine out of useful production, but it also consumes valuable shop space for Delmer's customers. The pressure is always on to get the engine machining finished as soon as possible.

A skid of dirty parts might come to Emerald Power Solutions from one project. First, everything must be marked, inventoried, and cleaned. Then the various pieces are scattered as they go to their respective workstations. After completing all the operations, the pieces must be pulled back together. The replacement rebuild parts have to be purchased and double-checked for accuracy. Finally, everything is washed and rust preventive is applied, and it is time to deliver back to the repair shop.



A steady source of parts is needed to supply repair shops with the necessary components for engine repair.

Delmer understands that workflow management is a key factor in the success or failure of his business. He is the first to admit he has room for improvement. "The repair shops are taking apart a machine that sits there, taking up space in their shop. They want the engine back as soon as possible. We still have a lot to learn about workflow management. My goal is to reduce our lead time further."

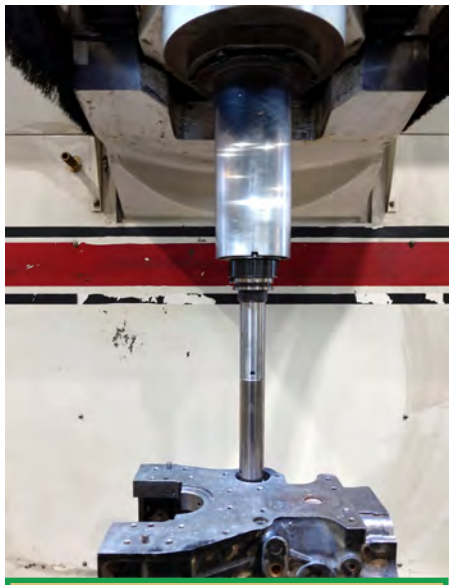
Networking for the future

Even as Emerald Power Solutions offers direct service to customers, it also wants to network with other repair shops. "There's more skid loaders repaired in this county than you can imagine. Our culture is a unique fit for this industry. It matches our values, the handcrafted type of thing. Courageous young farmers who've bought a farm need a part-time source of income to help pay it off. They're not afraid of hard work and are willing to charge a reasonable rate." This hardy labor force is becoming known across the country. "Parts vendors have told me that this is a growing area for engine work and equipment repair."

Delmer's vision for networking springs from a scene he observed in the furniture industry. He saw a family network producing an entire line of Amish-made furniture. One man had organized his Amish relatives so that each one built a small part of the whole. The power of working together gave dozens of furniture shops a place to sell their work. He explains his goal. "We have dreams of doing the same thing with these repair shops. We have learned this shop is good at fixing tractors, this one at fixing skid loaders, and this one does hydraulics. We'll steer the customers to them."

The beginnings of this network are already in place. For example, "We might get a call from a customer, 'I have a dozer or skid loader that needs fixing. What can you do?' The customer can't find a shop or trust a shop. We often hear, 'We had it at a dealer and spent money on it. But it's still doing the same thing.'"

Delmer follows up with some questions, then, to the customer's relief, invites, "Bring it here, we'll look at it." When the machine arrives, the people at Emerald Power Solutions look it over, then move it out to a local repair shop that digs into it. They stay nearby to support the repair shop as needed. "We do whatever we can to help them be successful. We give them engine specifications.



Special tooling allows for machining a camshaft wear surface.



Crankshaft grinding requires precision to .0001 of an inch. This requires precise machines mounted on special machine bases.

We provide engine stands and free pickup and delivery. We look up and supply parts they can't find independently."

Warranty Work

Although most customers are happy, sometimes there are complications. Warranty calls are the result. Handling these calls is another way Emerald Power Solutions can serve its customers. Delmer explains how he tries to make the callers feel heard. "If someone has a concern, answer their emails and phone calls promptly so you don't end up in an antagonistic situation. The big thing is to stay on top of it. Try to run ahead of your issues rather than catching up to them."

Warranty calls involve a further trail of diagnosis. For example, Delmer tells a story about a recent customer from Missouri who bought a remanufactured engine for a Caterpillar skid loader. Later, Delmer received a call. "What's your warranty? This engine you sold me is making trouble. I took it to the Caterpillar dealer. He said the piston is scored and the engine is shot."

Delmer was concerned, but not alarmed. A bore gauge camera, such as the one the dealer used to examine the cylinder, can easily give an incorrect diagnosis. So he continued the conversation, gathering clues that led him to question the fuel pump. "I asked whether the electric fuel pump is running when the key was turned on. He said, 'No, the mechanic says it doesn't need to be running.'"

Delmer couldn't agree. "I said, 'Would it be possible for you to pick up the machine at the dealer? We would like to work on it ourselves.' I called a young mechanic I knew in that area. He said he would help, so the customer took the machine to him. The problem turned out to be a bad fuel pump." Not only was the customer's complaint addressed, but the process had the effect of making good connections. A young mechanic now has a new customer, and a customer has a local mechanic whom he can trust.

In situations like this one, Emerald Power Solutions wants to serve the community by stepping into an area of growing need. Delmer's business is where he has used his inventiveness to find an outlet for his God-given skills. With increasing levels of teamwork, Emerald Power Solutions and the repair shops affirm each other's strengths. In the process, their network does better and better at serving the customer's needs. PCBE

Emerald Power Solutions is located at 471 N Shirk Road, New Holland, PA 17557. To inquire about their services, you can reach them by calling 717.354.6789.

Myron K. Sauder lives in Lancaster County, Pennsylvania with his wife Sarah and seven children. After twenty years of classroom teaching, he works for Anabaptist Financial in developing resources for family and business education. At home, he enjoys family time and reading.

Emerald Power Solutions advertises in PCBE. See page 401.

WEST POINT WOODWORKING

Superb Dining Table Craftsmanship

Fred Hendricks

Travelers in the United States often notice billboards touting "Amish-Made Furniture" sold through local stores. When reading the billboard, however, you have to wonder whether it is genuine Amish or made to emulate their craftsmanship?

A tour through West Point Woodworking is convincing. Their craftsmanship cannot be duplicated by large commercial furniture manufacturers.

Steve Raber, owner of West Point Woodworking, shared this perspective. "Those large companies try to imitate Amish craftsmanship. Perhaps they can make similar looking models cheaper and faster. However, woodworkers in the Indiana community stay in business because their quality furniture is appealing and built to last."

Meager Upstart

Like many Amish businesses, West Point Woodworking had a meager beginning. Steve explained, "Growing up I didn't mind the chores around the farm, but I was drawn to another interest. I liked going through the lumber pile in the barn. It was fun cutting up boards and pounding nails in them. When possible, I would pinch some plywood or 2X4s in the vice and cut it with a handsaw. Then I drilled holes with a brace and bit or a geared hand drill to see what I could make."

He continued, "Mom needed a table to process butchered chickens. Naturally, at age ten, I was excited to help. I located some 2X6s and cut them with a hand saw. With boards cut at various lengths, I assembled her table with a hammer and nails."

Fast forward to 1989: "I met Dorothy, my wife to be. Her dad had a small woodshop. Although I was employed away from home, he graciously taught me the basics of fine woodworking during my breaks



The West Point Woodworking Amish crafted Tulsa Cabinet has a 1¾" rectangle top with Mission edge. The size options range from 42" X 60" up to 48" X 72" including up to 2-16" leaves. This set is shown in Rough Sawn Wormy Mable with SP-166 Weathered Tree bark, 10 sheen top, and SP-167 Weathered Tusk 10 sheen base. The standard base has three drawers and a sliding door with adjustable shelves.

Photo by West Point Woodworking

from work. In addition, I was able to see Dorothy while learning those skills. As God ordained, that developed into our marriage in 1992," Steve said with glee.

Steve admitted to having a good factory job, but he was restless at home. "I quickly became bored when not working. In 1993, I bought some tools and did woodworking during the afternoons and Saturdays. The interest in my work accomplishments progressed and the little hobby business began to grow."

Business Progression

In launching the small family business, Steve added a 260 sq ft corner to his grandfather's blacksmith shop. "I first started the venture as a hobby where I made small wishing wells using pine wood. Dorothy enhanced them by etching pictures or verses on the roof with a burning tool. Those became popular items and filled our evenings and Saturdays. I also made some knick-knack items from wood," Steve said.

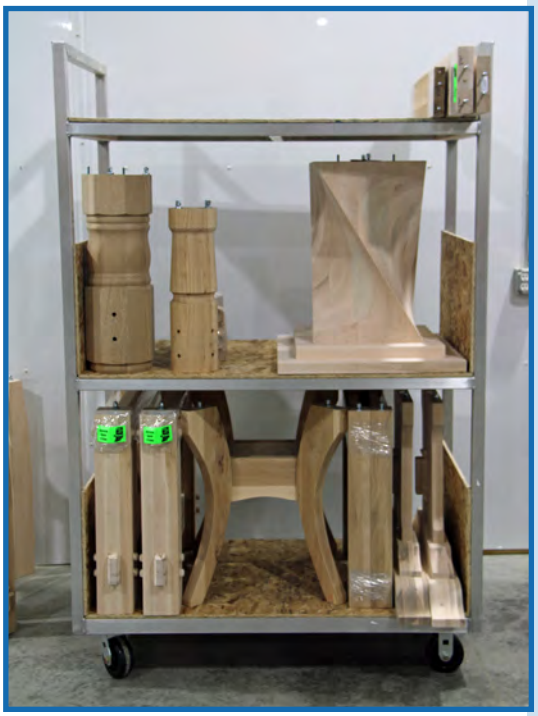
Then an unrelated request surfaced. Steve explained, "Someone ordered kitchen cabinets. Fortunately, I was able to employ the cabinet construction methods that I learned from the factory job. That skill was combined with the finer woodworking techniques taught by my father-in-law to make these products," he remarked.

With limited workspace, the cabinets were taken to the home basement until they were ready for finishing. When the cabinets were completed for a job, they were carried out of the basement. And then, hauled to a local finishing shop. Following that procedure, they were taken to the jobsite for final assembly and installation.

Steve's small upstart business was being blessed with increased orders. Being virtually a one-man operation, Steve indicated that he was running ragged







Top: This one-of-a-kind, live edge, Splated Maple slab with epoxy desk was crafted at West Point Woodworking for Steve Raber's home.

Photo by West Point Woodworking

Middle: A storage room chocked full of wood at West Point Woodworking.

Bottom: Shown are table components at West Point Woodworking ready for the finishing shop.

Photos by Fred Hendricks



The Kingsley Single made by West Point Woodworking comes standard with the 1¼" round top with Roundover edge. It is available in three different sizes, 48" to 60" and up to 2-12" leaves. While several different finishes are available, this table is shown in Brown Maple with Rich Tobacco stain.

Photo by West Point Woodworking

A worker is shown operating a mechanical sanding operation on a tabletop at West Point Woodworking.

Photo by Fred Hendricks



trying to cover all the bases. He noted, "Dorothy offered to do the finishing on hardwood cabinets and furniture. This included stains and catalyzed conversion varnish along with painting. I'll admit, I was afraid she wouldn't do it right. After a sledding accident that resulted in a shoulder injury, I had no choice but to let her do that task. In short order, Dorothy learned the finishing technique much better than me. I've learned that family members are very helpful."

Resulting from the business growth two expansions were added—2,000 sq. ft. in 1996 and 3,000 sq. ft. in 2004. Steve indicated that the expansions greatly improved their efficiency.

"In 1997, We came up with a legal entity and formal business name. The property where I started the business was located at the west end of Clay Township. It's also the west end of our church district, hence the name West Point Woodworking. At this same time, we hired our first full-time employee," Steve said.

Steve commented about remarkable changes with the company's next transitions. "In 2004, we started building wholesale furniture for stores across the US. By 2005, the custom cabinet line was replaced and the wholesale furniture line became dining room tables and expandable benches. At this same time, we outsourced most of the standard production items for finishing. And by 2009, we quit doing any finishing work. These changes resulted in additional business that we never dreamed possible," Steve shared.

As a result of still further growth, West Point outgrew their facilities. "With the blessing of the unexpected growth, we were able to purchase land in 2013, near our original location. On this land, we constructed a 17,000 sq. ft. production building. We're now better able to serve the needs of our customers," Steve said.

Product Line

Before the employees arrive, the generator is turned on to power the equipment. And the workers begin their various tasks making Mission Shaker style dining room tables and benches perfected through Amish craftsmanship.

"Our product line is dining room tables and expandable benches. Leaves can be added to benches as they are added to the table. Over the years we have complimented our lines with modern and contemporary designs. When we first started almost everything was Oak and traditional designs. Our products are now available in Oak, Cherry, Hickory, White Oak, Quartersawn White Oak, Grey Elm, Hard Maple, and Soft Maple plus all the rustic species," Steve said.

Steve's comments regarding their products are understated. The 266-page company catalog shows extensive styles and options that are available. If the desired table is not available, West Point



West Point Woodworking corporate office and manufacturing facilities.

Photo by Fred Hendricks

Woodworking will consider making it for you.

"We've had the privilege of filling special orders over the years. We built two dining tables for former Indiana Governor, Mitch Daniels. A special table was made for Chicago Bulls basketball legend, Michael Jordan. A large oil company in Texas ordered a 9'x 20' cherry conference table. We also had the opportunity to make 40 tables for Texas A&M University Library. Most recently, we completed a hickory dining table for US Supreme Court Justice, Amy Coney Barrett," Steve shared.

Rightful Recognition

Steve recognized the importance of those involved in the company's success. "I am grateful for the contribution of our employees. Without their skills and dedicated commitment to quality, our business could not function. We feel blessed that God led them to us. In addition, our five sons and Dorothy provide wonderful contributions."

David, who is 31 and married, works in the office. He is efficient at programming the CNC routers. He also provides technical support in the office and handles some of the purchasing, new product development, catalog layout, and maintains the price list.

Matthew, who is 29 and married, prepares the table bases for shipping. In addition, he loads the tables and components on trucks for delivery to the finishing shops.

James, who is 26 and married, oversees the table assembly department. He handles service issues with efficiency. In addition, James is responsible for the morning startup. This includes making sure the machines are functioning properly with warm-ups performed on the routers before production starts.

The handsomely crafted Lamesa Trestle table made by West Point Woodworking has a 1½" Rectangle top with live edge on the ends. It is available in a standard 72" length and either 42" or 48" width. The ball bearing slides accommodate up to 4-12" leaves. This table is shown in Rustic Walnut with Natural finish.

Photo by West Point Woodworking



This West Point Woodworking tabletop slides open conveniently showing the stored leaves.

Photo by West Point Woodworking





West Point Woodworking offers this beautifully crafted Avery Trestle table with a 1¼" Semi-Boat top and standard Bevel edge. It is built in a standard 72" length, 42" or 48" width option, and up to 4-12" leaves. This table is finished in Brown Maple with FC-50240 Carbon top and FC-11047 Ebony base.

Photo by West Point Woodworking

Michael is 23 and married and has several office responsibilities. They include order processing, production scheduling, and most of the purchasing. He also handles some of the programming for the CNC routers.

Mark, at 17 is still learning many of the business functions. He handles parts preparation work for different areas of the shop and assists with inventory storage. Importantly, he is also responsible for equipment shutdown at the close of the workday.

"Steve, David, and Michael are the public relations crew as they facilitate customer requests, quotes, and order follow through. Last but certainly not least, Dorothy does the invoicing and pays all the bills. This works out great since there are days when our whole family is at the shop at the same time," Steve shared.

Steve reflected on the personal rewards realized through the business. "A primary fulfillment is working with our five sons each and every day. Together, we brainstorm ideas and transform them into new products. Doing this is far more rewarding than taking the easy route of plagiarism (stealing designs from other furniture builders). The best thing about owning a business is only working half days. You get to decide which of those twelve hours you're going to work."

"Through the good fortunes of our business, we are able to support local and global charities to help the less fortunate. Being a blessing from God, there is a responsibility and therefore privilege to help others with what we have been entrusted. Through our faith, we believe it's the right thing to treat other people the way we would like to be treated. In the final analysis, the success of West Point Woodworking is not ours—it is God's." Steve concluded with a grateful heart. PCBE

These completed table top supports at West Point Woodworking are waiting for transport to the finishing shop.

Photo by Fred Hendricks



For the interested reader, West Point Woodworking is located at 6565 W 200 N, Shipshewana, Indiana. They may be contacted by phone: 260.768.4750 or email: steve@westpointwoodworking.com.

Freelance writer Fred Hendricks of Mansfield, Ohio, covers a vast array of subjects relating to agriculture. You may contact Fred at fwhendricks@gmail.com

B J Auto Sales

From Broken to Beautiful

Karlin Bauman

Picture a mangled black car, one eye gouged out, and the other hanging by the wires. The side is smashed in, and two of the windows are gone; crusty, dry-rotted tires; pale, peeling paint. Who wants it? No one! Americans want nice, new cars—but new cars are expensive, whereas cars in all stages of demolition and decay are plentiful.

As of 2023, more than 15 million new vehicles were sold in the USA. The automobile industry is a massive one because vehicles have become more than a means of transportation. They have become a status symbol. People have nice cars to show their peers what kind of people they are. Yet, there is another vehicle market that is steadily growing to meet the ever-increasing demand of vehicle customers who don't need tip-top vehicles.

The indication of this market can easily be deduced by a simple statistic: about 77% of drivers, according to a study from Sienna, have been in a car accident. There were more than 6 million vehicle accidents in the USA in 2023. That means that 40% of all vehicles have been involved in an accident. This presents a business opportunity that Benjamin has seized. Benjamin's business model is simple: a new life for a mangled car, a new car for a customer, and a job for him.

Getting Started

Benjamin reminisces, "Growing up, I enjoyed taking wrecked machinery and making it good again. I grew up on my dad's dairy farm, but we always had an interest in repairing and rebuilding vehicles. It runs in the family. I remember my brothers and I repaired numerous vehicles. It's an interest I've had since I was young."

Benjamin left his dad's farm in 2011 and moved to Tremonton, a growing town in northern Utah. "I was a single man, and I needed a job. I stumbled across a body shop in Tremonton that gave me work. Actually, I ended up working there for three years. That's where I learned all about body work, sanding, painting, polishing, and getting a car looking like new again.

"When I married in 2016, I was actually working for a farmer again, but with marriage came a desire to have my own work and my own schedule. The old dream of fixing cars floated to the top again. I began looking for a place that would be suitable for me to establish my own business.

"In 2017, this place came up for sale. It isn't fancy, but it has everything we need. Not only is this property by a road, but it also has a small building that serves as my office. Out back, it has space to park quite a few vehicles, and then it has two old sheds as well as a small shop. In the center of the property is an old farmhouse that serves us well. With help from my dad, I purchased it."

Practical and Professional

As Benjamin and I strolled through his grassy back yard, I glanced around at all the different vehicles in various stages of repair. Sitting on a trailer was a well-used Ford diesel pickup.

"This is an interesting case," said Benjamin. "Maybe one of my favorite." This black pickup apparently hit a deer. It also has high miles, about 330,000. At this point, the truck isn't worth a whole lot because of the high miles. In fact, if you want to take it the way it is, you can have it for $6,000. It's drivable, and really, it just needs some of the front panels replaced. The reason I got this truck is because of this other truck," he said pointing to another corner of the yard where there sat another black Ford pickup, identical to the one on the trailer.

"That pickup was struck by lightning. It likely has some electrical problem. Since it would be very costly to buy replacement parts when I don't know for sure what the problem is, I just bought a truck that is identical to it. I can then swap parts freely between the two pickups and troubleshoot the problem easily and at no further expense to me. I might even get both of them running and sellable. I enjoy doing the diesel pickups. That's the market we have here in Utah. People like big diesel trucks."

Behind his house is an old storage shed. "This is my painting booth," explained Benjamin. "Maybe it looks rather inadequate. You might notice that a vehicle doesn't actually fit through the door of the shed. "See," he points, "I cut out the entire front wall, put it on hinges and then put it back in. Now the entire front just opens up and I can drive right in."

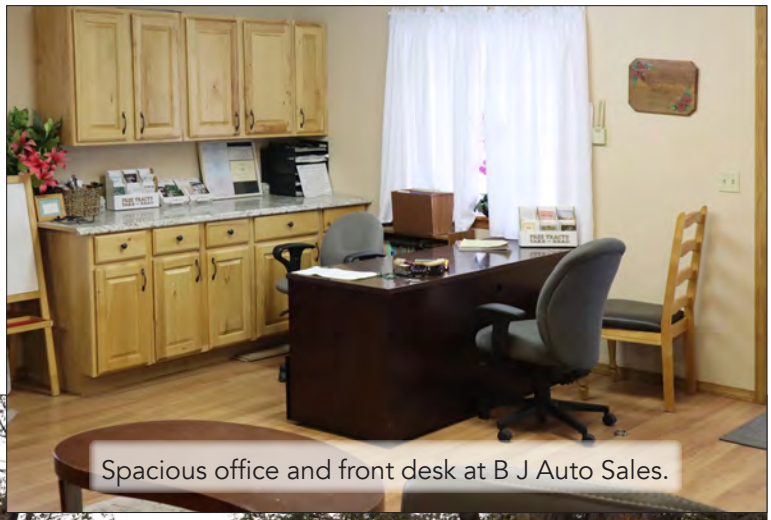
We stepped into the musty, old shed, and Benjamin fumbled around for the light switch. The shed was equipped with exhaust fans, hose reels, and plenty of paint cans. In the back was a legendary double barrel stove. One of the barrels is to burn the wood in. The other barrel sits on top where the smoke is channeled through to capture more heat.

"I like it warm when I paint. That stove puts off credible heat and keeps this place warm even when it's below freezing outside. When I'm done painting, I throw some wood on the fire, open the drafts, and let it bake properly for three to four hours. That helps harden the clear coat for a durable, scratch-resistant finish on the vehicle.

"There are so many variables when painting. The biggest problems are dust and getting the paint mixed correctly. I still don't always feel like I know what I'm doing after four years of practice. What I've tried to do is to use the facilities on the property. We bought this property after we moved to Utah. I didn't have a lot of money. I may build a bigger shop one day if the business continues to go good. For now, this paint booth works great."

Working With Big Companies

"There are thousands of wrecks out there." says Benjamin.



Spacious office and front desk at B J Auto Sales.



These three vehicles were once in the shop and now they wait to catch the eye of a wannabe owner.

"Because almost all of the vehicles on the road are insured, that means that after any collision, it is the insurance companies that end up dragging the vehicles home, not the drivers.

"There are numerous companies that resell the damaged vehicles. The two most common ones are Copart and IAAI (Insurance Auto Auction Incorporate). I had to become a licensed dealer to be able to bid at the auctions. When I first started, IAAI had in-person auctions in Salt Lake City, which is about an hour from here. That's the way I purchased vehicles when I started. However, since Covid, both of these companies went to having their auctions exclusively online. Amid the hurdle of trying to decide how to handle this, my church allowed me specific websites to be able to buy vehicles at these online auctions."


Sights like these are common in Benjamin's back yard.

Benjamin continues, "Bidding online is fascinating because I can get a sense of world markets and economies. I can actually watch where the other bidders are from. Up to 60% of the vehicles sold at these auctions are purchased by international dealers. This is probably because American hourly wage is one of the highest on the world. Since it takes many hours to repair a vehicle, dealers in Europe and Mexico who have access to cheap labor can actually buy the car, pay for shipping, repair the vehicle, and still make a profit. Used car prices aren't equal throughout the whole world."


Pickup that had been struck by lightning.

Dealings and Details

"I buy vehicles with clean titles and vehicles with salvage titles. My customer base is narrower when I'm trying to sell a vehicle with a 'salvage' title. There are a lot of people who will not touch a once-wrecked vehicle with the longest of sticks, but there are customers who want to spend less money and are happy to buy a fixed vehicle. The key is to be open about what kind of vehicles I sell. I advertise my products as vehicles that have been repaired.

"I have trended more and more perfectionist over the years," he explained. "For example, after you repair a wrecked vehicle, more often than not gaps between the hood and the fender and the headlight are uneven. This looks very unprofessional. With a certain amount of tweaking and adjusting,


Well-used Ford diesel pickup with 330,000 miles and deer damage. Benjamin's location in the West means that the vehicles he works with generally have significantly less rust than those from the Eastern or Midwestern parts of the country.

not to mention patience and time, you can get the alignment in all the body panels almost perfect. I want my vehicles to be cosmetically perfect. You see, if you give the customer an imperfect detail to complain about, he surely will complain about it. I put a lot of effort into repairing the vehicle till it is pristine condition, inside and out. Which means considerable time will go into detailing the interior as well.

The Art of Buying

"New diesel trucks sell for a lot of money even though they are wrecked. Knowing what to buy is actually tricky. It's kind of a science but I also just go off of intuition," explained Benjamin. "Since I buy all of my vehicles online, I often don't know what I'm getting till five minutes before its time to hit that 'buy' button. It makes it fun but also risky. After some experience though, you can get good at determining the extent of damage and cost of repair.

"I just quickly run my little mental calculator. How much would this vehicle sell for? How much are the damaged parts going to cost to replace? And finally, how much of a margin does that leave me? Having a clear picture of the value of any vehicle has helped my self-confidence a lot when it comes to buying online. On the upside, up to 40% of all the vehicles are not damaged more than I had already been expecting. I am able to map out some of the vehicles I want to buy beforehand, so I do some of both."

Benjamin moves about twenty-four vehicles through this car lot a year. While it may not be anything extraordinary, he buys more vehicles than go through his lot. About 60% of the vehicles he buys are for customers who want to fix them themselves.

Forging the Future

"At the end of the day," says Benjamin, "I just want to provide for my family and give my boys an opportunity to learn this kind of work as they grow. I want to teach them how to work. Obviously, they are young, and I can't plan their future just like my father didn't plan mine. But I would love if my boys grew up and stayed in business with me and taking it further on their own.

"I enjoy my work, from the buying to the finishing touches, always with the goal of getting the vehicle out onto the sales lot ready for years of work or for another accident as the case may be."

Benjamin's location in the West means that the vehicles he works with generally have significantly less rust than those from the Eastern or Midwestern parts of the country. "If you have an interest in such a vehicle, give me a call," says Benjamin. I won't be able to help everyone, but I'd be glad to help where I can!" PCBE

Benjamin and Jacqueline live in Tremonton, Utah, with their four wonderful children. You can contact him at: 435.230.5812.



Benjamin's simple shop where most of the repairs are done.



SPECIALISTS IN CUSTOM-MILLED WHITE PINE

Phil Barkman

As you roll along Holmes County Road 68, you'll find that straight stretches are few and far between. Slowing for yet another ninety-degree turn, you'll know you've reached Gregory Log & Lumber Ltd. when you see bunk after bunk of neatly stacked pine boards and beams in a mill yard on the west side of the road. Round the corner, and you'll also notice pile after massive pile of pine logs, all arranged in neat rows.

Leroy Yoder's first job was at a sawmill, stacking lumber. He disliked the work intensely and promised himself he would never stay in the industry. That was almost thirty years ago. Today, he owns Gregory Log and ships timber nationwide.

As a teenager, Leroy was fascinated by welding and machine repair, and he had a small shop at home where he performed some repairs for the neighbors. As word of his expertise spread, he came to the attention of a retired sawmill owner named John R. Gregory.

Gregory was retired but, hearing of Leroy's repair skills, asked him to come work on some equipment he wanted to keep running. As time passed and Leroy got Gregory's machines in running order, Gregory saw that he wouldn't have enough work for Leroy to do. He then had a great idea. He had been in the sawmill business all his life and wanted to buy and run a small mill as a hobby. Why not have Leroy run it for him?

So that's what he did. He bought an old Meadows sawmill and brought it home. However, the mill was in a sad state of disrepair, so with Gregory's help, Leroy tackled the daunting task of rebuilding it. As Leroy remembers, "We took everything apart, every nut and bolt, and cleaned and painted it."

The mill was reassembled, but Gregory didn't have enough land to put it on and run it. He bought eight acres where the present business now stands, and in 1999, they set up the mill.

Gregory's idea was to focus on white pine since there weren't many other sawmills doing so. He was elderly at the time, and mobility was an issue, so he informed Leroy, "You're going to have to go buy timber." This was news to Leroy, as he had no idea of how to proceed. He had never bought nor cut timber in his life. He was intrigued by the idea, though, and with Gregory's coaching, he bought their first piece of timber.

Leroy was nineteen years old at the time, and hard work and six-day work weeks didn't bother him. Then he



Customers can order beams up to thirty feet in length and milled to their specifications.

married and discovered that intense work schedules and marriage didn't go well together. He quit his job with Gregory and managed another mill for three years.

At that point, Gregory asked Leroy to come back, and after some consideration, he did. Gregory had bought another twelve acres, and while they weren't milling a lot of lumber, business gradually increased.

Gregory passed away in 2006. He had made arrangements for Leroy to buy the business, so Leroy became the new owner of Gregory Log & Lumber. At the time, there were two employees.

Time passed, and gradually, the business flourished. Milling machines and employees were added, and Leroy now has twenty-eight employees and operates four mills on a total of thirty-seven acres. Blades whir, sawdust spews, and four-wheel-drive loaders roll through the yard. The warehouse racking is filled with bunks of milled lumber, and bales of shavings are stacked high.

When a section of trees is acquired, hardwood trees are occasionally included, and these are harvested as well. For years, Leroy sold those hardwood logs to other mills, but he has now started to diversify and is milling some poplar.

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Gregory Log specializes in white pine, and as you walk through the



The custom milling of white pine has helped Gregory Log & Lumber flourish for the past twenty-five years.



Having a well-organized yard contributes to increased efficiency.

front door of the office, your eyes are immediately drawn upward. Massive beams span the arched ceiling, and the walls highlight the versatility of pine. Numerous types of milling are displayed, along with various finishes.

Pine is a versatile wood that can be utilized in almost every aspect of construction. It can be used structurally as framing lumber, beams, and siding. For interiors, it is excellent for flooring, wall panels, doors, cabinets, and staircases.

There is shiplap, and tongue-and-groove boards for siding, doors, ceilings, and interior walls. Another fascinating look is the Shaker-style board-and-batten—installed vertically, it provides a unique perspective. While many mills utilize band saws, Leroy prefers using circular blades. It's easy to give pine a rustic look, and the marks left by a circular saw enhance that impression, especially when skip-planed. That planing method removes only the highest points on the board, thus retaining some of the blade marks and other slight imperfections.

For those who are do-it-yourselfers, Gregory Log is the place to go. Whether a customer needs a truckload of custom lumber for their special project or just one board milled to their specifications, this lumber yard can accommodate both. For example, they recently received an order for a drawer front. The customer wanted an eight-foot piece cut into two four-foot sections. The board was to be 10-3/4 inches wide with a curved front no thicker than 1-1/4 inches in the middle. The catch? The customer wanted the curved front to be from the outside of the tree, with the bark removed. So, Leroy had to find a log with the perfect diameter so that the curve would meet those dimensions. Another custom item they specialize in is the milling of structural beams, which are frequently utilized in log homes and rustic venues. They have also recently started manufacturing 1x6 lap siding.

Log homes are both attractive and functional, ranging from small cabins to multi-story residences. Gregory Log fills that niche with tongue-and-groove logs. They also carry log siding if you want the look without the actual logs. To accent the rustic look, you can add sliding, barn-style doors, along with the tracks and all the necessary hardware. And just to note: Gregory Log does not mass-produce general-purpose lumber.

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Leroy is grateful for the blessings he has received in life. His wife, Mae, and four children are very supportive, and his two sons are now working with him. He has discovered that growing a company requires balancing business and family life, with patience and understanding being key ingredients for all concerned.

As Leroy says, "It's not me that built the business. God blessed me, and I've had good employees. Without the employees and the support from family, I would not be where I am."

While owning a business requires some time in the office, Leroy prefers being out where the action is. Having dependable employees in the office frees him up to be hands-on in the daily operations.

"I'm not in the office a lot. I enjoy being out and about a lot better, where the action is actually at, and when I go home in the evenings all pine tarred and greasy, that's when I'm the happiest. I have a really good crew up here in the office."

Leroy spends very little on advertising. As he continued to grow the business, his focus on quality and service, along with his skill in custom work, has built a reputation that keeps customers coming back and spreading the word. As Leroy points out, "You're not going to get a referral from word of mouth if you aren't satisfying the customer."

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Another innovative product offered by Gregory Log is painted, finished wood. The customer can choose the desired style for whatever purpose they want, then select their color, and it will be painted to their specifications. A touch-up kit accompanies the order so any scratches made during installation can be repaired.

There are a vast number of colors to choose from, and if the customer doesn't care for a particular shade, it can be tweaked to achieve the desired tone. There are close to eleven hundred choices, including the colors available and the various shades of each color.

If you're a hunter, you probably know all too well the miseries of hanging off the side of a tree, wet, shivering, and miserable. Gregory Log now markets the solution to that wretched scenario in the form of a hunting blind.

As a hunter himself, Leroy has tried various blinds over the years. Finding one that checks all the required boxes can be challenging, but he discovered the Boulder blind, which is locally built and meets his specifications.

Sturdily built, these hexagonal, elevated hunting blinds are ideal for getting the hunter above the brush and ground



It takes nine truckloads a day to keep the mills running.



Gregory Log sources all its pine from Ohio.

clutter. With multiple angles from which to shoot, the hunter has a better chance of being at right angles to his prey. At 7' by 8' and 7' high, there's plenty of room for movement inside, and the carpeted floor is comfortable and helps minimize noise when moving about. It features five tinted windows at 22" square and three 6" by 14" peep windows. With an LP SmartSide exterior, these blinds are weather-tight and durable. The customer also has the option of side or bottom entry.

Leroy enjoys a good challenge, and he had one show up a while ago. A customer in California had built a horse barn with lumber from Gregory Log, and he wanted an airplane hangar to match. It was a complicated design requiring a lot of clear span. Leroy and the engineer worked on the specs for almost a year, and eventually, the hangar was built. The company has supplied lumber to customers in forty-seven of the fifty states and has entire structures in at least forty-four. This includes wedding venues in at least twenty-two states.

The towering conifers utilized by Gregory Log can grow more than one hundred feet tall, growing best in well-drained soil. One truck after another rolls across the scales and then into the yard to unload. Pine is a sustainable, renewable resource, and Leroy senses the responsibility of being a good caretaker of what God provides through nature. Every part of the tree is utilized; what can't be turned into salable lumber is chipped or turned into shavings.

Horses are an important part of many people's lifestyles, and owners are concerned about taking good care of them. One aspect of care is providing good bedding, and Gregory Log produces white pine shavings, which are excellent for this purpose. Pine is a softwood and is safe for





The offices of Gregory Log showcase the versatility of pine.



The warehouse is filled with pine for both interior and exterior use.

horses' respiratory tracts, unlike hardwoods, which may carry toxins. It's also highly absorbent, which helps keep stalls clean and dry. Pine contains oils that not only give a shine to the horses' coats but also help neutralize ammonia. Dried shavings are low in dust and can be composted after use in the stable, adding to the economy of use.

While white pine is sometimes overlooked in favor of hardwoods, Leroy has committed Gregory Log to maximizing its benefits. With its renewability and proven versatility in many different applications, white pine is an excellent choice for both interior and exterior use. PCBE

Whether you're a hobby craftsman, a homeowner, or a commercial builder needing custom-milled white pine, Gregory Log & Lumber is where you want to go. You can find them at: 5545 County Road 68, Millersburg, OH 44654 Phone: 330.893.4499 Website: gregorylog.com Email: office@gregorylog.com.

Phil Barkman is a freelance writer from Dundee, Ohio. He enjoys campfires, cooking, and hiking the outdoors.

Aerial Photos courtesy of Landon Troyer Photography. All others courtesy of Phil Barkman.



Started as a hobby mill, Gregory Log ships timber nationwide.

Gregory Log & Lumber advertises in PCBE. See page 322.













These photos show the original, aged finish of a rolltop desk with cherry and leaf detail (center three photos), and the refinished desk after a time-consuming stain job using red and green stain applied by paintbrush.

Katrina Hoover Lee

PRESERVING HISTORY



by Restoring Antique Furniture

Jerry Bontrager gets up at 3:30 every morning. He likes mornings, and this seems to be a good time to rise. He feeds his animals, has breakfast and devotions with his wife, and then heads to the shop at 5:30. Two and a half hours into the day, he opens the doors for customers at 6:00 A.M. It's not a busy time of day, but occasionally, someone will come by before work.

Unlike many craftsmen, Jerry works with products that are often decades older than he is. He works not just with wood but with history and memories. Every day, he faces the daunting task of transforming a unique piece of heirloom furniture into a restored form without wrecking it or disappointing the customer. Maybe this pressure is partly what inspires him to face each new day at an hour when much of the world is deep in slumber.

The History of the Business that Preserves History

Jerry grew up in the furniture restoration business. His father, Mahlon Lee, entered the industry after buying wooden chairs from his grandfather's estate sale. In the 1980s, he took the chairs to a neighbor's lye tank to strip them and then restore them himself.

Hearing this, a friend started bringing him auction pieces to refinish every Saturday afternoon. By the time Mahlon Lee got them done, the friend would return with more pieces.

In 1990, Mahlon Lee set up a small shop. He took some classes in Wisconsin about stripping furniture. He continued working at the trailer factory before going into furniture restoration full time in December 1998. At this time, his second son, Jerry, was in school. But he was very involved with helping in the shop after school or during the summer after his dad got home from work. Sometimes, Mahlon Lee assigned tasks to the children, such as sanding pieces, while he was at work.

In 2016, Jerry, now married and living at the home place, bought into the business. In addition to restoring old furniture, the shop began receiving requests for new furniture from a store. The wait time to have a piece of furniture restored at Country Furniture Restoration lengthened. Then, Jerry was ordained to the ministry. He wanted to adjust his priorities so that his business would not be too demanding.

Some of the pressure was relieved in 2019 when Jerry's brother bought into the business and moved the wholesale projects to a separate facility at his own home. This freed up Jerry and his father to continue restoring furniture at the home location, although they have also built some new furniture. However, 75 percent of their work still consists of restoring furniture.

Jerry is not aware of any competition nearby. Customers have come from Chicago, about two hours away, as well as from farther locations around the country. People tell him they find him on the internet and that he has good reviews, even though he's never published anything online.

The Fragile Skill of Good Communication with Customers

One of the most important factors when handling people's heirlooms is clear communication. Before a piece



A vintage wooden wheelchair before restoration with broken caning, and after with fresh caning and rubber and restored wood and hardware.

of furniture enters the restoration process, Jerry does his best to have a good understanding with the customer.

He tries to err on the side of overcommunication. If a prospective customer comes in with a particle board item, Jerry informs them upfront that restoring the piece will likely cost more than what it is worth. Even if the piece is solid wood, this may be the case. Often, pieces are not restored for reselling purposes but because they have sentimental value to their owner.

Jerry has identified a difference in how the generations typically treat family heirlooms. Older people often want their pieces restored to their original look, while younger individuals prefer updating them with a modern look, replacing varnish with paint, or removing gold trim.

With all the descriptive and varied words used for furniture finish, opportunities abound for miscommunication.

Once, a customer brought a secretary desk, asking for a "natural" look. Country Furniture restored it to its original color. When the man came to pick up the piece, he said that it was too dark.

"So that was, like, on our fault," Jerry says. "If it's my fault, well, of course, we'll redo it."

Customers frequently describe how they want their furniture to look but bring no photos. The best Jerry can do is to show them the paint and stain options and let them make the color choice.

Recently, a woman brought a varnished, book-matched headboard and footboard with an intricately carved floral design at the center top. The book-matching technique is a special way of cutting two pieces of wood from one lumber slab. When placed side by side, the pieces are mirror images of each other. This stunning design was plainly visible under the varnish, but the woman wanted the headboard painted and glazed.

Jerry applied the white paint the customer selected. He was pleased to see that the book-matched wood was still

somewhat visible. He then glazed it with gray. The piece had been beautiful before; it was beautiful again, in a different way.

Miscommunication can also develop around payment. More than half of the business's customers want a quote, so Jerry tries to provide an estimate. However, there's no way to tell just how much time will go into a piece. He likes to stick with his original quote as much as possible, so in some cases, they hardly make a profit.

Of course, the best customers are the ones who know what they want and don't care about the price.

Jerry thinks he only once told someone they shouldn't come back in the future. In that case, the customer arrived for their piece, but they didn't want to pay.

"They didn't want to pay that much," Jerry recalls. "Okay, well, what do I do?"

Jerry didn't want the piece of furniture. It required more investment than it was worth to the casual customer. Finally, Jerry settled on a response.

"Well, then pay whatever you think is right," he said.

The customer paid, but not in full.

Five Days to Restoration

When a piece of furniture arrives, it goes through a five-day process, assuming everything is running smoothly. The process begins on the last day of the week.

On Friday, the pieces are dipped into the stripping tank. Workers wear gloves and aprons to protect their skin when working with the tank.

"It's what they call a vat system, or a flow-over system," Jerry says.

This system utilizes a three-foot by four-foot tank that is big enough to fully immerse chairs and small pieces of furniture.

A lot of furniture is too big to fit into this tank. Stripping bookcases or desks requires the use of wide metal trays.

"We have trays on each side where we would set the piece on top," Jerry says, "and then just pour it over. Then [the solution] will run back to the tank."

In the same room as the stripping tank, Mahlon Lee built a shallow pit in the floor and placed wooden planks over it. After a piece comes out of the tank, it is placed on the planks and washed with a light-duty power washer. Fluids drip between the planks into the pit. The pieces are left to dry over the weekend.

Monday and Tuesday are sanding and repair days. Contact with water causes wood grain to raise slightly, creating an uneven surface. An even sanding job is important to allow a smooth stain.

Many pieces have faulty caning, broken spindles, missing drawer pulls or knobs, or broken hinges. Recently, Country Furniture Restoration restored an old wooden wheelchair that had a reclining feature. This chair required new caning, new spokes, and new metal reclining hardware besides the refinishing itself.

Caning, the woven rattan used for chair seats and backs, can be restored in two ways. Some caning, such as that for the wheelchair, comes in rolls. This style can be cut to fit, with the edges pressed into a groove around the edge of the caned area.

The old style of caning, however, which looks very similar, requires weaving one piece at a time. These heirlooms have holes drilled around the perimeter of the area into which the caning is woven.

Wednesday is staining and sealing day. Sometimes this is simple. Other times, as with a desk the team did recently, it's more complicated. This desk featured red cherries and green leaves all over it, along with the outline of a deer head on the rolltop. The original décor had faded, and the owner wanted it restored. After staining the desk brown, the next step for this piece was to use a paintbrush to stain all the cherries red and all the leaves green.

On Thursday, the sealer is sanded and a top coat is applied, finishing the week's work.

Another task for Thursday is disassembling the pieces that will be stripped on Friday.

"It works well if everything goes well," Jerry says of the Friday-Thursday schedule.

However, if there is a wedding or a funeral that requires attendance, especially if all employees go to the event, the system suffers.

Satisfying Jobs

Country Furniture Restoration frequently performs restorations at customer's homes. This often means they will refinish kitchen cupboards without needing to remove them from their spaces.

Jerry enjoys the challenge and satisfaction of redoing kitchens in someone's house. In fact, it's one of his favorite parts of their work. Working in a homeowner's space increases stress, but the opportunity to provide





Left: A white bookcase before restoration. Right: The same bookcase, restored and refinished. Country Furniture Restoration builds some new furniture, but 75 percent of their work consists of restoring furniture.

a completely new look to a kitchen in a short time is rewarding. Jerry and his team spend a day in the kitchen removing all doors, drawer fronts, and sometimes the trim. They then prep for painting or varnishing as required by the job.

They take the drawer fronts and cupboard doors back to the shop to refinish, then return to the site and refinish the cupboards in a couple of days. After that, the homeowners can move their kitchenware back in and use the space with open shelves until the drawers and doors are done.

Another favorite aspect of the job is that a company in a nearby city has become a steady repeat customer. This business buys and sells high-end mid-century furniture online. For a while, they brought all their pieces to Country Furniture Restoration for renovation.

Finally, Jerry told them he could not refinish all their pieces. In response, the company asked if they could come out and learn how to do the restoration themselves. Jerry agreed. However, even though they now do some of the restoration themselves, they still bring about eight pieces of furniture every two weeks. Their steady work has helped Country Furniture Restoration grow and expand.

Growth and Expansion

The shop has expanded several times from the small shed where Mahlon Lee began his business. Recently, the business tripled its space from 3,650 square feet to 11,600 square feet. They've moved all dusty work, such as sanding, to the new part, separated from the varnish spray booth and final finish area by two sets of double doors.

The only slow time Jerry recalls was during the 2008 recession. They still worked forty hours a week, but they didn't have a long waitlist. Jerry has noticed that, recently, the waitlist has shortened again, but it's impossible to say if it truly indicates an economic downturn. Certainly, old pieces waiting their turn still comfortably clutter his shop.

Jerry's father, Mahlon Lee, has sold his part of the business to his sons, but he still works as an employee. With his extensive experience, he can fill in for Jerry.

Jerry and his wife have three children who like to come out to the shop. The oldest one is nine years old. After the 5:30 A.M. start, Jerry takes a one-hour lunch break to spend time with his family. Employees, including Mahlon Lee, leave by early to mid-afternoon, and business hours end at 4:00 P.M.

Jerry finds the restoration business more stressful than building new furniture. New furniture is predictable, including the price. A decades-old piece may be near disintegration, and it's impossible to know what will happen after you dip it in the stripping tank.

By contrast, making dovetailed drawer boxes for a cabinet shop, something Jerry has taken on recently, is practically stress-free.

However, the dovetailed drawer boxes lack the satisfaction of restoration. When a homeowner is excited about getting a new kitchen in a short time or a customer expresses gratitude for the transformation of a sentimental or historical piece, Jerry feels the reward in a way he never could with a new piece.

"The part of the business that is most fun and rewarding is when a customer comes to pick up their piece, and they are just completely astounded," Jerry says. "They didn't even recognize their piece."

Despite the challenges of furniture restoration, Jerry intends to continue preserving history and family memories. The business may expand its new furniture line, but it plans to always offer the service of restoring vintage and antique heirlooms.

Country Furniture Restoration is on hand for the customers, even at 6:00 A.M. PCBE

Country Furniture Restoration is located at 10185 W. 1350 N, Nappanee, IN 46550. You can reach them by phone at 574.773.9271.

Katrina is a childhood storyteller turned author and journalist. Author of Kidnapped in Haiti and seven other books published by CAM Books (formerly TGS International), Katrina is now self-publishing a children's book series. She lives with her husband Marnell and their daughter in Elkhart, Indiana.

Handcrafted Dairy and Wholesome Living



at SANDY ACRES

Leroy Martin

Long before the sun begins its initial ascent across the horizon, Mervin and Ruth Ann Zimmerman and their family at Sandy Acres Family Farm rouse from a night of rest to begin their busy routine. Milking nine Jersey cows, making various cheeses and creamy gelatos keeps the Zimmerman family of twelve quite busy.

When several of their children developed food allergies and failed to tolerate specific foods, Mervin and Ruth Ann began searching for healthier food choices for their family. For them, it's been a long but rewarding journey.

The Zimmermans have been operating a small creamery in Iowa for over a year now. During each milking session, they separate some milk directly into the pasteurizer while the remainder goes into the cooled bulk tank. The creamery uses all the milk produced on the farm; the goal is to keep adding more cows.

Healthy dairy products generally begin at the mouth, according to the Zimmermans. Their herd of A-2/A-2 tested Jerseys is fed a diet consisting of forages such as sorghum and rye. The herd receives no corn silage, soy, medical hormones, or antibiotics.

During the summer months, the cows graze lush meadows on the sprawling farm. Rotational grazing is used from May to October, following a take-half, leave-half principle to maintain the meadows' nutrient levels. While some folks consider this method as less than ideal and even wasteful, the Zimmermans see it a bit differently.

"By practicing good soil health and applying the take-half, leave-half method, we have experienced greater crop production," Mervin explains. "In the long run, it doesn't appear to be wasteful."

Differing from conventional farms, Sandy Acres Family Farm keeps calves with their mothers or nurse cow until six months old. This allows the calves to consume nutrient-dense milk, leading to strong, healthy growth into adulthood.

Such calves are more content and pack on significant layers of fat during the six-month regimen, according to the Zimmermans. Based on their experience, they are well-pleased with the results and wouldn't want to switch to another method for their calves.

Heifers remain on the farm and are introduced into the dairy herd at the appropriate time, while bull calves are fed and sold for processing. "They are marketed in quarters, halves, or wholes, whichever the customer wants," Mervin stated.

Deerfield Locker, the local meat processing facility is appreciated by folks far and wide. Most of the steers raised by the Zimmerman family are processed at Deerfield.

The Zimmerman's journey to healthier living took twists and turns. They are grateful for all they've learned from knowledgeable folks within the industry and from books and articles about foods their children can consume. With an emphasis on soy-free, hormone-free, and antibiotic-

free foods, even their children without food sensitivities feel better overall.

The Zimmermans don't intend to instruct others on what they should or should not consume—they will gladly leave that to each individual. However, they want to share their discoveries about consuming foods raised and produced the way they believe God intended.

The creamery at Sandy Acres was formed with a dash of ingenuity and a sprinkle of necessity. A large, local creamery had been picking up the milk from Zimmerman's dairy on a regular basis. However, since there weren't many other dairy farmers in their immediate area, the creamery could no longer justify sending a truck for partial loads.

The pick-up route to the Zimmerman farm was cut. "We had to find other options," Ruth Ann recalls. A few other farms were affected, and they simply discontinued milking, sold their cows, and began other ventures. That wasn't an option for the Zimmermans—they enjoyed their bovine friends way too much, and saying goodbye to the family-farm enterprise was too great a burden to bear. They would need to get creative to figure out how to raise their children on a farm.

Another milk processor agreed to a short-term solution to pick up milk at the Zimmerman's farm. With much deliberation, the Zimmermans visited a creamery in Minnesota that was going out of business. The owner provided them with the morale boost they needed.

"I am sure you could do it. I have no doubt you could make hand-crafted cheese and sell it from your farm," he had encouraged.

He was right. It certainly was possible and seemed like a good opportunity. But the decision came with its share of red tape. The Zimmermans were inundated with stacks of paperwork and regulatory achievements they would not only need to meet but also master. It wasn't for the faint of heart, yet they wanted desperately to maintain their livelihood, so they pressed forward. Despite the initial challenges, they could envision a time when they would press their hand-crafted cheese in trays.



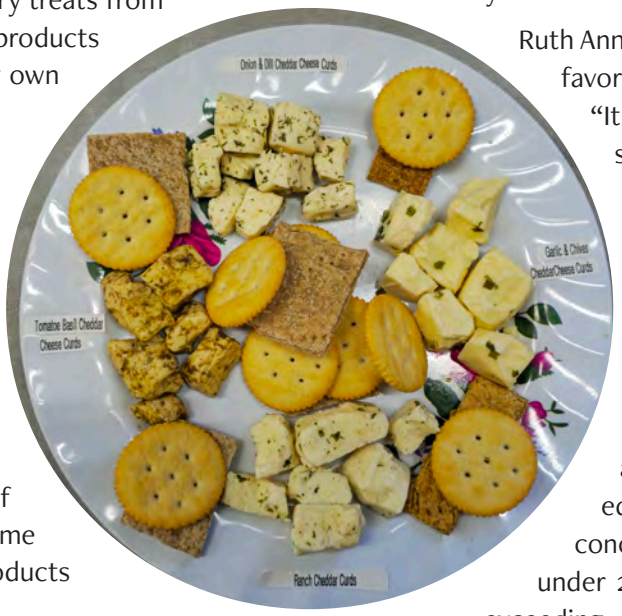
The herd at Sandy Acres enjoys their days on the meadows

Photo courtesy of Sandy Acres

The first call they made to a state official was exciting. "Iowa needs this," the official had told the Zimmermans. "If you want to start your own creamery, now is the time."

Since opening their creamery, folks have been coming from far and wide to purchase dairy treats from the family's retail store. All dairy products sold here are produced from their own A-2/A-2 tested Jersey cows.

"It is so rewarding to see children enjoying the gelato and cheese curds before they even make it back to the vehicles," Ruth Ann says with a smile. Because of their sensitivities to the A-1 protein found in regular dairy milk, some of their customers hadn't been able to enjoy dairy products. But with the absence of the A-1 protein in A-2/A-2 milk, some find the consumption of dairy products more tolerable.



While A-2 milk is not suitable for some folks with lactose intolerances, others who still want the benefits of consuming dairy find it a more manageable option.

Five different flavors of cheese curds are produced at Sandy Acres Family Farm. A few of the older Zimmerman children assist in the creation of these hand-crafted cheeses. Block cheese is also made and available for purchase in five kinds. A few other varieties are being trialed, but for now, Cheddar and Swiss are the most popular ones sold at Sandy Acres.

Ruth Ann knows why their Swiss cheese is a favorite among their growing clientele. "It is made from 100% whole milk," she says. Notably, many Swiss cheeses are produced from skim milk. When using whole milk, the result is a sweeter, softer Swiss cheese.

The Zimmermans, like most artisan cheesemakers, believe a key to great-tasting cheese is a low cell count. "Your cows and equipment *must* be clean," Mervin concludes. "Cell counts need to be under 200,000, with bacteria counts not exceeding 10,000, and finally, plate counts dialing in under 15,000."

He reiterates the importance of cow health. "If you have even one sick cow, those counts will be affected one way or another. This is, in part, why milk can sometimes taste bitter."

Above: A tray displays the various flavors of curds available at the family's retail store.

Photo by Leroy Martin





Left: Handcrafted Swiss cheese is customer favorite at the family's retail store.

Right: Crafting great tasting cheeses is a rewarding work for the family.

Photos courtesy of Sandy Acres



In the production room, a vat of cheese is formed.

Photo by Leroy Martin



Delicious cheese awaits further steps in the production process at Sandy Acres.

Photo by Leroy Martin

The family strives to produce high-quality cheeses for their walk-in, retail customers. Their broader business model includes marketing their artisan cheeses to mail-order clients as well. With vacuum-sealed packaging, the Zimmermans are confident they can fulfill mail-orders and bring their fresh-tasting craft to your doorstep.

Their soy-free, antibiotic-free, and hormone-free A-2/A-2 cheeses might be just what you have been looking for. Cheese is shipped in insulated cartons, and during summer months, a bed of dry ice ensures the cheese arrives fresh.

Himalayan salt and natural rennet are a part of their home-crafted recipe. Due to its natural properties, the family prefers rennet over synthetic alternatives. And that's a good thing, because a growing number of customers have inquired about this option.

As fun and rewarding as cheese production is, the real highlight on the production floor is their handcrafted gelato (pronounced juh-LAH-toh). This fine dessert, similar to creamy ice cream, is found in shops across Italy.

Sandy Acres' Italian-inspired gelatos are made from whole milk with no fillers, no artificial flavors, and no added colorings. Following a simple lifestyle focusing on healthy, whole foods has been the Zimmerman's motivation to create their health-conscious dessert. While the various flavored gelatos have quickly become a favorite among the locals, the frozen treat unfortunately cannot be mailed to your doorstep like the handcrafted cheeses.

Customers browsing their retail store will also find eggs from pasture-raised hens fed a non-GMO diet. Their chickens are fed a soy-free diet, just like the cows. Local honey and maple syrup also grace the shelves of the family's farm market.

The Zimmermans want to expand their product line soon and anticipate providing their customers with wholesome grains such as Einkorn, spelt, and non-GMO wheat. These grains would be sourced from other family farms. Perhaps fresh-baked breads and healthy pastries will follow—their customers have been anxiously requesting such products.

Their goal is to serve their community by providing quality foods that help produce healthy, vibrant adults and children. They feel truly blessed by the many opportunities that have come their way and hope to inspire other small family farms to provide their own local communities with wholesome foods.

Mervin and Ruth Ann enjoy working with their children every day. Perhaps the best part of their work is enjoyed at the supper table, when the work at the production facility has reached its completion. That's when the children sample the fruits of their labor—freshly made gelato and squeaky-fresh cheese curds. PCBE

Sandy Acres Family Farm is in Orchard, Iowa. To place an order for cheese or to inquire about other products they sell, you may reach them by calling: 641.732.5137.

Leroy Martin is a freelance writer and photographer. His work appears in various Plain publications. His extensive travels have taken him to hundreds of Anabaptist communities throughout the US and abroad.

MILLER HEIRLOOM

A Family Centered Business

In Search of Family Time

Darryl Derstine



Image credit: Anna Berdnik/Shutterstock.com





Image credit: Vadim Lukin/Shutterstock.com

1997 The phone was ringing. The weary crew was slouched around the truck, sawdust spilling from the folds of their pants, smelling of chainsaw gas and bar oil. The driver reached down and snatched the corded bag phone from its cradle. "Hello? Oh...!" he said, something in his voice making the crew look up. "Oh, yes. Sure. He's here."

Turning, he said, "William, it's your wife."

William Miller reached for the phone, dread clenching his stomach.

"William. I think Emily broke her arm."

"What? How?"

"She was coming down the hill, standing in the wagon, and it flipped."

He heard muffled cries in the background. "Are you taking her in?"

"Yes, we already called a driver. Can you meet us at the Millersburg hospital?"

"Yeah," William said, feeling short on air. "Yeah, I'll do that. I'll get him to drop me off there."

He handed the phone back to the driver and leaned forward, twisting his work-hardened hands together until the knuckles showed white. *Why was she riding her wagon standing up? Is it just a broken arm or something worse? Why wasn't I there? I should be there. Mary shouldn't have to do this by herself.*

He sighed and slouched back in his seat, still subconsciously wringing his hands. The crew kept asking questions, which he answered absentmindedly while his mind churned. *I should have been there. But I can't. I have to make a living. But what kind of a living is it that I can't be there for my children?*

*****

The truck pulled up to the emergency room parking and stopped. William popped open the door and stepped out into the darkness. The truck pulled away, leaving him standing alone in front of the glowing door under the red letters: Emergency Room.

Biting his lip, he strode toward the door. *They should know something by now, but what? I should have been there. I should have... but how?*

*****

Mary looked up when he entered the room, her face drawn but calm.

"How is she?" he asked.

"It's just dislocated. They said it's not broken." He looked from his wife's drawn face to the little white one peeking up at him from the bed. *I should have been here,* he thought. *I should have.*

He felt like a failure.

(A couple of months later...)

Why is the house so dark? he wondered as the crew truck ground its way up the lane. *Is anybody there?* The shape of the single-wide trailer loomed long and dark at the end of the lane. The windows, normally ablaze with light and filled with little faces pressed to the glass, were dark, cold, and empty.

What is going on? he thought, grabbing his lunch box and stepping from the truck. *What has happened?*

Minutes later, as he stumbled through the dark to fix the lighting problem, he was mentally berating himself. *How did this happen, William? How? You should have been here. That's what. Somehow, you should have been here.*

(A few months later...)

He sat back on the couch with a sigh. He was home. He had been, all day. He looked around the room, a slow smile spreading up to crinkle his eyes. *This is great,* he thought. He felt his chest expand with a deep cleansing breath. *And now... story time.*

The children were coming. William leaned forward to scoop up the baby, cuddling her under his chin. The second youngest climbed onto his lap, grabbing a fistful of William's shirt to pull himself up. *Uncle Arthur's Bedtime Stories* was thrust into William's hand, and the older children pressed in on both sides.

"It's Chapter 16, Daddy. I remember."

He turned the pages slowly, feeling the pages under his hand, savoring the moment. *This is good,* he thought, looking down between the children's heads. *This is very good.*

2025

When you turn onto Township Road 327, you had better know where you are going, because there is nothing to alert you that a maker of fine cabinets and furniture lives along this narrow, winding way. Nothing except a small tin sign over the mailbox, narrower than a sheet of paper and not much longer, with the faded words, "Miller Heirloom." There is no flashy billboard at the end of this lane. They don't need it.

The gravel lane winds up through the hardwood trees, past a house and to a shop, where you might find William Miller standing at the door, welcoming you with a gentle smile.

He's an acquaintance worth making.

*****

"So, after that situation where the lights burned out, how long was it till you started your own business?"

We sat in his unpretentious office, flanked on one side by his drafting board, my tablet on my lap.

"That was the turning point," he said. "Soon after that we made the decision to start our own shop. We were living in a two-bedroom trailer, and I asked my wife, "Would you rather put our money towards building a house or would you rather we start acquiring woodworking equipment so I can work from home?' She opted to bring me home."

Bring me home. The thought infused much of our conversation about the beginnings of Miller Heirloom Furniture. Still, it takes more than a vision to create a new reality. Somehow William and Mary went from a beautiful, value-driven vision to a thriving cabinet and furniture shop, created to enable that vision.

As we walked through the shop warehouse, I was drawn to beautiful things created by the William Miller family in their journey to funding family togetherness.

We strolled across the shop floor to a display of hand-hewn mantel pieces. In the slanting winter light, the hewn surfaces gently reflected the illumination from their many facets, warm and inviting. Though this is only one of the things Miller Heirloom produces on a weekly basis, the mantels add a feeling of handcrafted tradition and solidity to a home. We'll start our tour here. The rest can wait.

In a world where a lot of furniture is constructed by machines from particle board, what makes someone create something from real hardwood, especially if it must be chopped by hand? Standing in front of a display of hand-hewn mantel pieces and running a hand over their rolling surfaces, you find yourself saying, "This is beautiful. How do you do it?"

How *do* they do it? Let's tag along and look over the shoulder of a Miller Heirloom craftsman as he creates a hand-hewn mantel piece.

We begin in the show room display, with William showing me the finished product.



I'm amazed to see that it is hollow.



"Why do you make them that way?"

"At first, we created them from hand-hewn solid beams," he answered. "The problem was that not only were the beams harder to source, but they were not dry to the center. We could create a nice-looking mantel and get it in place, only to have it crack as it continued drying inside the house.

"Also, they were heavy, which limits where you can place them. Making them hollow eliminates both the weight problem and the drying problem because we can use thinner wood that is dry to the core, eliminating the cracking problem."

I look at them again. How did they get the corners so tight?



Let's go out to the shop and watch some being put together. Our craftsman today will be William's son Daniel, but there are other employees as well, all working toward the goal of creating the fine furniture and kitchens Miller Heirloom is known for.

Let's start with the boards. It's nice when the top board is one wide piece. The bottom board (standing) can be edge-joined from two smaller boards to get the desired width.



The saw is set up to give the correct miter rip cut. (I loved seeing the SawStop. I know too many people who are missing fingers to not appreciate a safer table saw.)



Now let's run the boards through and rip the miters we need.



Now, we'll cut them to length and miter the ends all in one operation. A chop saw carefully set at the correct angle will supply our end cuts.



All the mitered and cut-to-length parts laid out, ready to assemble. The single, short board closest to the camera will be cut in half to form the two end pieces. The plywood pieces to the left will form an internal structure to give the whole thing more strength.



Let's put it together. This will take lots of pocket screws.









With this many miters to line up, getting everything square is critical.



The top and bottom boards are in place on the internal plywood frame, and it is pocket-screwed together.



The face board is ready to be put on.



Applying the glue.



More glue.



The face board in place.



Now we clamp it.



It takes a lot of clamps.



Who needs a worktable when you have this many clamps?



End pieces ready to glue on.



End pieces glued on.



Ready to hew (almost). What happens if we have a knot hole?



We fill it with Knot Filler extruded from a giant hot-glue gun.



This is the stuff they use at Miller Heirloom.



In a few minutes, the hole is repaired and hardened.



Now we are ready to hew the beam.



Notice the extra bracing has been temporarily installed in the open body of the mantel beam to keep

it from collapsing under the adze in the hewing process.



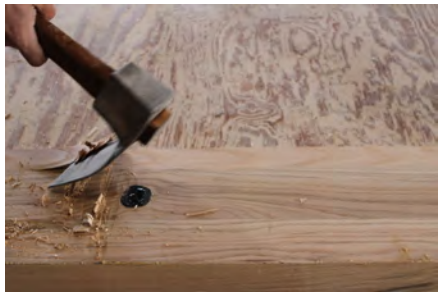
Using an adze, we begin chopping away.



Be careful not to go too deep. See why the temporary bracing needs to be there to keep the violence of the chopping from damaging the beam?



Use care when chopping around the knot. The wood grain swirls here and can cause ugly tear-outs.



Careful now...



Some tear outs will happen. That is okay since this is roughhewn. Still, you might have to approach the knot from a couple of directions to keep it from getting too deep.



There we go. That works.



Careful with the ends. We always want to hew *out* to the ends.



It's nearly done now.



Hewing the end faces.



Flipping it over to do the last 2 inches. We want to chop out to the edges, so we must flip it partway through.



Doing the last inch.



All done hewing.



What it looks like after hewing and before sanding. Beautiful, but too splintery to put in a house with children.



So, we sand it.



This is rough, fast work with 120-grit sandpaper.



Here is what Miller Heirloom uses for the job.



Sometimes, we must stop and use the chisel a bit.



Round the corners...



...until they look like this.



There might be a small crack here in the miter joint.



We can put wood putty in that and sand it over now.



Now we take out all the temporary bracing.



Until it looks like this. Then, we add a couple of screws to the inside end plates.



Like this.



Waiting to ship out to the finish shop.



From there it goes to the customer or to the showroom in Erb's Stove Shop in Millersburg, Ohio.



It was a privilege to spend time with the men at Miller Heirloom Furniture. I've enjoyed my interaction with these kind people. Next time we hope to begin a new project with Miller Heirloom by following a set of custom kitchen cabinets from the drafting board to the finished product. See you then. PCBE

Photos courtesy of Darryl Derstine unless noted otherwise.



Ethan Royer

LOGGING Life

Benefits of Mechanical Harvesting

Last month, I discussed our venture into mechanical harvesting. This month, I want to go into detail on the benefits we've found with this harvesting method. To refresh your memory and provide context, we are using a Komatsu 430-5 feller-buncher with a Quadco 2900 intermittent disc saw to cut, limb, and top. We shifted away from hand cutting about seven years ago, but we still buck and trim logs in the landing with a chainsaw.

I will admit up front that I am biased toward mechanical cutting, though at one point, I was biased against it. I do acknowledge that my opinions on this are based almost entirely on my personal experience, and very likely there are others with different experiences or observations that will disagree with some of my conclusions. I've seen ugly jobs that were hand-cut and ugly jobs that were buncher-cut; so much depends on the conscience, expertise, and experience of the operator as well as jobsite conditions.

Safety

Everyone knows a logger who was killed or at least injured. If you didn't know of anyone before, let me introduce myself to you. I, Ethan Royer, broke my leg just above the ankle thirteen years ago while hand felling. I feel fortunate that it was my leg because the dead Elm narrowly missed my head.



Harvesting timber from inside the cab is safer.... and more comfortable.

While there have always been plenty of hazards in the woods, Missouri-based logging safety instructor, Joe Glenn, says he feels that there are more hazards in the woods today than ever before. We have dead Elm due to Dutch Elm Disease, dead Ash due to Emerald Ash Borer, many other hollow and rotten trees due to decades of

mismanagement, pasturing, and high-grading, and a host of invasive shrubs (such as Japanese Honeysuckle and Autumn Olive) that impede sight and mobility.

Mechanical cutting is safer and less physically demanding. Now I don't fall asleep when I sit down after supper the way I did after a day of hand-cutting. While I seldom work alone, I can and occasionally do now that I'm safely behind a 1¼-inch Lexan window.

Tree control

I believe that tree control is a game-changing benefit of mechanical cutting. When we were hand cutting, we had added a pusher onto the back of the skidder and did a lot of pushing, but lean was still a big factor in deciding which direction to fell a tree. While there are big trees or heavy leaners that are beyond a buncher's ability to handle, in most cases, it doesn't matter which way a tree leans, you can direct it into the best available opening.

Think of a double or triple stemmed tree. Usually each stem leans a different direction, but with a buncher, they can often be felled within a single opening. The ability to manipulate trees to avoid damage to the surrounding stand is the biggest reason why I feel we can do a better-quality job with mechanical cutting. At first glance to the untrained eye, the collateral damage may not appear much different; it's just that we can choose to save a White Oak at the expense of an Ironwood. A big machine smashes more 1- to 2-inch trees but saves more of the medium trees that are most likely to make it to maturity.

We still hand-cut occasional small jobs, but I honestly feel that there is a bit more collateral damage than with machine cutting. When hand-cutting, it is possible to take extra effort to fell trees the opposite direction from the lean, but it requires a push from the skidder or beating wedges. Beating wedges might be good batting practice, but it is exhausting. We are more apt to do careful work when it doesn't require extreme physical exertion.

Horse-logging is often promoted as being best for the woods, but I beg to disagree. True, there will be less skidding damage than with a skidder, but you are very limited in directional felling with no machine to direct trees. I know of a logger (he owns horses) who was skeptical of feller bunchers only a couple years ago. He recently told me that he logged his own woods and used his feller buncher to do the least amount of damage.

There are numerous little tricks to minimize collateral damage. If trees have a low fork (up to about 20 feet), it is possible to reach up and cut them separately prior to cutting the trunk. This takes a bit of extra time but causes less damage than felling the whole tree. In tight quarters, a tree (with or without a fork) can be topped at 20 feet. This reduces the weight and allows the top to be laid down near the stump.



Topping the tree can help minimize damage to the residual stand—in this case it saved the stand of corn.

Another trick is to sweep the butt back as the tree is falling. This keeps it from reaching out as far and significantly reduces the odds of breaking smaller trees brushed by the falling tree. As the top arcs downward, the outstretched limbs catch on smaller trees and bend them, but if the falling tree is yanked back, the limbs ride down the sapling (sometimes skinning it) instead of breaking the trunk. Perhaps this is hard to visualize, but I've found it makes a big difference in collateral damage if the butt can be swept back even 10 feet.

In a tight woods, small to medium trees can be cut and carried vertically to a place where there is space to lay them down. If there is no opening, and a tree gets hung up, using a buncher to simultaneously lift and pull the tree is less damaging than merely yanking it down with a skidder. All this results in less damage to the residual stand and makes for a cleaner job.

In certain situations, we will hand-cut trees and use the buncher to push or pull them. Big trees leaning over a road, fence, building, or powerline are good candidates for this. With a 75,000-pound machine and the ability to push or pull 30 feet up the trunk, it is more feasible than pushing or pulling with a skidder. It's also safer than perching on the

arch of the skidder to throw a choker around the trunk; Dad once fell off while doing that.

Pushing works best but requires sitting behind the tree, which is not always an option. Pulling can work well too, but only on trees that fit in the arms on the head. Since bunchers have relatively little swing torque, you have to pull from essentially the same spot where the tree is supposed to fall. Then as you begin pulling by backing up, you have to swing the tree down beside you. This works well enough to make trees fall where you want, but it's very difficult to do it without splitting the hinge since you must simultaneously pull and twist the tree. We are still experimenting with this method and have not yet found a failproof solution.



This method of pulling roadside trees is faster, safer, and easier than cabling.

Manipulating trees comes in handy for blowdown timber. For wind-thrown trees, we usually top them first, then reposition them vertically before cutting it at the stump. This makes for cleaner look since the root wad ends up back in its hole. Cutting dirt is unavoidable in downed timber, but Quadco saw teeth can handle a lot more dirt and gravel than chainsaw chains.

Forestry

Forestry best practices are constantly evolving as research sheds new light on what methods yield the most favorable results. A current management method is cutting group selection openings. This consists of marking all trees in a small area to make a sunny opening that promotes regeneration. Mechanical harvesting is helpful in making the most of these openings since you can generally make all surrounding timber fall into this opening. This not only prevents damaging the surrounding stand, but it also helps smash everything within the opening, making less work for the forester who later completes the opening.

A local forester has said the extra soil disturbance caused by maneuvering a track machine promotes regeneration by exposing bare soil, allowing seed-to-soil contact. We once cut a job during October when the acorns were falling, and the same forester later reported phenomenal oak regeneration, but as they say, "Timing is everything."

Production

Increased production is an undisputed advantage of mechanical cutting. Obviously, if a buncher did not increase production, it would not pay for itself. In our case, we run a two-man crew the same as we did when hand-cutting, and we produce about double the footage per cutting hour. However, I do not think annual production doubled since we now must spend more time marking and bucking that extra volume.

We are typically producing 3,500 to 4,500 board feet per hour. I've found it surprisingly consistent. A terrible job may get as low as 3,000 feet per hour, and a great job may reach 5,000 feet per hour, but those are outliers. For readers unaccustomed to Doyle scale, a semi load of logs (80,000 to 85,000 pounds gross) typically scales between 3,250 and 4,000 feet.

I've noticed increased uptime over hand cutting: we don't need to stop working if it's windy, or if we're half sick. A couple of years ago, the skidder operator and I both had Covid the same week. We did not feel well enough to swing a chainsaw, but we quarantined in our cabs and continued producing all week despite the misery. Some time ago, I had a surgery and was able to return to work long before strenuous activity was allowed.

Higher production allows us to take greater advantage of brief windows of favorable weather. Once we were trying to knock out a river-bottom job before rain arrived the following day. We started around 6:00 in the morning and worked until about 9:00 that night, producing an estimated 50,000-plus feet in difficult conditions. A 15-hour day is simply not possible (at least not safely) when hand cutting in August heat, but a machine doesn't get tired and can produce at full speed all day.

Our equipment is not subsidized with timber value or sawmill profits. We are making it work based on custom

logging production, and our logging rates are in line with area norms.

Skidding Assistance

Mechanical harvesting improves skidding by moving the trees into the open and piling them together to form a skid. This allows the skidder to handle more board feet per hour and reduces damage to the remaining stand. Although mechanical cutting does not always permit working in wetter conditions than hand cutting, it is helpful for crossing a few wet areas on otherwise dry sites. The buncher can create corduroy road, lay brush in the trail, and help install mats or bridges as well as shovel logs to higher ground where the skidder can access them.

Landowner Perceptions

When we made the change to mechanical cutting, there was no one else doing it in northern Indiana. We feared that some landowners would not allow or appreciate a big machine in their woods. Those fears were unfounded. It actually increases landowner confidence when the logging crew shows up with expensive equipment because they perceive it is not a fly-by-night operation.

One landowner said, "I wasn't too sure when I saw that machine roll in, but after watching, I can see you are using it to minimize damage to the remaining trees."

To the best of my knowledge, not a single landowner has been displeased with our cutting method since we switched seven years ago. Landowners appreciate quick completion of the job rather than intruding on their property for a long time.

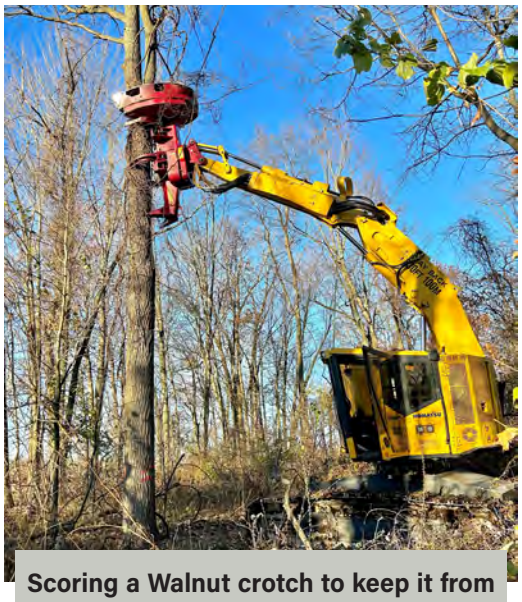
I often wish the buncher had a buddy seat. It would be educational to have the owner along so I could explain what I'm doing and why. A few people have asked for rides, but I must decline unless they are small children; there is simply not room for two adults. The best I can do is talk to them over the phone through my headset while they watch from a safe distance.

Value-Added Options

In some cases, having a buncher adds value. We work a disproportionately high number of blowdown jobs since it's safer, easier, and more productive with a buncher. A forester recently negotiated a timber sale contingent on us doing it with a buncher because the roadside trees were large and difficult or impossible to pull with a skidder. Depending on the scenario, we use various techniques to maintain better log quality.

I mentioned earlier that I can cut low-forked trees by cutting the stems individually; this eliminates the risk of splitting the butt log. If the crotch is too high to reach, I can turn the head upside down and reach up to about 30 feet and score the crotch so it will split the top log instead of the trunk when it falls. On a high-dollar Walnut that has a split-prone crotch too high to reach, we may hand cut it while holding it up high with the buncher, then lay it down gently so it won't split.

Since logging is our bread and butter, we give it priority, but we've done a number of fencerow or ditch bank clearing jobs when time allows. The ditch authorities do not approve



Scoring a Walnut crotch to keep it from splitting the log when it hits the ground.

of digging stumps on ditch banks, so cutting them is the only option. A buncher works well for this since it can reach down the bank, cut the trees, and pile or windrow them away from the ditch. On fencerows, the whole tree can be ripped out with an excavator, but in some cases, it is more efficient to cut the trees and lay them out perpendicular to the fencerow so they can be easily pushed together. The rotating head gives the buncher an advantage over an excavator for handling and organizing brush.

Wait until next month to ridicule the points presented here. As the saying goes, "If it sounds too good to be true, it probably is." Next month, we will consider some downsides to mechanical harvesting. Some of the positives listed above will also be included in the negatives next month. There is a balance in most things, and too much of a good thing can become a bad thing. PCBE

Ethan Royer, of Royer Logging, lives with his family in northern Indiana and provides logging services in northern Indiana and southern Michigan. He can be reached at 574.849.0867.

Photos courtesy of Ethan Royer

AF Anabaptist Financial
Stewardship Connections with Integrity

The Influential Anabaptist Businessman

BY DAVE SWEARINGEN WITH AF STAFF

An Anabaptist businessman received a phone call the day he bought his business. A friend was calling to congratulate him and to tease a bit.

"You're your own boss now," he joked. "You don't have anyone to answer to!"

At a less weighty time, the businessman might have participated in the light-heartedness. He might have complained about the many people looking over the shoulder of a business owner—bankers, accountants, business partner, wife, and the list went on. Instead, feeling the weight of his new responsibility, he simply answered, "No, I now answer to God for my business too." God's authority would be his guide for how he used the opportunity now before him.

If you would ask members of your church community, "Who are the most influential people here?" what answers would they give? Some might respond, "church leaders." Others might say, "our older people," or "our schoolteacher," or perhaps "a widow with an outreach to young mothers." Those are all good answers. But they are not the complete picture.

There is another group that wields a subtle yet strong influence among us—business leaders. They are known for their diligence, resourcefulness, and intelligence; thus, their opinions carry weight. As men in our circles move beyond agrarian lifestyles into businesses that are sizeable, sophisticated, and successful, this becomes even more true. We tend to depend on businessmen for many things beyond the realm of business itself. Do you want advice on calculating financial risk? Talk to an Anabaptist businessman. Do you need resources or organizational skills to support a noble cause? Call those who are leading successful business organizations. Do you need a job for someone? Call a business leader.

What would Jesus say of this tendency to depend on businessmen? He says that people with financial blessing are in no way of greater value to His kingdom (Mark 10:15). He warns against desiring riches and position (Luke 12:15). Jesus knows that financial responsibility can increase temptation (I Timothy 6:9), and that a position of influence can lead to pride in our own thinking. Yet he also speaks of the blessing that wise investment of talents and resources can be to the kingdom of God (Matthew 25:14–30). In fact, some of His harshest criticism was for the slothful servant who hid a talent away so he could present it unblemished back to his lord.

Jesus also honored the simple faith of a successful Roman commander who asked Him to come and heal his servant (Luke 7:1–10). This man had previously been instrumental in benefitting the Jewish people, but made no mention of it at this time. With all the authority he surely possessed, the centurion revealed a strikingly humble awareness of his own limitations and position when he said, "I also am a man set under authority." This reveals his keen awareness of the limitations of his own power, as he cried out for the greater power of Jesus to do what he simply could not do.

Perhaps in this simple example lies the key to how our Anabaptist businessmen can be an encouraging influence in our communities; are we as businessmen willing to live "under authority" as we handle the Master's resources and call for His blessing?

At first glance, it's an easy answer—we all see ourselves under the obvious authority of Christ. But how about the spiritual leaders that have been ordained in our communities? Do we see them as getting in our way? Often the call for new technologies and more modern practices comes from those in the business community as they seek more efficient ways to do business. But these

requests must be balanced with the good and future of the community itself. Perhaps if the business leaders were more diligent in heeding a few cautions, their contributions to the community would be more valued and recognized as the blessing of the Lord.

Cautions for Businessmen

The following are shared simply for what they are—areas of caution, along with some clarifications. These cautions cannot be precisely defined as prohibitions, but rather they represent temptations that businessmen often face. These temptations come with the potential to hinder our influence for good in the church community.

Lifestyle. As our financial position improves, there is a temptation to change our lifestyle standards. Often, we have high personal standards as young people but allow them to slip as we age. Maybe this is just a mellowing of the fervor of youth, or maybe it's because we have allowed the comforts of society around us to become attractive. When others in our church community notice that we have let our prior standards slip, they may be a bit more cautious about our call for new technologies or practices.

Impatience. A respected businessman who is looked upon to make quick decisions in the workplace may become somewhat impatient with the pace of progress in the church setting. To speed things along, we might even say,



As our financial position improves, there is a temptation to change our lifestyle standards.

"I'll pay for that" instead of allowing the congregation to struggle through cost-versus-benefit discussions. Does the church parking lot need gravel? Do the restrooms need modernization? It's easy to assume that cost is the only hindrance, and if we can take away that resistance, it will get everyone on board with the suggestion. Well, maybe it will, but yet maybe it will also do away with valuable discussions that allow others to express concerns or ask for clarification. No one appreciates being forced into something they don't understand or aren't ready for, and often counseling together is as valuable as the eventual decision in maintaining respect and unity within the congregation.

Impatience can show up in a variety of church settings, when brethren speak their opinions without enough feeling for the thoughts of others. Church work is different than the business realm; sometimes unity in church or committee settings just takes longer. Business must involve the wise management of resources, but our business mindset must be tempered when caring for souls.



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Giving. Another area of caution is in our giving. In the business world, it's more efficient for business leaders to focus on their area of expertise and hire others for other areas of expertise. Giving doesn't always work this way though. The businessman may give, even generously, to a project but rely on others' time and skills to make it happen, while he goes and makes more money in his field.

Jesus gives two contrasting teachings on giving. The first is found in Matthew 5:16: "Let your light so shine before men, *that they may see your good works*, and glorify your Father which is in heaven" (emphasis added). The second teaching is in Matthew 6:1–3: "Take heed that ye do not your alms before men, to be seen of them ... But when thou doest alms, let not thy left hand know what thy right hand doeth...."

At first glance it may seem that Jesus is contradicting Himself—on the one hand He says to do good works so that people may see them and on the other hand He cautions against giving to be seen. Instead of contradicting Himself, Jesus may be intending for us to struggle with balancing these two teachings and reconciling them. How do we do it? Could the answer be found in the application of "light" and "alms"?

We're not all given the same amount of financial resources to steward, so perhaps Jesus is teaching us to be discreet with how we give or use them. We all, however, have the same opportunity and the same amount of time to do good and show the light of a good example. The businessman, in the interest of efficiency, might conclude that a nice check would do more good than trying to get involved with a commitment of time, but in doing so, he actually sidesteps the opportunity to allow the light of the Father's glory to shine in the community. Hours donated while working together can go a long way to build brotherhood and community, even if we are less than efficient in the process.

But it also takes grace for those with excellent construction skills, for example, to accept what might be the less-skilled work done by others, even businessmen. One time, a church brotherhood was putting up a large building. The men were attempting to do most of the construction work themselves rather than hire a building contractor. One brother had experience laying concrete block on his farm and willingly laid some block in this new building. But another brother with more professional block-laying skills didn't approve of farm-quality work. That evening after the group had left for home, and before the mortar hardened, he removed all of the blocks laid by the farmer that day.

The good of the church, and the glory of the Lord, must be kept in view in our giving, as well as in our receiving of the gifts of others.

Leisure. As pressures from business responsibilities grow, so can the tendency to seek time away from the stress. Although some have convictions against taking any time away, and others are restricted by chores, Jesus did give us the pattern of stepping out of the demands and daily hustle to recharge our emotional and spiritual batteries (Mark 6:31). The pattern of society around us, however, is to take long, elaborate vacations.



Pragmatism means doing things in a simple and practical way, with emphasis on getting the outcome we desire.

Jesus also spoke of a foolish farmer in Luke 12:16–21 that claimed blessings for his own and intended to live a life of leisure while being supported by these assets. But alas, his life was required of him far sooner than he envisioned, and the grain stored in the barn was given to someone else. We're not laboring for our own kingdoms, but for the kingdom of God. And while we may need some time away to recharge, we must not let the valid need for rest become a perpetual pursuit of a pleasure-seeking lifestyle.

Pride. Scripture gives strong warning concerning pride, even to the point of calling it the source of all disagreement (Proverbs 13:10). Age and experience can reduce the tendency to take credit for our ideas and remind ourselves that pride goes before a fall (Proverbs 16:18). Time is a terrific teacher. All too often, however, a person gains respect for business acumen at an early age when he has not yet learned the art of deflecting praise to where it is due. Adoring customers present a temptation to allow praise to go to our heads. It would seem like doing a quality job at a reasonable price would be common in the business world, but honesty and work ethic make our services stand out. May we learn to deflect the praise to our Lord who deserves it all.

Pride may also show up in our unwillingness to accept the guidance of church leadership in material areas. A sad account is told of one church setting where a brother was

highly esteemed by his church brethren during most of his life. He had been nominated for the church ministry in various ordinations, although someone else was always ordained instead. He was also elected by the brotherhood to an important trustee position for the local Christian day school. But one day when his opinions conflicted with those of the church ministry, he pridefully tossed his record books onto the table and resigned rather than submit to their counsel.

Pragmatism. Pragmatism means doing things in a simple and practical way, with emphasis on getting the outcome we desire. As business owners, this might include valuing only those things or people that help us easily get the outcome we want. But we must admit that the teachings of the New Testament are not solely based on the easiest methods. For example, Jesus asks to not only go the first mile with one who asks, but to voluntarily go with them the second mile as well (Matthew 5:41). That diligence of going the second mile could be translated to the business world in many ways—doing a little higher quality project than the minimum, or just being genuinely generous to employees that come to work every day to help make the company successful.

Submission. It is a blessing when Anabaptist people own businesses and are able to provide stable, safe work environments for our children and others in our communities. This blessing is one that we certainly don't want to take for granted. We also don't want to take for granted the blessing of a close, caring church fellowship. Yet sometimes these two can seem at odds with each other.

Whether we admit it or not, business owners who have significant influence in the business realm tend to have influence in the direction and inner workings of church life. But we must remember that, while a clear chain of decision-making in a business setting makes that realm function smoothly, it doesn't necessarily transfer over to the church setting.

For example, a business owner told of a time he was on a church building committee, and the group needed to discuss the topic of church debt. This businessman tended to support the use of debt, but he didn't want to unduly influence the decision. He was aware that, since he was the chairman of the committee, people might tend to go with whatever he said. He decided that he would carefully restrain his communication so his opinions wouldn't skew the conversation in his direction.



As pressures from business responsibilities grow, so can the tendency to seek time away from the stress.

This brings us back to that centurion who had built the Jews a synagogue. Why did he do it? It certainly didn't fit the normal historical pattern of conflict between the Roman rule and the Jewish population of that day. But he did it, and later when he came with a personal plea for help, even the Jewish elders urged Jesus to heal the centurion's servant.

This example of exercising authority in one realm while submitting in another was what Jesus picked up on when He said of the centurion's faith, "I have not found so great faith, no, not in Israel" (Luke 7:9). Faith calls us, as it called that centurion, to see ourselves as small and needy and the Lord as great and giving. A faith like this will prepare us to thankfully receive, and share, the blessing of the Lord as He gives it.

King David, in the latter part of his life, began an impressive accumulation of material resources. Yet, as he did so, this man after God's own heart declared that "I have set my affection to the house of my God" and then challenged his people with this question, "And who then is willing to consecrate his service this day unto the LORD?" (I Chronicles 29:3,5) The heart to consecrate our best resources to the Lord and to the building of His house should likewise move us.

Those of us working in the realm of business can have significant influence, and we need to navigate our varied callings very carefully. While we may lead in one place, in the next place we may need to direct ourselves to humble submission and kingdom-building. Doing our part to cultivate a good relationship between church leaders and business leaders will be a powerful way to let our light shine before men for the glory of our Father which is in heaven (Matthew 5:16).

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Overcoming Discouragement

Don Tyler

Discouragement as a Business Leader

One of your best employees just told you they are leaving for a job with more opportunities and better pay. A long-term, consistent customer called to tell you that they will be reducing their regular orders due to uncertainty in their business. You've noticed that several of your best-paying customers are taking longer to pay. An employee keeps coming to you with personal problems, but they haven't taken any of your advice from the last few conversations. A key supplier gave you early notice that two of your main inputs will be going up in price, and may take longer to get due to supply chain issues. A family member that you planned on being a key part of the business just told you they don't really like this kind of work and will be starting their own business in a few months. In the last few months, a number of your dependable employees have told you they have received job offers from competitors—at higher pay. Fortunately, they are loyal, but you don't know for how long, and you know you can't raise their pay very much right now.

Any one of these leadership challenges can be a major issue for a business to overcome, yet if several of these types of situations occur within a short time, it is difficult to bear. Most people can handle a few individual disappointments, but when they come all at once, the pressure can lead to discouragement.

Understanding Discouragement

Discouragement is defined as, *"Having a temporary loss of confidence or enthusiasm for something."* Feelings of discouragement are normally a response to difficulties or disappointed expectations, and can lead to frustration, confusion, impatience and even a level of anger that can inhibit the leader's ability to resolve the issues.

Discouragement should not be confused with depression, which is a very different state of mind. Depression is characterized by persistent sadness, loss of interest in things that were previously enjoyable, and other symptoms like changes in appetite, sleep, and energy. People who are



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depressed will tend to give up trying to engage in regular activities, while discouraged people will usually continue to function well in their ordinary daily activities.

Biblical Examples and Lessons

The Bible provides several examples of people who were discouraged, yet they still fulfilled God's purpose for their lives. Moses had to deal with other people's constant grumbling, and God provided him with helpful solutions (Numbers 11). Elijah felt so alone as a prophet that he thought he had no purpose left in life until God told him that He had a plan—and other faithful followers (1 Kings 19). Jonah was discouraged by unpleasant physical conditions and his own hard-heartedness (Jonah 4:8-11). Job faced extreme loss and physical suffering (Job 6:8-10a) and after learning the lessons that God intended for him, all that he had lost was restored many times over. In Jeremiah 20:14-18, Jeremiah questioned the wisdom and purpose of God, yet God continued to use him to prophesy to His people.

God encourages us to be content with our lives, regardless of the circumstances. We are instructed to be content with our wages, food, clothing and the things we have:

Luke 3:14—*"And the soldiers likewise demanded of him, saying, And what shall we do? And he said unto them, Do violence to no man, neither accuse any falsely; and be content with your wages."*

1 Timothy 6:8—*"And having food and raiment, let us be therewith content."*

Hebrews 13:5—*"Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee."*

Discouraging situations can be used as an opportunity to reflect on better times and to grow closer to God and His sovereignty. It is good to take advantage of these instances to re-evaluate our lives and priorities, and how we can be an example for others during times of struggle.

God might also be using this time to reveal to us some parts of our lives that are taking on too much importance compared to God.

Periods of difficulty in our lives may be the hardest times to reflect on what we should appreciate and consider as opportunities. Yet, how we respond to these situations can be the most important element that helps us move forward toward real solutions. Feelings of discouragement should be recognized for what they are, but we should not allow ourselves to linger in these thoughts for very long.

We need to avoid any tendency towards self-occupation where we are only focused on our own feelings, frustrations and problems, since that can lead to a victim mentality and the tendency to throw a pity-party for ourselves, hoping that others will come to our rescue without us having to develop the skill to address our own issues. Without the ability to work through our own problems, discouraging situations become debilitating and will eventually affect every area of our lives.

We must avoid any tendency to take our workplace struggles home with us. Taking work problems home may obstruct opportunities to work on the issue, and also will have a negative effect on those around us. In many ways, we should be shielding our family from the emotional effects of our situation. We don't want to hide or bury our challenges, but we also don't want to burden others with them.

Discouragement is defined as, *"Having a temporary loss of confidence or enthusiasm for something."*

During periods of discouragement, we must avoid any tendency to focus on blaming others for our situation. Certainly, others may have had a hand in creating the problems that we need to resolve, but focusing on who is to blame rather than solving the problem is counterproductive. Thoughtful leaders will focus on the problem, not the person. Too much focus on the person can lead to bitterness that will significantly hamper our ability to move forward quickly with effective solutions.

When we experience discouragement, we should recognize it as a valuable emotion that can lead us to greater understanding of ourselves. Emotions should be used as guideposts to our thinking because emotions come from our thoughts, our thoughts don't come from our emotions.

When we have strong emotions about a situation, we need to methodically work backwards to the origins of the emotion, and consider all the factors that were present during the start of that feeling. What happened? Who was involved? What changed? What were all the circumstances? What new information was presented? The more accurately we identify where our initial thoughts come from in these situations, the better equipped we are to address them in an appropriate manner.

Once we know all this information, we can then look at our situation and develop a full understanding of the cause of that feeling. With this fact-based information, we can then go about the process of solving the problem in a logical, thoughtful manner that is less affected by emotions that may cloud our judgement.

Strategies for Overcoming Discouragement

The first step in working through periods of discouragement is to monitor our own attitude. We choose our attitude every day. No one can make us feel angry or put us in a bad mood

without our permission. We decide what our attitude will be, not those around us. When it comes to choosing our attitude, we need to choose wisely every minute of every day.

Our focus should be on what we can control. We may not be able to control the choices of others, the status of our marketplace and the economy, the decisions of local and national leaders, or the choices of our family and employees. But we can control our own decisions, strategies, and solutions to the external influences that are affecting our business. Focusing on what we can control takes our mind off the uncertainty and directs us toward practical solutions. This creates an attitude of encouragement, positive thinking and taking actions that overcome the current struggles.

God might also be using this time to reveal to us some parts of our lives that are taking on too much importance compared to God.

It can be useful and healthy to realize that in business, these things come in cycles. There will usually be some elements of our business that aren't going as planned. The major challenge is when several of those events occur at the same time or within a short period of time. In these situations, leadership must become focused on addressing each issue, one at a time, and developing a strategy that resolves the situation.

In the analysis, it is important to determine the source of the issue. If good employees are leaving, do we have a negative workplace atmosphere, are we paying a competitive wage and are we providing the management and leadership that employees want to work with? When a supplier tells us that they may have difficulty finding the materials we need, have we grown complacent and relied too much on the same narrow list of suppliers rather than continuing to check for viable alternatives? Do we have an established marketing strategy that continually promotes our products to potential customers, or have we relied too much on our current customer base that might be vulnerable to market fluctuations?

These are all situations where we have a level of control that allows us to take initiative to solve our own problems. Staying focused on these strategies gives us the answers we need to overcome whatever challenge we face. It is healthy and beneficial to set aside time to work on our issues one at a time to avoid becoming overwhelmed.

At a personal level, we can use this as a time to grow closer to God rather than further away from Him. We can renew our commitment to live a God-focused life rather than one that desires comfort and ease. It is an opportunity to look at what we are focused on and reinforce our desire to please God with all that we do (2 Corinthians 5:9). We might also reflect on whether or not our lives and business practices encourage others to walk with the Lord (Hebrews 10:22-25)

In our day-to-day activities we can take small yet meaningful action steps that help us overcome discouragement. We can serve others by focusing on their needs. Even small acts of stewardship and service can change our own attitude about our personal situation and keep us from becoming self-focused in our thinking.

It is a good strategy to spend at least two hours per week in a place where we are hard to find and hard to get in touch with. This time is our opportunity to develop a personal strategy to work on current issues, prioritize our time, think and pray.

Though it may be difficult, one of the actions we need to take is to eat healthy and regularly, and get plenty of sleep. This can be hard to do when we are a bit overwhelmed, but doing so can provide us with the energy and focus we need to solve issues more productively and efficiently, and to maintain the appropriate attitude when working and interacting with others.

Some other worthwhile activities are to go for a walk every day, talk to good friends, and deliberately take time away from the business. All these activities are done in small doses, but will be very effective in total.

It was once said, "Don't pump your personal cistern dry! Just like a bank account, you can only take out what you put in."

A unique activity would be to spend time under the stars at night to remind us of God's great creation and that we are part of it that God dearly loves. Discouragement tells us that we don't measure up; God tells us that He has made us and gives us value (Genesis 1:26-28). After God made everything, He looked at His creation and said it was good. We should take time to appreciate His goodness in every aspect of His creation. PCBE

Don Tyler is Founder of Tyler & Associates Executive and Management Coaching. Don grew up on a family farm, has managed businesses for 16 years and has been a private coach for nearly 30 years with clients across the country in all types of businesses. For more information about this topic or other areas of employee management, business development, family business management, succession planning or to be a speaker for your business or organization, he can be reached at 765-490-0353, through e-mail at don@dontyler.com, or his website at www.dontyler.com.

Gehman Accounting
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You're Dead Before You Know it!

Early Warning Signs Your Business is in Trouble (Part 2 of 3)

Author: Ken Nisly

Life on the ranch settled into a rhythm for Jim. The cows showed up with their varied needs, and Jim soon learned that a few of them came like clockwork with no let-up. The three payroll cows came every Friday, rain or shine, and another cow named MP appeared at the end of the first month. In small letters on the ear tag, Jim saw that MP stood for mortgage payment. He now understood that this cow would be a regular and demanding visitor on the last day of each month. She did not care if the other cows were at the tank satisfying their thirst, and Jim caught himself dreading the monthly visits from MP. The question foremost in his mind was, "Would there be enough water for all of them?" As for the potatoes, he had only been able to water his small plants for a few hours one week, even though he had planted several hundred at the end of April. One week was a bit cooler than average, and the cows drank less than usual. For a time, Jim saw what it would be like to have more water available. He was keenly aware that although he had made an interest payment each month to his neighbor LOC, he had also been forced to borrow water three more times since his first visit. What worried him even more was that he had not made a dent in paying down the loan principal.

With stark awareness, Jim realized his attitude toward the cows had changed. He found himself chafing internally each time he glanced at the watering trough and saw another visitor from his herd trying to slake her thirst. He even started imagining himself running out and scaring the cows away from the trough. But he knew that making them run would only cause them to return thirstier than before. Jim realized that while he dearly loved the ranch, his fondness for the cows was lessening, and resentment toward them was growing. All of this was happening before the end of his first year as a rancher!

The water trough issue consumed Jim's every waking minute, and he often felt drained (no pun intended) when he awoke in the morning. The whole problem had to be the cows. He even toyed with the idea of selling the herd and getting some goats. Goats, however, would require better fencing, and he didn't have funds for that. Jim's problems did not seem to have answers. Because of his situation, Jim



felt trapped, and all he could think of doing was to pray for rain. Rain—and lots of it—seemed like the only thing that would salvage him and his life on the ranch. He keenly remembered the last time he had visited LOC and how his neighbor seemed hesitant to oblige him with another 400 gallons of water. LOC had warned, "Jim, I can help you this time, but unfortunately, if you cannot start repaying what you have borrowed, this will be the last time I can help." Wow! That felt hurtful, and Jim realized he was on his own and had nowhere to turn to borrow more water. The weight of his situation lay heavily on his shoulders, and he felt the burden of his responsibilities more than ever.

One afternoon a few weeks later, Jim meandered out to his barn, and while rummaging around in the workshop, he found some old, yellowed papers in a drawer under the workbench. He stared at them in amazement. The papers dated back to 46 years before when Frank-Line-O-Credit sold these same 67 acres to a man named Solomon B. Wise. Jim mused, "I wonder who he was and what kind of ranch he had. It would be so neat to talk with him!" Even the fellow's name intrigued him, and he wondered if the old farmer was still alive and would have any words of wisdom for him. Jim decided that on his next trip to town, he would visit the county courthouse to find out what had happened to Solomon B. Wise. Two mornings later, Jim found himself standing in front of the county clerk and asking about the original owner of his ranch.

The lady smiled at hearing the name Solomon B. Wise and said, "I know who you're talking about! He used to be my neighbor before he moved into the assisted living facility right here in town." With this information, Jim entered the doors of Maple Wood Hills and continued his mission to find the former rancher.

"You will find Mr. Wise in the courtyard at this time of day," the lady at the entrance told him. "You are one of many who come to visit him. He thrives on visiting with the farmers and ranchers he learned to know during his farming days," she added. "Mr. Wise learned a lot and loves to help the younger fellows whenever he can." Armed with this information, Jim walked into the courtyard and saw a man with a cowboy hat and western boots sitting in a wheelchair under a tree in the shade.

After the introductions, Jim blurted out, "I own the ranch you used to own!" At these words, Mr. Wise lit up with excitement, and Jim felt immediately at ease. He knew he was welcome to sit and begin the visit. After asking how long Solomon had owned the place and several of the usual questions, Jim got right to the point. He explained his problems with the different cows and how they drank too much. At first, Jim was amazed by the look that came over Mr. Wise's face and even more perplexed when the man burst out laughing. In fact, he laughed so long that Jim felt annoyed and began thinking the old man had a few loose marbles banging around in his head. Perhaps at this point in the old man's life, he was just a little bit crazy.

Once he caught his breath, Mr. Wise said, "Jim, the cows are not the problem. They are going to drink water, and the fact is that the more they drink, the more they will grow. It's a fact in ranching that never goes away. Embrace it. The issue is not your cows—it's your pipe. Let's see, the pipe was—let me think—oh yes, I remember now. It's two inches in diameter, right?" he asked.

"Yes," said Jim, surprised the old rancher remembered the size from so long ago. "But what's wrong with the pipe?" Jim asked. "Water trickles out of it 24/7, so what are you saying?" Jim's heart dropped when he looked over to see Mr. Wise sitting there with his eyes shut as if he wasn't hearing Jim at all. But the next thing the old rancher asked caught Jim off guard.

"How big is the stream coming out of the pipe, Jim?"

"Oh, about the size of my thumb," Jim answered.

"That's what I thought you would say," Mr. Wise responded with a smile. "Jim, the issue is not the cows or the trough. The problem is at the source, which is the lake up on the mountain." He continued, "There is a screen over the pipe, and you must clean it several times a year. When you clean that screen, you will have a full two-inch stream; in fact, there will be times when your trough overflows with excess water you can use for other things," said Mr. Wise. "Get out of here and take care of that screen," he chuckled.

As Jim jumped to his feet, he vigorously shook the hand of the man who had changed his life. "Good to meet you, Jim," Mr. Wise said as he waved Jim toward the door. "You go ahead and leave, but promise me you will come to sit and drink coffee with me the next time you're in town." Then he added with a big grin, "When you come, bring me a jug of water from the pipe. That water makes the best coffee!" And with these words in his ears, Jim ran to his truck and roared away!

To be continued...

Ken Nisly lives in Due West, South Carolina, and is a Business Advisor for Gehman Accounting. His variety of work experiences include ministry, construction, and administration. Ken enjoys helping business owners discover their strengths and how they can build their teams. Of particular delight is his wife Gloria and their four children's families and ten grandchildren, with whom he loves to invest his time.

Gehman Accounting advertises in PCBE. See pages 167, 174,and 178.

Be Your Own CFO

How to Get Off the Income Statement Trampoline

Five Reasons for Frustrating Swings in Monthly Income

Scott Hoover

"John, what is going on? Last month we had $200,000 in sales, and gross profit of $100,000. That's a 50% margin. This month we have $100,000 in sales but gross profit is only $10,000. 10% margin! And two months ago, it was 5%!"

Jim points to the latest financials in his hand.

"I'm really frustrated, John. I know you went to accounting school, but something is wrong with these numbers. I'm tired of this trampoline game. There is no way our gross margin went from 5% to 50% and back down to 10% in two months."

"I know, Jim. I'm tired of it too, but I think I'm doing everything right. I'm as frustrated as you are."

*****

Can you relate? One month everything looks great, then WHAM, the next month margins are completely depressing. The whipsaw effect can be sickening.

What is the problem?

Here are 5 likely possibilities:

1. ***No one is looking at the balance sheet***. The income statement will not be correct unless every line on the balance sheet is correct. The "why" behind this is beyond the scope of this short blog, so just believe me.
2. ***Inventory is not accurate.*** A product-based business of any size must be confident of inventory balances at month end. This involves physically counting inventory to confirm the balance, as well as making sure all inventory bills from suppliers are in the system.

   Important note: companies that do not use the same system for accounting and inventory tracking are particularly at risk. It is possible for products to be entered in the inventory system upon arrival, but not be input in the accounting system until later. If "later" crosses the month end, it can cause the trampoline effect on income.
3. ***Costs are not properly matched with revenue***. If your business sells products or services across periods (e.g. a project begins in June, but is completed and invoiced in July), then it is paramount to match costs to the same period as the revenue. There are two common ways to do this:

   - **Move the June cost to July**. This is typically done with a journal entry to move the cost into work-in-progress (WIP) inventory at June 30. The journal entry is then immediately reversed on July 1, which effectively shifts the cost to July to match revenue.
   - **Add revenue in June to match the June cost**. This method is used extensively by construction companies. They might send the customer a partial invoice in June, or just make a journal entry to accrue estimated revenue earned on the June costs.

There are various ways to achieve this, but the point is, if monthly costs are not aligned with monthly revenues, the financials will fluctuate wildly from month to month. It will be virtually impossible to get a sense of true margins and profit trends.

4. ***Accounting for customer down payments is not accurate***. Many businesses require a down payment to start a contract. If that down payment is recorded as income (instead of a liability on the balance sheet), the financials will be distorted.

   I did CFO work for a company that had been posting customer down payments to income. The company was rapidly growing, and the down payments created a Ponzi scheme illusion of profitability. After these payments were moved into a balance sheet liability account, it become obvious the company was losing an enormous amount of money. Incorrect accounting hid the problem.

5. ***Wages are not properly accrued***. This is a very common and significant problem. To illustrate, let's say your workers earn wages from October 18-31 (2 week pay period). Those wages are paid to them on November 6. The accounting system will put all the cost in November, even though the wages relate completely to October.

   Like the work-in-progress entry described above, a journal entry must be made on October 31 to put this payroll expense and liability on the books in October. That entry is reversed on November 1 to cancel out the November 6 payroll. Without this adjusting entry, gross margin can be seriously skewed from month to month, especially in a month with an extra payroll.

Fixing These Problems

To fix these problems, there are several things to consider:

1. ***Refine your chart of accounts***. The chart of accounts is the list of "buckets" available to put your financial transactions into. Ideally, the proper buckets (accounts) need to be in place to make the entries described above. I find entrepreneurs usually A) use the out-of-the box chart of accounts that comes with their software, or B) have a motley list of random accounts that keeps getting messier with time, or C) some combination of A and B. Only rarely do I see entrepreneurs taking the time to thoughtfully design a great chart of accounts tailored to their enterprise.

   That is unfortunate because the chart of accounts truly is the foundation of solid financial reports. If you have no idea where to start, google "7 steps to a world-class chart of accounts" and a Toptal article (I wrote) should pop up.

2. ***Close the books***. Most small businesses (and even larger ones!) make little effort to lock down a month once it is considered done. It does no good to carefully make journal entries to get clean monthly numbers, but then later add more customer invoices or vendor bills to that "closed" month. Once a month is done and reviewed, put any new items into the new months.

3. ***Get advice***. If you've tried everything and your month-to-month margins still are gyrating wildly, you could consider contracting with a CFO for a bit of guidance. A few hours of direction from someone who knows what they're doing can sometimes go a long way.

The worst option is to let the problem fester. Lack of financial clarity often leads to poor decisions. Find a solution before your income takes a final dive off the trampoline and never springs back.

If you feel overwhelmed managing the finances of your growing company, contact Hoover Financial to discuss options for fractional CFO oversight. This option works well for growth companies with $5M+ revenue. Call 715-615-1344 or email scott@hoover.financial.

Scott lives in Wisconsin with his wife Priscilla and their nine children. In addition to his CPA work, he and his family have a small farm where they raise produce and a few animals. In his spare time, he enjoys writing articles on finance and faith.



Image credit: John Carnemolla/Shutterstock.com

Inventory Best Practices



Setting the Right Prices

by Mike Stoltzfus, Koble Systems

Previously in our article series, Michael met with his friend James to discuss the challenges of inventory when units of measure differ, especially in James' distribution business. Michael shared how an ERP helped him with these kinds of inventory issues. Now James needs to figure out how to set fair pricing while offering discounts and still meeting his margin goals.

"Hey James, When you get a moment can we talk about the pricing on my most recent order of couplers? Call me back when you can."

The voicemail was from Daniel Buckwalter, one of James' best customers and the man who'd really helped James get his start in the distribution business. It was the end of James' day, but he wanted to get this resolved before he went home and he knew that Daniel was probably working late anyway.

James opened his orders Excel sheet to find the information about Daniel's order to see if anything looked off before calling him back. The pricing looked normal, but James had a niggling feeling he was forgetting something. He leaned back in his chair and glanced up at the wall behind his computer. And there it was:

Additional 8% discount on couplers—Buckwalter Manufacturing for April-June.

James had written that post it note a month or so back—he and Daniel had talked through a deal one of the other distributors was offering Daniel, and agreed to match their price for three months. He had processed that first order then, and meant to pass the note off to Melvin in case they'd ordered any more. *Well, that didn't go as planned,* he thought, shaking his head with a sigh. He ran the new numbers and called Daniel back. He put a new sticky note on his desk before he headed out for the day:

Update Melvin on special pricing for Buckwalter.

*****

His conversation with Daniel was still on his mind a few days later when he met with his accountant, Henry. Daniel had been understanding and everything had been rectified quickly, but James knew he couldn't make mistakes like that often and keep the trust he'd built with his customers. He was staying later at the office double checking orders and invoices just to make sure nothing was missed, but it was taking its toll.

"Have I lost you?" Henry asked him. James started.

"Sorry, was thinking about some pricing issues I'm having. I missed that last part of your story about the hunting trip—what were you saying?"

Henry laughed.

"No worries—long story short, we got the elk in the end. But glad you mentioned pricing, actually. That's what I wanted to talk to you about today." Henry pulled up a spreadsheet on his computer and turned the screen to face James. "Most companies in your industry are aiming for about a 25% margin. Now it varies a bit, for sure, depending on where you are and how you want to run your business."

"And where do I fall?" James asked, though he thought he knew what Henry would say.

He put a new sticky note on his desk before he headed out for the day.

"A lot lower. You are running at between a 5% and 7% margin. That's just too low if you want to stay in business long term."

James shook his head.

"I don't know how my competitors are doing margins like that, honestly," he said. "I constantly feel pressure to lower my prices to match competition—right now we have Buckwalter Manufacturing with an additional 8% discount on some items, and that almost didn't come down low enough for them given what some other people had offered. And they're my best customer. If I do a price increase I might lose them, and a lot of customers."

Henry took a moment.

"I know you were talking to Michael last month about implementing ERP sometime?"

James nodded.

"This might be another reason to," Henry continued. "I think it's time you dig more into pricing levels. Because you're right, you can't afford to lose businesses like Buckwalter Manufacturing, but you need to do something different. So think through the types of customers you have.

"I've got farmers who come to pick up a part to repair their machine, some other larger manufacturing businesses like Buckwalter who buy at a much higher rate, some other distributors too. Is that what you're getting at?"

"Pretty much—but let's narrow in on how these customers buy. Your typical farmer is going to buy one part at a time. So you'll sell by the piece to him. A manufacturing shop like Buckwalter is going to buy cases at a time. But right now, you charge both those customers the same per-unit price."

James nodded. "Well, for the most part. Like I told you we do sometimes have special deals run for good customers."

"And how do you keep track of that to make sure that it is applied for every order?" Henry asked.

"Sticky notes mostly. Sometimes by yelling across the room," James laughed. "I've thought about doing different price levels more systematically before, but it gets complicated fast."

Henry nodded. "True. That's why you'll probably want an ERP system for this. Most ERPs are set up to automatically make price adjustments depending on the pricing level you assign to the customer or depending on the unit of measure you sell something in. It is a huge headache if you do it outside of a comprehensive system. But with the system it will just run in the background and do all the calculations for you."

James stood up and paced a bit. He didn't like staying still for too long, and he thought better on his feet.

"It feels wrong sometimes," he said, "to charge customers different amounts based on how much they are buying. After all, I pay the same price either way."

"Do you?" Henry asked. "How much more time do you spend working with the farmer to make sure he has what he needs than a manufacturer?"

James thought about that a moment. True, typically it took more time and conversation to build trust with the smaller customers.

"But more importantly than that, your customers have a vested interest in you sticking around. You're for sure not a blessing to anyone if you're out of business—you've got to be a reliable partner for customers, and that's going to require a more nuanced approach. Your business relies on those larger volume orders to keep going. If you charge everyone the same, those larger businesses will find better deals elsewhere and you'll reduce your customer type to the customers who buy in smaller quantities which just isn't sustainable."

"That makes sense, I guess."

"You'll also be able to proactively price your products based on changing costs to you. Maybe something—say tariffs—starts making costs go up suddenly. In your current system you might not be able to react as quickly, selling your stock

at last month's price when that is actually hurting you. The system can do the calculations for you based on your margin goals." Henry switched over to a new spreadsheet—one that reflected what the new numbers could be. "You'll still be able to offer each set of customers a good deal, but you'll be more competitively priced across customer type, giving you much more stability for the future."

Henry walked James through some of his calculations at the higher rates. It wasn't as dramatic as James thought it might be, and as he looked through it more he realized it was pretty reasonable and his customers would probably understand. He was even starting to get excited. It would be nice to feel more confident in his business sustainability.

"And once you have a strong system in place you'll be able to do more than automatically calculate different volume rates. Take the Buckwalter Manufacturing example—you mentioned an 8% discount for the next few months?"

"Yeah—one of my competitors runs a big trade show around this time and they always offer some pretty steep discounts. I wanted to make working with me a win even during this season, so that's why we did the 8%."

"With an ERP you can set the pricing to add that discount for the specific amount of time you're running that deal. Your whole team will be able to see it, and you won't have to worry about anyone forgetting about it or forgetting to turn off the discount when the time is up. No sticky notes needed."

Your whole team will be able to see it, and you won't have to worry about anyone forgetting about it or forgetting to turn off the discount when the time is up.

James grinned wryly. "First Michael, now you. I think it really is time to switch to a system like this. I can't keep spending so much time checking and double checking everything, and I really do want to stay in business for the long haul."

"That's my hope for you too," Henry smiled. "ERP or no ERP I want to make sure I give you what you need to make the right decisions that will bring good value to your customers and your business. I really do believe a strategic pricing level strategy will help you get there; an ERP just makes that a whole lot easier."

Continued next month...

To learn more about how Koble can help your business through ERP software, give them a call at 717.442.3247 or email sales@koblesystems.com.

Mike Stoltzfus is the CEO of Koble Systems, an ERP software provider based out of Lancaster, PA that has served the Conservative Anabaptist community since it opened its doors in 1989. As both a CPA and CEO, Mike has spent his career helping businesses thrive by building out strong operations and financials.

Koble Systems advertises in PCBE. See page 171.

Understanding Estimated Tax Payments and Penalties

One of the most common and confusing topics for taxpayers is estimated tax payments. Whether you are self-employed, earn freelance income, or just do not have enough tax withheld from your paycheck, understanding this topic can help you avoid surprises—and penalties—at tax time.

This article will break down what estimated taxes are, who needs to pay them, how they work, and what happens if you do not pay them correctly.

What Are Estimated Tax Payments?
In the U.S., we have a "pay-as-you-go" tax system. That means the IRS expects you to pay taxes on your income as you earn it throughout the year—not just when you file your tax return in April. This concept also applies to most states that have a personal income tax.

For taxpayers who work regular jobs, tax payments usually happens through withholding from their paycheck. The employer withholds income tax, Social Security, and Medicare taxes, and sends that money to the IRS on your behalf.

But if you do not have taxes withheld—or not have enough withheld—you may need to make estimated tax payments four times a year.

When Do Estimated Tax Payments Apply?
You likely need to make estimated tax payments if:

- You are self-employed (even part-time)
- You work as a freelancer, independent contractor, or "gig worker"
- You receive rental income
- You earn money from investments, such as dividends, interest, or capital gains
- You earn money from a small business, farm, or side hustle
- You get retirement income or Social Security with no or low withholding
- You have significant gambling winnings

Even if you have a regular job, you might still need to make estimated payments if your employer isn't withholding enough tax, or if you earn other income on the side.

How Do Estimated Tax Payments Work?
Estimated tax payments are typically due four times a year:

1. April 15 – for income earned January 1 to March 31
2. June 15 – for income earned April 1 to May 31
3. September 15 – for income earned June 1 to August 31
4. January 15 (of the next year) – for income earned September 1 to December 31

If the 15th falls on a weekend or holiday, the due date moves to the next business day.

You can pay online through the IRS Direct Pay website, or by mail with check.

The IRS expects you to pay at least 90% of your total tax for the year, or 100% of your previous year's tax, whichever is less, in order to avoid a penalty. (If your income is over $150,000, the threshold increases to 110% of last year's tax.)

An example would be:

- If you paid $8,000 in total federal tax last year, you should aim to pay at least $8,000 in estimated taxes this year to avoid a penalty.
- If this year you expect to owe $9,000, then you should pay at least 90% of that ($8,100) to avoid a penalty.

You can divide the amount into four equal payments. The estimated tax can also be paid based on when your income is earned throughout the year.

What Happens If You Don't Pay Enough?

If you don't pay enough estimated taxes throughout the year, you may be charged a penalty when you file your tax return.

The penalty is basically interest on the tax you should have paid earlier. Even if you pay the full amount by April, the IRS can still penalize you for being "late" on payments that were due in previous quarters.

The penalty amount varies, but it follows the IRS interest rate (which changes quarterly). As of early 2025, it's around 8% annually, calculated daily.

As an example, say you owed $5,000 in taxes that have been paid in June, but you waited to pay until April the following year. The IRS can charge you $300 in estimated tax penalty.

That penalty is money you could have saved just by making your estimated payments on time.

How to Avoid the Penalty

Here are smart ways to avoid estimated tax penalties:

1. Safe Harbor Rule. As mentioned above, if you pay at least:

- 90% of what you owe this year
- 100% of what you owed last year (110% if you made over $150,000),

Then you are not charged an estimated tax penalty, even if you underpay.

2. Use IRS Form 1040-ES. This form helps you calculate how much you should be paying each quarter. It walks you through income, deductions, and credits to come up with your estimated tax.

3. Adjust Your Withholding. If you have a job with a paycheck, you can avoid estimated tax payments by simply increasing your withholding. Request a new W-4 form from your employer and adjust your allowances or add extra withholding.

4. Work with a CPA or Tax Pro. If your income is unpredictable (as with freelancers or business owners), it is smart to talk to your advisor. We can help you project income and estimate taxes based on what you've earned so far, saving you from paying too much or too little.

Common Mistakes Taxpayers Make

1. Ignoring Side Income. A lot of people forget that their Etsy shop, Airbnb rental, or Uber driving counts as taxable income. The IRS does not. Most platforms and side jobs issue Form 1099 if you earn over $600. This form reports the income earned both to the taxpayer and the IRS.

2. Waiting Until April. Estimated taxes aren't due in April, they are due throughout the year. Waiting until you file your return can cost you additional charges.

3. Forgetting State Taxes. Many states require estimated tax payments too! Make sure you check with your state's tax agency (or ask your CPA) to see what's required.

A Real-Life Example

As an example, say you are self-employed and made $60,000 this year.

You do not have an employer withholding taxes, so you need to handle the payments yourself. You work with a CPA, and together you estimate your total federal tax liability for the year is $9,000.

To avoid penalties, you'll need to send in four payments of $2,250 each by the IRS due dates discussed previously.

In April, your tax return shows your tax liability of $9,100. Since you already prepaid $9,000, you only owe $100 when you file. Additionally, no penalty is charged—because you met the safe harbor rule (paid at least 90% of what you owed).

If you had not paid anything until April, you would not only owe the $9,100, but also several hundred dollars in penalties.

Final Thoughts

Estimated tax payments might feel intimidating at first, but once you understand the rules and get in the habit of paying quarterly, it becomes much more manageable.

If you are earning income without tax withholding, you likely need to make estimated payments. Paying enough on time helps you avoid penalties. Tax planning with a trusted advisor can save you hundreds or even thousands in the long run.

Still not sure where to start? Do not guess—talk to a trusted advisor. We are here to help you navigate these topics so you can focus on what you do best. PCBE

The advisors at Smoker & Company, LLC are well educated in tax compliance across a variety of taxing jurisdictions. Contact our professionals at (717) 656-7544 if you would like assistance navigating the ever changing tax environment.

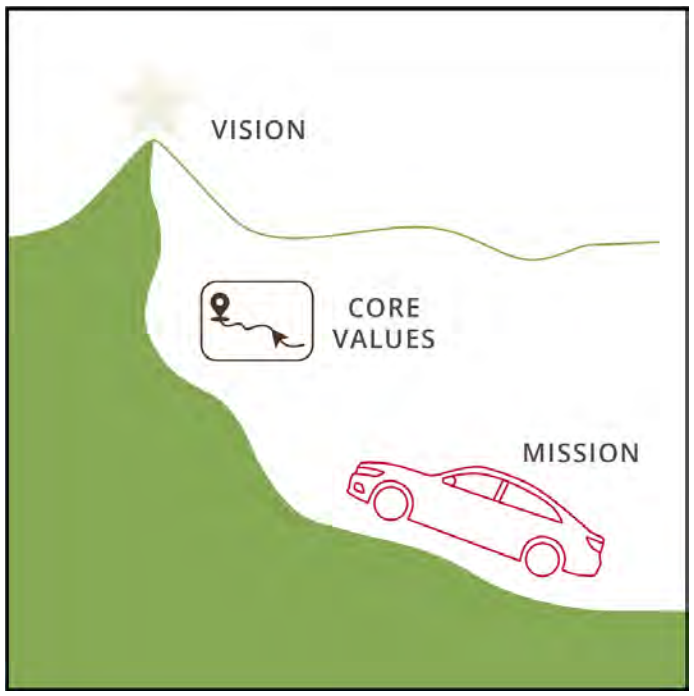
ROSEWOOD Marketing®



COMPONENT OF THE MARKETING TREE: ROOTS-MISSION MASTERFUL MISSION

This article addresses a second root of the marketing tree illustration: mission. Last month's article was about purpose (vision). In simple terms, mission is what we do. Purpose is why we do it.

Here is the same illustration used with the preceding article about purpose. The mountain peak in the distance represents our purpose and why we are on this journey in the first place. The vehicle represents mission and what we are doing to accomplish our purpose. The GPS represents our core values and guidance on the journey.



A mission is a specific task. Two businesses may have similar purposes but have vastly different missions. Garbage service as a mission is vastly different than food service. But both are valid missions, and may even be guided by the same purpose.

Remember Mike's Meats? Mike's business takes prized game and family-raised livestock and turns them into memorable snacks and meat cuts. The mission at Mike's Meats is to produce legendary products from their customers' own harvest.

What happens if you have no mission statement? Take "Frank's Fixes." Frank's Fixes mechanic shop didn't have any mission statement, really, other than, "If it's broke, I can fix it." He boasted that the only reason he didn't fix 747 jumbo jets was because they didn't fit in his shop! Little wonder that his lack of focus brought incredible stress into his small shop. And little wonder that he couldn't retain employees who were expected to fix a tricycle one day and a complex diesel pickup the next. Had Frank fixed his focus on a sensible mission statement and stuck to it, he would likely still be in business.

Knowing your mission is important because it creates a focus and stabilizes your company's direction. With a focus, one can better identify and eliminate distractions. For example, it helps answer questions like these. Should we add that new product line? Should we agree to collaborate with a neighboring company that wants to share resources? Focus enables new employees to readily comprehend and advance the mission. A valid focus expressed in a mission statement can effectively advance the purposes of any business. But the mission statement isn't just a one-year focus. Instead, it looks out decades into the future. At the same time, astute businessmen know that their mission may need to change over the years as external factors change what customers need or value.

Here are some characteristics of a meaningful mission statement for a business.

1. A clear mission statement is simple and crystal clear.

Bill Gates and Paul Allen at Microsoft in 1975 had the goal of "A computer on every desk."[1] Because of its clarity and simplicity, even a five-year-old could understand it!

Mike's Meats' mission statement of "making legendary meat products" provides a concise target and focus for everyone's efforts. The mission statement gives direction on what to do. In fact, the longer Mike's Meats exists, the better they are at creating products that fulfill their mission. For them, it is snack sticks and pre-seasoned grill entrees. Some five-year-olds in the area actually won't eat snack sticks if they aren't Mike's. They understand. Some dads won't bother firing up the grill if they don't have Mike's products to make for dinner. They understand, too.

The mission statement not only gives direction on what to do. Just as important, it tells us what not to do. "Making legendary meat products" helps Mike and the boys say "No" to opportunities that don't fit the mission. When a salesman came by asking Mike's Meats to carry fresh salads in their retail store it was an easy "No" in spite of a persistent salesperson.

2. A good mission provides a clear mechanism for the business purpose to be accomplished.

When Mike's Meats creates snack sticks or flavorful grill entrees, they fulfill their purpose of "Bringing happy memories to the family table." Mike's Meats has framed photos in the customer space of exactly this happening—Mike's family gathered around his table, loaded with venison from the deer in the adjoining picture: Jr. with his first buck.

Mike's slogan is "Delicious meats are the best kind of memory." This slogan captures the alignment of his mission and purpose. His business passion is to bring to others what he has so often enjoyed: concluding the hunt or the hog project with legendary, savory meat shared and eaten with family, friends, and hunting buddies.

3. A strong business mission solves a complex problem for a large number of people.

Anyone who has turned a deer carcass into snack sticks or cut steaks from a fattened steer knows something of the size and complexity of the problem Mike's Meats solves. "Here today, gone tomorrow" businesses aren't solving a complex enough problem. Most folks can make their own lemonade and walk their dog.

The more complex the problem, the larger the amount of capital needed. The more advanced the research and development required, the more valuable it is to fulfill that mission. In short, the more barriers it leaps, the more robust the mission will be. The larger the problem, the greater the rewards for the ones who solve it. And the more people who need a solution, the stronger the business mission.

4. The solution provided by the mission has significant meaning.

The mission must address something that people generally care about. Even if every household in your community has several garden hoses, and garden hose life could be significantly extended by proper care, no one really cares enough to have them waxed and polished. However, the community surrounding Mike's Meats takes raising their own livestock seriously. And many of them hunt to take that game home and enjoy the food. They really care about tasty meat—it lights them up! And it lights up Mike's shop too, both the place and the people in it.

When a business addresses something that matters to people, they are providing value. It's helpful to think of delivering value to the customer from two vantage points. The value provided could be hard value, such as the ability to produce potatoes at only 80% of the current standard production cost. Or it might be soft value in perceived safety for children or peace of mind. Whatever the mission is, it should have some form of significance to both the client and the business owner.

The more effectively a business can impact the things that have significant meaning to clients, the stronger its mission is. People tend to value their wants higher than their needs, which is why retail space selling groceries will likely have lower margins than one selling sports equipment. But since people's needs must be met, the solution grocery stores provide has significant enough meaning for even smaller towns to have several outlets.

5. The mission capitalizes on available resources and financial strength.

Mike's Meat was born and thrives today because it fits Mike and his boys. Mike and his family are uniquely positioned to make meats that satisfy. Sometimes, Mike introduces himself as a "hopeless carnivore," "a lover of meat—any kind of meat." From butchering to seasoning to packaging to enjoying a great product with friends and family, it's all a pleasure for Mike and his sons.

Furthermore, since Covid, many people want to raise their own meat. The butchering business is booming. Besides, Mike lives in an area where an abundance of white-tail deer

are harvested annually, fattened to perfection by pillaging quality agricultural products in local fields and pastures.

Also, Mike is tapping into trade secrets he's discovered. You've heard of "tools of the trade" and "secret recipes." Mike knows all that stuff and maximizes his knowledge to make his butcher shop and his products outstanding.

Purpose Power Indicator

1. Compels personal sacrifice for a worthwhile cause _____
2. Communicates clearly: needs no explanation _____
3. Resonates with others and draws them in _____
4. Impacts others beyond the transaction _____
5. Aligns with God's purposes for people _____

Total: _____

x2 _____

Compare to 100% _____

Businesses are successful as they capitalize on available resources to create a strong financial model. Mike's Meats thrives for this reason.

Part of maintaining financial strength is suitable pricing. The price must deliver appropriate value for customers to continue to purchase the service or product. As exciting as some missions would be to pursue, if the expenses cannot be kept lower than the income, the mission must be tweaked to stronger financial strategies.

Do you have a well-defined and useful mission statement? Use this simple tool to gauge how masterful your mission is. Evaluate each of these components of masterful mission by assigning it a number between 1 and 10, with 10 being the strongest. Add the five scores and multiply by 2. How close do you get to 100%?

Business Mission Evaluation Tool

1. Simple, and clear enough for a 5 year-old to understand _____
2. Provides a clear mechanism for accomplishing the purpose _____
3. Solves a complex problem for many people _____
4. Holds significant meaning to both me and my customers _____
5. Capitalizes on available resources and financial strength _____

TOTAL_____ X2 =_____%

In summary, choices have consequences. Business mission choices had consequences for Mike's Meats. How strong is your mission? PCBE

Roy Herr is co-founder and president of Rosewood Marketing. The Rosewood team creates strategy and executes marketing plans for Anabaptist-owned businesses. Contact Roy at roy@rosewood.us.com.

[1]https://money.cnn.com/2015/04/05/technology/bill-gates-email-microsoft-40-anniversary/

Rosewood Marketing advertises in PCBE. See page 182.

SYMBIZ NETWORK™



Image credit: Adobe Stock

THE POWER OF BUSINESS NETWORKING GROUPS

ARE YOU AN EMPATHETIC LEADER?

As a business leader, are you aware of others' emotions and how it shapes their perception of a situation? Can you empathize with others and genuinely understand how they feel? Do you see your employees as people and not just tools to get the job done?

A Tale of Two Business Owners, Jake and Mark

Jake enjoyed his hard work and was thankful for the business he had gotten as a result. For a while he was just out on his own, but now he had enough work and revenue to support three crews. He provided his employees with good, hourly wages complete with bonuses and reliable tools to get the job done. Giving his employees what they needed was high on his priority list. And yet, something was missing.

"Why do I struggle getting and keeping good employees?" he wondered. He knew the employee pool was smaller than it used to be, and others were looking for workers too, but as he looked around, he noticed some businesses just seemed to have more success in keeping their employees.

Some of that had to do with giving incentives, but Jake felt like that would be bribing men to come work for him. If they didn't want to work for his company for the satisfaction of a fair day's work for a fair day's pay, then they probably weren't the kind of employees he was looking for. What was the answer?

*****

Down the road from Jake lived Mark who also had a good reputation in business. He also made sure his employees had everything they needed. But there was one difference.

Quality workmanship was important to Mark, but he knew that would only be accomplished by having quality employees who cared. And if his employees were going to treat his customers right, they would need to be treated well too. And that came back to him as the owner and leader.

Mark's thinking was influenced by a book he had read with his peer group called *Leadership & Self-Deception*. Originally, he thought all that "getting to know your employees" and "employee engagement" stuff was just a worldly mindset for people who didn't really appreciate the value of hard work for the sake of the work itself. But after reading the book, he realized there were Biblical principles involved—his employees were created in the image of God, which meant they also wanted to be creative in their work and

have input instead of mindlessly just doing what they were told. In addition, they desired a relationship with their employer.

So Mark started looking for ways to get to know his employees. He connected with them as people, learning about their families and interests. He knew their joys and struggles. They weren't just employees to him or just another piece of "equipment"—they were people whom he valued. He realized they wanted to be included in the decision-making and have the freedom to improve the work they were doing. They were workers together to serve their customers.

*****

One day Jake and Mark met up at the local auction barn and started talking about business. "You don't seem to have much trouble finding and keeping your employees," Jake said. "I try to give mine everything they need for their jobs, but I still struggle to have enough workers."

Mark replied, "I understand. I used to be in the same boat as you but I found out there was one thing I wasn't giving them—myself. Maybe you should try that."

Mark went on to describe what he meant—taking the time to build relationships, caring about his employees, and engaging them in the work. He mentioned the book he had read on being more understanding of his people emotionally and their life situations. It all sounded like a bunch of fluff to Jake, but he had to admit that something had helped change Mark's situation. Maybe he needed to look into it and read the book Mark had suggested.

What is Empathy?

At its core, empathy is being able to put ourselves in someone else's shoes and trying to understand things from their perspective. It means being able to recognize and monitor emotions in the room while also managing our own.

Being empathetic requires us to be emotionally healthy—knowing our own emotions, so we can recognize emotions in those around us. This is cultivated by surrounding ourselves with people who encourage vulnerability, offer honest feedback, and hold us accountable. We grow when people help us identify our blind spots and weaknesses that may hinder us from building deep and lasting relationships.

Five Components of Empathic Leadership

For us to effectively care for our people, we must continue to grow in the following five areas:

Self-awareness. Self-awareness is simply the ability to see ourselves as we really are—admitting that we make mistakes and sincerely wanting to change. In the Bible, Paul says that he *glories in his weakness*. We like to talk about our successes, but can we recognize that we are broken creatures and in need of help from others?

Self-Regulation. Self-regulation is the ability to control our emotions in an emotionally charged situation. So often we immediately pronounce judgment rather than suspend judgment and wait. The key is to think before acting.

At its core, empathy is being able to put ourselves in someone else's shoes and trying to understand things from their perspective.

Motivation. This relates to our passion to work beyond money and status. Why do you pursue the goals you do? If it's strictly for ourselves and our kingdom, we're probably not very emotionally intelligent. If our motivations are in the right place, it's going to be easier for us to feel with others, respond with compassion, and actively listen.

Emotional Awareness. This is our ability to understand the emotional makeup of other people and relate to them. Do I really want to know what they're thinking and why they're responding the way they are? Am I listening to respond, or am I listening to understand? As a leader, when you listen to understand in an emotionally charged situation, the solution may look completely different than you thought. Being empathetic can be a little dangerous and even scary at times, but it is the Christlike response.

Social Skills. This is the proficiency to manage relationships and build networks. How well do you work with the people around you in building teams and networks? Are you able to find common ground? Are you able to build rapport with your team and the teams you're trying to build?

The Ultimate Example of Empathic Leadership

Jesus, our ultimate example, replicated empathic leadership as He led his disciples, and He expects us as leaders to do the same. There are five areas where Jesus modeled this:

1. **By His compassion.** Jesus exuded a love and compassion for others in a way that was almost magnetic. People were drawn to Him. These traits are so lacking in our world that, if we exemplify

them, it can have a profound impact on those we interact with.

2. **By His time alone with the Father.** If we want to be truly objective when we are faced with conflict and difficult relationships, we need to be firmly grounded in the Lord Jesus. Time spent with Him is paramount if we want to step outside of the whirlwind and have an objective approach.
3. **By managing His emotions.** The only recording of Jesus getting angry was in the temple when He chased the money-changers out. However, he personally faced many tense situations even to the point of having his life threatened, and yet you never see Him lose control of His emotions. He calmly responds even when facing death on the cross. How well do you manage your emotions in tough situations?

What other people hear me say is not always what I think I said…

4. **By looking beyond the actions.** Jesus really did care about the people He led. He cared about their hearts and saw beyond their actions. For example, when the woman caught in adultery is brought before Him, He responds with compassion. He doesn't dismiss the act, but neither does He forget that she is still a person—unlike the religious leaders of the day who dealt with the *issue*, not the person.
5. **By His interpersonal skills.** Jesus took the time to build solid relationships with those He led and to teach and train them in a way that built trust. His disciples had a love and respect for Jesus rarely seen in our world today. If we can develop relationships like that with those we lead, it will greatly increase our effectiveness as leaders.
6. **By His motivation and purpose.** Jesus knew clearly who He was and where He was going. The clearer we are about our identity in Christ and our purpose on earth, the easier it becomes to navigate the emotional landscape of both ourselves and others. Because in the end, it's not about us, but about the Lord Jesus. When working with our teams, we can deal with things said in anger because we know that's not who we are.

Defining Your Strategy for Change

In conclusion, a big piece of emotional awareness is understanding how our words, actions, and emotions impact those around us. What other people hear me say is not always what I think I said, and so we need feedback. An accountability group can be a great sounding board. What are others seeing in the way I'm responding? Am I being empathetic? Do I need to become better at building relationships?

Being aware of how people are affected emotionally is key not only in leading our teams but also in relating to our families and church brethren. To evaluate yourself and define a strategy for change, consider these questions:

- Who do you want to be (outcome)?
- Who are you now (current position)?
- How will you go from your current position to your desired outcome (tactic)? PCBE

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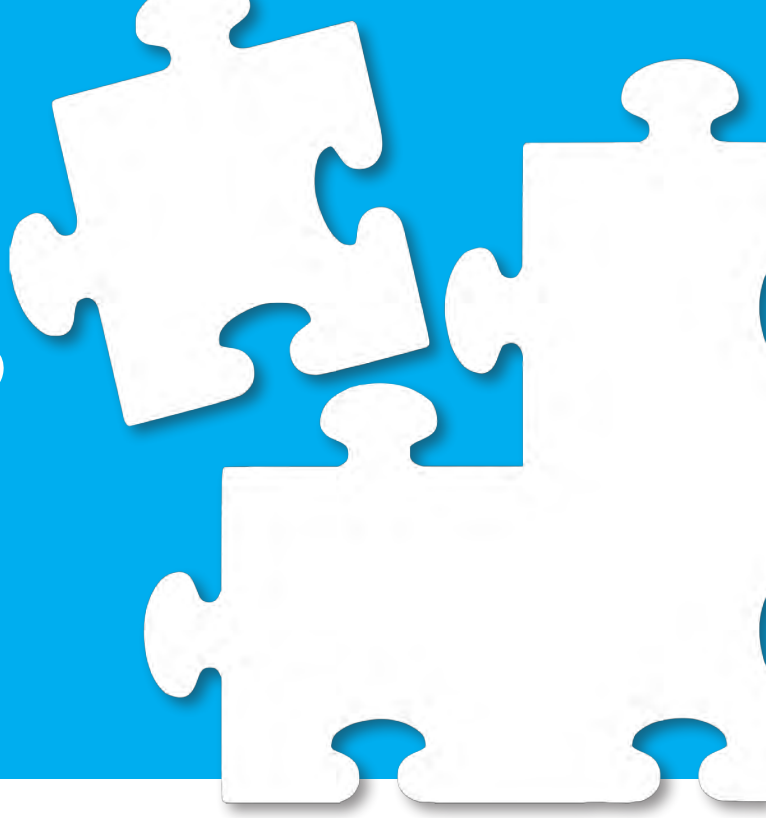
Symbiz Network advertises in PCBE. See page 171.

LONE RANGER OR TEAM PLAYER?

HOW TO AVOID THE TEMPTATION TO GO IT ALONE



CALEB CRIDER

Maurice Wilson felt compelled to achieve the impossible—climb the tallest mountain on earth by himself. Today, thousands of people have summited Everest, but that was not the case in 1933 when Wilson set off from England toward India on the first leg of his adventure.

The Ambitious Goal

Up to that point in recorded history, human feet had never stepped on the summit of Everest. Experienced British climbing teams had tried and failed to climb Everest in 1922, 1924, and 1933, with the 1924 attempt ending in two fatalities.

Despite his total lack of experience in mountain climbing, Wilson thought he could succeed. His initial plan was to crash land a plane somewhere on the mountain and walk to the top. He set to work earning a pilot's license and made a feeble attempt to learn mountaineering by hiking in the mountains of Britain.

Evading authorities who tried to stop him at various points along the way, Wilson flew his small single-seater plane (christened *Ever Wrest*) all the way to India, where authorities confiscated it. Wilson came up with Plan B: he would climb the entire mountain on foot in 1934.

Going it Alone

Wilson was committed to a fault. He spent five days amid the icy glaciers, crevasses, and ice towers of Everest, growing more exhausted each day. During the unbearably cold nights, he huddled in his tent with his diary.

Finally, snow blind and out of food, he retreated for two and a half weeks of rest and recovery, tended by two Sherpas who had come part of the way with him. He wrote in his diary, "Next time, I'll take more supplies with me. I'll not give up. I still know that I can do it."

Back on his feet, Wilson tackled the mountain again. But this time, he encountered a towering icy wall that he could not get around. He descended—slipping, sliding, and falling—back to the camp where the Sherpas were waiting.

Days later, Wilson started his third and final assault on the mountain. The last entry in his diary was dated two days later: "Off again. Gorgeous day." Wilson never made it to the

summit of Mt. Everest—climbers found his frozen body the following year and dropped it in a deep crevasse to bury it. They also recovered his diary.

The Strength of a Team

Going it alone doesn't always end in tragedy, but usually it isn't as effective as partnering with others. As the saying goes, "If you want to go fast, go alone. If you want to go far, go together."

Even Jesus, in His final hours, gathered His closest disciples around Him in the Garden of Gethsemane. He had to "go it alone" to the cross—no one else could die for us. Even so, he wanted the strength that came from the companionship and prayers of His friends.

Maurice Wilson may have been brave, but he was foolhardy to think he could climb Mt. Everest alone. Everest wasn't successfully summitted until twenty years later in 1953.

Edmund Hillary, the first person to reach Everest's summit, didn't go it alone. An entire team of climbers and Sherpas climbed much of the way, staying in camps below the summit. And Hillary wasn't alone on the final ascent either—he and his climbing partner Tenzing Norgay reached the summit together as a team. The first successful solo climb didn't happen until 1980!

The Lone Ranger

Being part of a team at work can be complicated. Different personalities and differences of opinions make it hard for everyone to stay on the same page and stay pointed in the same direction. It can feel easier to withdraw and do our own thing and ignore everyone else.

The thought of operating as a lone ranger can be appealing. Perhaps we feel that other people get in our way. If we could just be left alone to do our work without their input, we could get more done. In addition, then we wouldn't have to deal with other people's mistakes.

Taking responsibility and ownership of our work is good, but not when it hurts our ability to give and receive helpful feedback. Carving out our own little kingdom where other people fear to tread is a mistake. Sooner or later, we are going to get stuck and need help from others.

In addition, a lone ranger misses out on the camaraderie and innovative brainstorming that happen within a healthy team.

The Team Player

Instead of operating like Maurice Wilson and tackling challenges on your own, learn to operate as part of a team.

1. **Be friendly and approachable** so that your coworkers feel comfortable sharing their ideas and feedback with you. If you respond harshly to their input, apologize and try again.
2. **Be transparent with your boss** when you feel incompetent in a certain area, or when you have questions about your assignment. Your boss can then provide the help you need.
3. **Ask your boss or coworkers** how you could become better at your job. Admittedly, this is scary, because we might hear something that we don't want to hear. But receiving feedback is an important element of being a team player.
4. **Don't dominate others.** Being loud, persistent, and argumentative is one method for getting your own way. But it comes at the cost of teamwork. Sharing your ideas and questions is good, but do it without hurting or shutting down others.
5. **Get permission** before rushing ahead and doing things your own way. Bosses appreciate employees who show initiative. At the same time, they do not appreciate employees who go too far, or who are so aggressive that they neglect to ask for direction. It's important to know your boss's expectations.

Conclusion

Being a team member instead of a lone ranger takes humility, patience, and courage. These virtues don't come automatically, and they take constant work to maintain as we face frustrations with each other. Yet in the long run, you will find that it is worth the effort. PCBE



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Stewardship

A WAY OF LIVING

The Stewardship of Opportunity

Darryl Derstine

The man sat intent, his brow furrowed. On a small table nearby was a Bible and a volume of Acts and Monuments (Foxe's Book of Martyrs). A leaf of paper lay on the table before him, illuminated by a shaft of light from the single, barred window. He was surrounded by thick stone walls. He glanced thoughtfully at the door, thick and cross-plated. It was heavily barred, from the outside. His eyes dropped again to the paper, glowing in the single shaft of light. He took a deep breath and let it out slowly. Then with a firm hand, he dipped his quill into the inkwell and raised it. Lowering the tip to the paper, he wrote:

> As I walked through the wilderness of this world, I lighted on a certain place, where there was a den; And I laid me down in that place to sleep: And as I slept I dreamed a dream.

The man paused and narrowed his eyes, looking down at the sentence. Then he nodded. Dipping his pen again, he shifted the paper to keep it in the beam of light and wrote again, with more confidence this time.

> I dreamed, and behold I saw a man clothed with rags, standing in a certain place, with his face from his own house, a Book in his hand, and a great burden upon his back.

He dipped his pen again, writing with haste now.

> I looked, and saw him open the Book, and read therein; and as he read, he wept and trembled: and not being able longer to contain, he brake out with a lamentable cry; saying, what shall I do?

And so, in that prison cell, on that day, was born one of the greatest books in the English language. This book was being written by a mender of household goods, a "hedge preacher." He dubbed the book, The Pilgrim's progress from this world to that which is to come: delivered under the similitude of a dream where it is discovered the manner of setting out, his dangerous journey and safe arrival at the desired country.

Today we just call it Pilgrim's Progress. It would go on to become one of the most famous books in the English language. But initially, the author didn't even know if he should publish it. He asked his friends. Some said, "yes." Many said, "no," claiming it treated spiritual truths in too common a manner, which to them, seemed disrespectful. I'm sure to those raised in the churches and cathedrals of the church of England, with the robed priests and their solemn, measured, and gilded worship forms, a book

written in the common speech of the street worker did seem that way.

Finally, he decided because he couldn't get a unified answer, he would go ahead with it. He published it in 1678. Of course, it was rejected by the high and mighty and the intellectual elites of his day.

> A leaf of paper lay on the table before him, illuminated by a shaft of light from the single, barred window.

It was printed on rough, poor quality paper and sold cheaply on the streets. It didn't matter. It sold. It sold, sold, sold. It sold more than 100,000 copies in England of that day, outselling by a healthy margin any other book besides the Bible. The common people loved it.

It would continue to grow. The American colonies had an edition in 1681, only three years after it first appeared in England. It became very famous there and I've heard it said that if you went into a log cabin on the American frontier and they were privileged enough to own three books, those books would have been the Bible, Plutarch's Lives (an ancient history book) and Pilgrim's Progress.

It was published in Dutch in 1681. Twenty-two years later it was published in German and in Swedish 24 years later in 1727. That was only the beginning. It would go on to be translated into over 200 languages and has never been out of print since first published 347 years ago.

It has been called the first novel written in English. Its effect on other literature has been simply astounding. Mark Twain, Charles Dickens, Nathaniel Hawthorne, C.S. Lewis, Charlotte Bronte, George Eliot, Sir Walter Scott, and others have drawn inspiration from it.

While we can be amazed today at the reach and power of this old book, we have to remember that he wrote it in prison, leaving behind an impoverished wife and family, including a favorite daughter who was blind from birth.

We can be thankful that John Bunyan went to prison. I'm sure his wife and children were not.

But he might never have written it if he wasn't confined. Outside he was busy "hedge preaching."

But forced to sit in a stone dungeon with nothing to do, he wrote, and the world was never the same.

*****

Let's turn a corner a moment and come up to this century.

Mary was lying in bed, the community invalid. She couldn't witness, she couldn't teach Sunday school, take a meal to that new mother, or even go to church.

As she plucked at the tassels of her church-donated comforter, what was she tempted with? *I'm just a burden. People have enough to do without taking care of me yet. I can't do anything for the Lord. Those busy taking care of their own families have to leave what they are doing and take turns caring for me. What can I do?* She dropped the tassel and looked at it lying limp and crumpled on the quilted square. Useless. Just a burden.

*****

The preacher is preaching his heart out. He has a burden. He looks out over the congregation. Especially at the back corner where there are a few young and not-so-young. They sit wooden faced. Unresponsive. Dead. Cold.

That night as he kneels by his borrowed bed and pours his heart out, he sees no way forward. What could touch these souls?

*****

"Is something going on?" Mary asked. The youth girl paused by the door, "Oh, yes. We have church tonight. Sorry, didn't anybody tell you?"

"Church, tonight?"

"Yeah, we have a visiting speaker. He's in for revival meetings. I'm going tonight and Dorothy will come in and be with you instead."

"Revival meetings?" The old lady raised her head, eyes sharp. "How's it going?"

"The preaching is good. Good speaker and everything but . . . well, we'd all hoped . . . well, you know, the Yoder boys. We'd kinda hoped that maybe this would speak to them somehow but . . ." she shrugged. "Nothing yet."

The invalid nodded slowly, pressing her lips together, her hands tightening around the worn comforter, gathering it into knots.

"Well, I've got to go," the girl said. "See you tomorrow."

The door thumped shut behind her.

Mary sat looking straight ahead, her jaw set. Finally, she took in a long breath, exhaled slowly through her mouth and nodded again. "Yes," she said to the empty room. "Yes. That's just what I'll do."

*****

"Not having breakfast, Mary?"

"No . . . I . . . well . . . I'm not eating today." She smiled the gentle smile she was known for.

"Not at all?"

"No. Not today."

"Well, okay then." The girl put down the pan. "Are you feeling alright?"

The same curious half smile. "I'm fine. Perfectly fine."

"Okay." The girl cast her a questioning look. "Sure you're not sick?"

"Nope." A quick warm smile. "I'm not sick. I'll eat again by and by."

*****

"Mom, I'm worried about Mary."

"Why? Is something new?"

"She's not eating."

"Not at all?"

"Not at all. Hasn't since Tuesday evening."

"Oh." Her mom paused in the act of plugging a mixer beater into the hand mixer. "Oh," she said again, the mixer wavering in one hand with only one beater in it. "I'll . . . I'll check on her."

*****

"Mary, is there some reason you are not eating?"

Mary smiled. "I guess you could say that."

"What's the problem?"

Mary ran a white hand over the wrinkled quilt, smoothing it. "No problem. Just heard that you were having revival meetings. That's all."

"So, you were . . . were fasting?"

Mary just smiled.

> Mary was lying in bed, the community invalid. She couldn't witness...

*****

The minister sat on the edge of his borrowed bed and stared down at the screen of his simple flip phone.

He glanced at the time and then nodded. I should call my wife. She's probably still up.

"Yeah," he said, pacing the floor a few minutes later. "It was really strange. I mean, Monday night, nothing.

"Tuesday night, nothing. I just couldn't get through to them at all. It was like there was a glass wall between us. They just sat there, wooden-faced and cold. But then . . . Wednesday night it was different. From the moment I stood up and opened my Bible I knew something was different. The room felt different. It was like I had access to the people.

"Yeah," he said, pausing at the window. "It was amazing. Somebody who I could tell was under conviction even responded. The next night it was the same, only more so. I don't know what happened but something changed, big time."

He leaned his head against the cool glass.

"I might know what it was," his wife said.

"You? What? What was it?"

"I just talked to my cousin over there. They help take care of Mary. You know, Mary who is bedfast. I doubt you've seen her because she wouldn't be at church, but I know she listens in and prays a lot."

"Okay, so you are saying . . . what?"

"Well, I talked to my cousin Susan and she said that somehow Mary didn't know about revival meetings. I guess in the press of everything somebody forgot to tell her or everybody else assumed somebody else did. Anyway, she didn't know about the meetings till Tuesday evening when one of the girls was about to leave.

"Anyway, she started fasting. Twenty-four hours after that, Wednesday night, you were just standing up to preach."

"Oh," he said, staring unseeing out into the night. "Oh," he said again. "Yes . . ." he said, nodding and feeling his hair bunching between his forehead and the glass. "That makes sense. That explains a lot."

He pushed back from the window and switched his phone to the other ear. "That makes a lot of sense." He was walking now, gesturing to the empty room with his free hand. "And Thursday night was even more that way. Three people came forward. And Friday night again. Three more, the ones I could see were holding out. It was amazing." He paused, staring at, but not seeing, the photo collage on the bedroom wall. "When I got to church that first Monday night I could tell something was wrong. The air was tense and the whole atmosphere was just . . . unrestful somehow. People talked after church, but not much, and the whole thing seemed strained. But tonight when I left, people were still standing around talking. The whole atmosphere was different somehow. Unified, restful."

He heard his wife laugh softly. "They always told me Mary was a spiritual powerhouse. A real prayer warrior."

"I believe it," he said, pacing across the room to absent-mindedly pick up, then drop, the tail of a string of tiny LED lights draped over a bookcase. "I've never seen anything like it, but I'll tell you, you could feel the difference. It was night and day."

"Well, you know she can't really do anything else much. Just pray and talk to people."

"She doesn't need to do anything else," he said, standing in the middle of the room, now gesturing at the far wall. "That woman can move mountains." He nodded forcibly. "Yes, she saw an opportunity to change the church and she took it."

*****

She took it.

So often we look for opportunities "out there." Some people "have opportunities" and some don't. I don't think John Bunyan saw his being locked away from his fledgling converts and street congregations as a glowing opportunity. I certainly doubt that he viewed prison and being dragged away from his beloved family, leaving them poor and alone, as a great opportunity to influence Christian literature for centuries.

But it was.

I doubt that our invalid Mary viewed her frail self, confined as she was to bed, dependent and consuming of others' time, as a person of influence and power in the church.

But she was.

She, sick and confined to bed, but with lots of time, found she could do little but pray. But prayer is not little.

She had an opportunity. An opportunity to pray, unhindered by the rushing and bustle of the world.

John found, sitting in prison, that he had very few opportunities, but he did have one. The time to write.

John Bunyan and Mary could have crumbled into discouragement and true uselessness.

We all have opportunities.

They have been given to us to steward. To grow, nurture, and use for the kingdom.

It is, after all, not so much the opportunity given to the man that matters. It's what the man gives to the opportunity.

John Bunyan and Mary could have crumbled into discouragement and true uselessness. After all, look at all the opportunities others had and how few they had. But they didn't. Like a true steward, they went looking for what they could do with the situation they did have and its accompanying opportunities.

They found it.

They were diligent in it, and it brought them before the great King.

And so can we.

"Seest thou a man diligent in his business? he shall stand before kings; he shall not stand before mean men" (Proverbs 22:29). PCBE

Darryl Derstine lives in Holmes County Ohio with his wife and 7 children. He works at Christian Aid Ministries Foundation and CAM Books. He can be reached at bss@camoh.org or 330.893.4915.

CAM Foundation advertises in PCBE. See page 179.

I'm not poor

Edward Martin

Sen, a 51-year-old mother of three from Cambodia, shares how she has been blessed through SALT Microfinance.

Before she joined the SALT Savings Group, it was difficult to borrow money because they were poor, and their spending was quite high. At first, she did not trust SALT, but after visiting one or two meetings, she decided to give it a try. With time, she learned to trust her savings group. "We're a team, we help each other," she said.

Their income comes from her husband's job and the vegetables they raise. The first loan she took from her savings group was for fertilizer for their garden.

"The SALT program is good because interest is low," she said. Some other loan sharks charge 10 percent interest per month, but at her savings group, they charge only 2 percent.

Before COVID, Sen took out a loan to start a small roadside stand that provided a good income. However, when the COVID lockdowns were enforced, people traveled less, and many residents moved to cities or other countries. With very little business, she decided to close her store. When asked why she hasn't reopened it now that COVID is behind us, she explained that many of those who moved have not returned, resulting in insufficient demand.

Sen says that both the teaching and loans have been impactful for her. When asked what the most valuable lesson has been for her, she replied, "I learned to focus on what I have, and not think I'm poor and things are difficult. I learned to set goals, track expenses, and budget." She concluded, "God is good. Jesus is good. I appreciate the good teaching, the love, and the good communication."



Would you like to support **SALT Microfinance**? If you wish to help provide sustainable solutions for those living in poverty, use this response coupon to make a contribution.

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Helps people in material poverty provide for their families through microloans, savings groups, vocational training, agricultural programs, and Christ-centered teaching.

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☐ Check here if you wish to have only a year-end statement.
A receipt will be sent unless otherwise noted.

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Learning from SALT Members

A PROGRAM OF Christian Aid MINISTRIES

It is inspiring to hear of God working in SALT members' lives, but do these lessons sometimes seem far off or apply only to people in developing countries? This new feature column will attempt to bring out a lesson from the testimonies of SALT members to apply to our situations and lives.

Am I poor?

Dave Swearingen

This is probably a crazy question to ask most North American conservative Christians! We have been blessed with solid parental examples, a good work ethic, and the trust of our neighbors that we will do a good job with whatever we undertake. Yes, health issues and economies can make success more challenging. Still, most of us would not think of ourselves as poor, especially in comparison to a world in which half of the global population is said to live on less than $7 a day.

Poverty, though, can come in a couple of forms. In one of His first recorded sermons, Jesus led with "Blessed are the poor in spirit: for theirs is the kingdom of heaven" (Matthew 5:3). I would guess that the humble people who gathered from the local villages perked up their ears at that statement! There could be many applications to what exactly He was teaching us that day, but I like to think of it as a knowledge of our spiritual needs. A man who thinks he has arrived spiritually is proud indeed. Seeing our spiritual poverty keeps us thankfully relying on the finished work of Calvary, not in our own ability to earn our salvation. Isaac Watts penned a hymn that says:

> Blest are the humble souls who see their emptiness and poverty,
>
> Treasures of grace to them are given, and crowns of joy laid up in heaven.

However, a second common type of poverty is financial poverty. Often, it is more of an attitude than a reality—most of us are blessed with enough "daily bread" to make a poor man's head spin! Someone has identified two mindsets as an illustration of how we approach financial means: an abundance mindset and a scarcity mindset.

An abundance mindset is the attitude that there are plenty of opportunities to go around. There are enough customers, enough good ideas, and enough specialty niches for each to succeed financially. An abundance mindset is at ease to offer tips and advice when sought, because another's success is not a threat to them. Jesus often used examples of agriculture in His teaching. Not only is agriculture a timeless endeavor, meaning that the basics have not changed for thousands of years, but it isn't easy to compete. Adjacent farms often get the same amount of sunlight and rainfall and have nearly the same soil available to grow crops. Yet, there may be some potential pride when my corn looks a little better than my neighbors' corn, but we'll all eventually get a similar price per bushel when the time comes to sell it.

A scarcity mindset, on the other hand, bristles when someone else lands the job instead of me. It's as if no other opportunity is available, which is rarely the case. We may not readily admit it, but a scarcity mindset quietly smiles when another fails, because we perceive it will be more for me in the end. Business owners with this mindset are quick to blame any failure on others. They are extra cautious of change or risk, ensuring that their endeavors will look the same tomorrow as today, for better or worse. To have a scarcity mindset is to be convinced that I am poor.

It may be a stretch to connect spiritual poverty to financial poverty. Still, if we have an attitude of competition and score keeping in our business lives, we may also find it spilling over into our spiritual lives. Believing that every blessing I have—spiritual or financial—is a gift from God, not something I've earned, can help me care a little more for my brother and sister. It frees me to genuinely rejoice in their blessings, whatever form they take. True richness isn't about keeping score, but about being thankful, content, and ready to serve.

BILLBOARD EVANGELISM

A CHRISTIAN AID MINISTRIES PROGRAM

P.O. Box 360 | Berlin, OH 44610 | 330.893.4888

About Billboard Evangelism

"I send thee, to open their eyes, and to turn them from darkness to light . . ." (Acts 26:17, 18). With these words, Jesus established our purpose as Christians. We can see people across our nation today who are closing their hearts to truth and facing the darkness of despair, loneliness, and fear. Through the Billboard Evangelism program, we post billboards with Gospel messages along major highways and in cities in the U.S., seeking to expose the people of our nation to God's truth and light. Driving is the #1 source of quiet time, so these messages provide unique opportunities to direct commuters' thoughts to God.

Phone team dialogues

If you would like to listen to recorded dialogues between phone team members and billboard passersby, call our recording playback line at 330.997.8006.

Quotes from callers

"What percentage of people will go to hell?" —*Washington*

"That is going to give me something to think about." —*Nevada*

"What is the proof in the Bible that Jesus Christ was prophesied, that His existence was prophesied?" —*Connecticut*

"Is Jesus still alive?" —*California*

"I am a follower of meth, not Jesus, and I am trying to find Jesus to set me free." —*Pennsylvania*

"How do you live the Christian life?" —*California*

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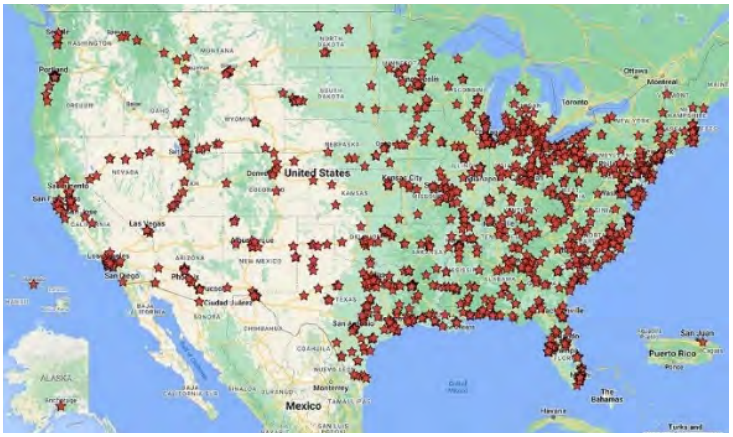



Orlando, Florida

A DEVASTATING DISEASE

A hidden epidemic is destroying lives. Studies show that men and women view explicit content regularly, often starting in childhood. One major website recorded over 42 billion visits in a single year. This immoral lifestyle is also fueling and funding the trafficking of minors in America. This industry thrives on addiction, broken families, and spiritual destruction.

Yet, there is hope! Jesus Christ offers true freedom. *"If the Son therefore shall make you free, ye shall be free indeed"* (John 8:36). We are installing billboards along America's highways targeting this epidemic. Pray for America.



Charleston, Missouri

THE ETERNAL VALUE of sponsorships

Every day, thousands of people pass billboards displaying life-changing truths. For Kody*, one of those billboards caught his attention and made a difference. Growing up with a belief in God, he had drifted into atheism during college, leaving his Christian girlfriend deeply concerned for his soul. But one day, a simple message along the highway stirred something in his heart.

That message led him to call our 83-FOR-TRUTH line. For 53 minutes, a caring team member answered his questions, gently guiding him to contemplate the reality of faith. By the end, Kody agreed to pray—and likely for the first time in years, he said, "Amen" in agreement with the prayer.

But Kody's story is not the only one.

Lucas* once called 83-FOR-TRUTH—not for answers, but to mock and ridicule. He didn't believe the messages of the billboards and wanted to challenge them. But the seed had been planted.

However, after much time had passed, something changed. Lucas called again—not to mock, but to apologize. He had surrendered his life to Christ. He simply wanted to connect with a Christian, to ask for prayer, and to express his regret for his earlier disrespectful words. Our team member prayed with him and directed him to resources to grow in his faith.

This is the power of the Gospel. A single sign, strategically placed, can be the catalyst for a soul's transformation.

The Adopt-A-Billboard project exists to flood highways with truth, offering hope to thousands who might never step inside a church house. In today's culture, where Biblical values are often rejected, these billboards remind passersby of God's love and redemption.

When you sponsor a billboard, you're not funding an advertisement—you're planting seeds of truth in the hearts of countless travelers. Each billboard reaches thousands daily, directing them to 83-FOR-TRUTH, where trained team members offer Biblical guidance and prayer.

For $100 per month or more, you can take part in this life-changing ministry, ensuring that the Gospel remains visible in a world desperate for hope. You can help change lives like Kody's and Lucas's. If you wish to sponsor a billboard, your support will help carry out the great commission in a tangible way.

To learn more, visit christianaidministries.org, call 330.893.4888, or see the enclosed Adopt-A-Billboard sheet.

"So shall my word be that goeth forth out of my mouth: it shall not return unto me void . . ." (Isaiah 55:11)

*Name changed to protect identity.

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Tampa, Florida

QUESTIONS & ANSWERS

KINGDOM CONCEPTS

GARY MILLER

Question:

As financially flourishing Amish/Mennonite people in America, we often speak of how God has richly blessed us. But if Jesus said the poor, persecuted, and hated of man are the ones who are blessed, aren't we saying the opposite? After all, hasn't history proven that the church flourishes in affliction and weakens in prosperity? If we teach our children that affluence and freedom are a blessing from God, won't they be discouraged if this wealth and liberty is taken away? Won't they logically assume God's blessing has been removed when hard times come?

Answer:

Jesus was very clear. It is the poor who are blessed[1] and the wealthy who are in danger.[2] He even said it is easier for a camel to go through the eye of a needle, than for a rich man to enter into the kingdom of heaven.[3] A startling statement! So why, in times of prosperity, do we say we have been blessed by God? Is material prosperity really a blessing?

The Bible is clear regarding God's intentions. Our Father has a deep desire to bless His children. He does not enjoy seeing hungry people and we are to thankfully[4] enjoy[5] the material blessings He provides. James identifies Him as the Source of blessing (material and spiritual) when he writes that "every good gift and every perfect gift is from above..."[6] Good things come from God, and we shouldn't be fearful of sharing this reality with our children. But the next question is a little more difficult. Why did Jesus say it is the poor who are blessed? And why, if God is the source of material prosperity, do we have so many warnings in the New Testament about wealth and affluence?

God gives His favors at great risk, and not every good gift becomes a spiritual blessing in our lives. The Bible says that God granted the Children of Israel their request and blessed them, but the end result was "leanness into their soul." God also sends rain "on the just and on the unjust."[7] He does this knowing that some will use the resulting bumper crops to share and advance the kingdom of God, while others will hoard and refuse to pass this blessing on. The rain on both is intended to be a blessing, so what makes the difference? Whether the blessings of God result in the receiver being blessed depends on the heart and longings of the recipient. In light of this, let's return to your question. How might affluence be impacting our children?

Paul told the wealthy church at Corinth how prosperous followers of Jesus should respond to material need. Pointing to the famine at Jerusalem, he encouraged them to give liberally. "That now at this time your abundance may be a supply for their want, that their abundance also may be a supply for your want: that there may be equality:"[8] He even pointed to the example of Jesus, encouraging them to give sacrificially. "For ye know the grace of our Lord Jesus Christ, that, though he was rich, yet for your sakes he became poor, that ye through his poverty might be rich."[9]

The impact of affluence on our children will largely depend on how their parents and church communities respond. If prosperity causes us to turn inward, as it often does, and increased income translates into increased spending on ourselves, then you have every right to be concerned. But consider the opposite.

Imagine a church community where everyone understands that they are stewards, not owners, and their deepest longing is to use what they have been given to advance God's kingdom. Where every family sees increased income as increased opportunity to bless those in need. A community where children grow up hearing parents enthusiastically discussing ways personal consumption could be reduced to facilitate sharing with the hungry,

naked, and those lacking a Christian witness. I believe this is what the Apostle Paul saw in the church at Macedonia. These believers were evidently pleading with Paul to let them give more than he thought they should.[10] Can you imagine growing up in that kind of environment? Where part of the reason you wanted to get a job, as Paul told the church at Ephesus, was so you could give to those in need?[11]

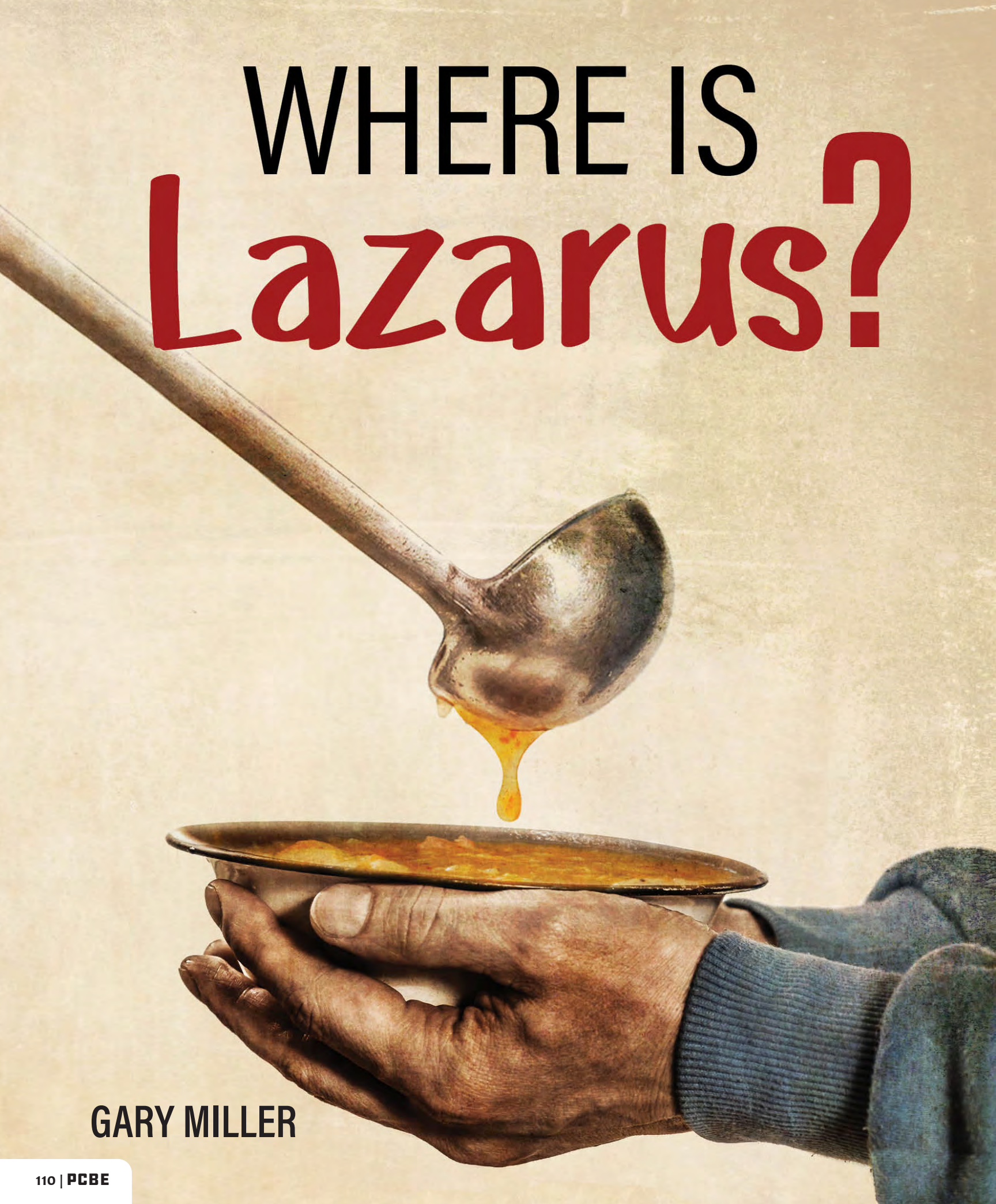
Throughout history, man's tendency is to take the abundance God sends and selfishly use it for himself to his own spiritual detriment. But followers of Jesus are to be notably different. They, like Jesus, are looking for opportunities to share, especially during times of plenty. Jesus said, "For unto whomsoever much is given, of him shall be much required:"[12] and we have certainly been given much.

Today, with over 125 million displaced people, an increase in global hunger, and millions who have never heard the name of Jesus, we are living in a world of opportunity! If we forget God's purpose in blessing His children, and use His gifts to simply enjoy the American good life, then our children may indeed become disillusioned when things change. But my prayer is that our children will learn by our financial choices, our conversations, and by our prayer life that we see this current prosperity as a blessing from God, and as an opportunity to bless others. PCBE

[1] Luke 6:20
[2] Matthew 16:26;
[3] Matthew 19:23-26
[4] Colossians 3:15
[5] 1 Timothy 6:17
[6] James 1:17
[7] Matthew 5:45
[8] 2 Corinthians 8:14
[9] 2 Corinthians 8:9
[10] 2 Corinthians 8:1-6
[11] Ephesians 4:28
[12] Luke 12:48

We would like to know your questions for future issues. To submit a question, write to: Gary Miller % PCBE PO Box 520, Millersburg, PA 17061, fax 717.427.1600 or email editor@pcbe.us. We reserve the right to use or omit any submitted questions in future columns. Answers given in this column do not necessarily reflect PCBE's position on the topic.

WHERE IS Lazarus?



GARY MILLER

The Power of Proximity

Chapter 22 of 31

OCCASIONALLY MY WIFE, during a burst of zealous housecleaning, will ask me to pull out the refrigerator so she can clean behind it. So we go through the process of pushing and pulling the heavy fridge out from the wall, and then we both stare in amazement. My wife's kitchen is usually a spotless place. Scrubbing, sweeping, and mopping are constantly occurring all around the refrigerator. So how can the area under and behind this appliance accumulate so much dirt?

We normally go through a general routine at this point. She declares she can't imagine how all that filth got back there, and I (seeing an opportunity for a gentle jab) suggest with a straight face that most women clean behind their refrigerators at least once a week. This brings raised eyebrows and totally inappropriate comments about my messy workbench in the garage (or some other such place), and then we laugh and begin removing the offending dirt. This process has played out many times during our marriage. And though I tease my wife, I realize few wives pull out their appliances each week to clean behind them. For a very simple reason—we don't think about the things we don't see.

Out of Sight—Out of Mind

We focus on issues that are obvious and have the potential to affect our daily lives. And conversely, we tend to ignore things that are obscure and out of sight. That's why we keep preparing food right beside the dirt that lurks behind the fridge. We just don't see it! And that is also why we forget Lazarus. Even though we know there are many Lazaruses, for many of us they are out of sight.

The rich man in Jesus' account was different. With Lazarus right at his gate, he couldn't miss him. When poverty is leaning against the entrance to your home, it is difficult to ignore. The rich man could see the emaciated body, the lack of clothing, the dogs licking his sores. Possibly he could even hear Lazarus' requests for help. Poverty was inescapable! In this way the rich man had an advantage over us. Not only was the plight of the poor always before him, it was a real live person who reminded him.

Our situation here in North America is far different. We walk down to the mailbox, collect the mail, and start back toward the house. Maybe we received a letter from a friend, a couple of bills, and the inevitable junk mail. And then we spot it. Another request for financial help from a nonprofit organization claiming to be assisting people in some distant land. We open it and scan for pictures or articles that look interesting. A story about a need in Africa catches our eye, and admittedly, the situation appears dire. We ponder the story and the request. Depending on the organization, we might even cynically wonder how much of our donation would actually reach the Africans.

We reach the house, go inside, and put the flyer on the counter. But something gnaws inside. *Maybe I should help. Does God want me to share?* But there are other thoughts as well. *I can't help everyone! If I send a donation, they will probably just send more requests.*

Impersonal and Distant

Maybe you have never experienced inner wrestling like this, but I have. I know poverty exists in the world, and I know that by living here in North America I have more than I need. But my relationship with Lazarus seems far away and impersonal. It's a little like the dirt under the refrigerator. I know it is there, but it is out of sight and easy to forget. I have noticed I am much more apt to respond to a request for aid if I have been to the country and have seen the need, or if someone I trust works for the organization. Proximity and personal relationship make needs more compelling.

But how would you respond if Lazarus lived just across the fence?

Imagine having your friends over for a barbecue in your backyard. Would knowing that a starving Lazarus was on the other side of the fence affect your enjoyment of the evening? Could you really enjoy a good meal with Lazarus peeking through the fence? I remember being in Haiti with a work team and eating a meal while Haitian children watched. We had been told that these children were eating only one meal a day, and sometimes not even that. Seeing these children made us uncomfortable. In fact, we went inside a small house to eat our meals.[a] Eating in front of hungry people isn't easy.

Close and Personal

Imagine a refugee camp just across the road from where you live. You look out the window and see thousands of people who have just fled a civil war. Many of them lack food and medical care, and their housing consists of tarps. They are living like millions of others around the globe—but suddenly they live right across the road. How might this affect your daily life?

I am sure you would do something to help. You would take food, clothes, and other supplies across the street and begin sharing what you have. You might even call others and ask them to help. My guess is that, as a follower of Jesus, you would become very interested in the plight of these people. Having Lazarus just across the street would compel you to get involved.

It would also likely affect some of your decisions. How much of a thrill would you get out of redecorating the living room when you could see masses of hungry refugees through the window? How much interest would you have in buying that new shotgun if people just outside were lacking basic necessities? How might Lazarus up close change your values and priorities?

When extreme poverty is close and unavoidable, it suddenly becomes imperative that we respond. Yet the rich man found a way to ignore Lazarus, even though he was right there at his gate. How could he do that? Let's look at some ways we can be aware of great needs and yet lose the burden.

[a]We also discovered creative ways to share without creating a community disturbance.



Lazarus-Free Zones

Chapter 23 of 31

TAKING AN EARLY MORNING WALK in Honduras, I noticed the heights of walls surrounding the properties. Building a physical barrier around the perimeter of your land is deemed essential in Central America, but not all the walls I saw were created equally. Some were just simple see-through affairs, while others were made of masonry, about eight feet high, with broken glass or other sharp objects embedded in the top. Still others were even more formidable. I came upon one that must have been over twenty feet tall. Spirals of razor wire glinted menacingly from the top, and above that were even more wires with signs warning of high voltage.

It seemed the wealthier the individual, the higher and more forbidding the wall. Obviously, the more wealth one has, the greater the need to protect it. But something else was in play as well. Just outside these wealthy enclaves was extreme poverty. The rich didn't want people looking in—and neither did they want to see the poverty outside.

Recently I was in a developing country visiting a family who lived inside one of these wealthy compounds. We were right in the middle of extreme squalor, with ill-clad city folk, hungry children, and a garbage-strewn street just a few feet away. Yet in this family's house, behind a high concrete wall, all that was conveniently forgotten. On our side of the wall was plenty of food, immaculate gardens, and nothing to diminish our pleasure. Even the annoying and ever-present sounds of the city were muted by the formidable wall. The wealthy residents had created a Lazarus-free zone right in the midst of extreme poverty!

It is easy for me to fault the wealthy in developing countries who build barriers to keep impoverished neighbors out of sight so they can enjoy their plenty. Surely Jesus wouldn't hide behind a wall if great needs existed on the other side. But I wonder. Is it possible that we, right here in North America, could be guilty of constructing barriers as well? In this chapter I want to look at some ways we insulate ourselves from the poor and create Lazarus-free zones.



Geographical Barriers

We live in an evil world, and it is a challenging time to be a parent. As our world grows darker, we want to shelter our children from the sinful influences of our decadent society. Consequently, many of us have chosen to live in a rural environment. We want our children to enjoy the blessings of having regular chores, learning to care for animals, and all the other advantages that come from living apart from the masses of humanity. After all, it is enough of a challenge to raise godly children in the country, and we can only imagine how difficult it might be in the middle of a wicked city. Even though it is usually more expensive to buy a property in the country, most of us have the financial means to do this. Yet for many believers around the world, living away from the city is an inconceivable luxury.

My goal isn't to reprimand. Country living, for many of us, has been a great blessing. But we need to understand one of the consequences. Living apart from the concentrations of humanity makes it much more challenging to comprehend the hardships many endure. It is extremely difficult for us to empathize with the disadvantaged, to understand the challenges they face,

or even to hear the cry of the poor. And unless we make a special effort to connect with those whose experiences are different from ours, we will become jaded to reality. Unless we keep reminding ourselves that part of our calling is to relieve suffering, we can easily slip into self-centered, self- focused living, creating Lazarus-free zones where we can enjoy our plenty in peace.

Social Walls

It is normal to enjoy friends from comparable backgrounds and income levels—people who see things as we do. This is natural, and the Anabaptist people are no exception. Our church pews tend to be populated with people who have been raised in similar settings. We like being with people who are like us.

This is why Jesus' message was so shocking. He taught His followers to do just the opposite. "When thou makest a dinner or a supper," Jesus told His disciples, "call not thy friends, nor thy brethren, neither thy kinsmen, nor thy rich neighbours; lest they also bid thee again, and a recompense be made thee. But when thou makest a feast, call the poor, the maimed, the lame, the blind: And thou shalt be blessed; for they cannot recompense thee: for thou shalt be recompensed at the resurrection of the just."[a]

Wow, that must have set the disciples back on their heels! In a culture where everyone was trying to invite notable people to their homes—someone up the social scale—they should invite poor people?

This is a clear command many conservative Anabaptists habitually ignore. Jesus said it, but we don't often do it. We find it much easier to invite our friends or those who make us feel good about ourselves. I have talked to many who have never had a materially or spiritually poor neighbor to their home for a meal. But Jesus obviously wants us to live close to the poor and reach out to needs in our communities. When we ignore Jesus' teaching, our homes can easily become pleasant, Lazarus-free zones.

Theological Barricades

In His most scorching recorded outburst, Jesus lambasted the scribes and Pharisees for focusing on outer compliance to the law while ignoring things of greater importance. "Woe unto you, scribes and Pharisees, hypocrites! for ye pay tithe of mint and anise and cummin, and have omitted the weightier matters of the law, judgment, mercy, and faith: these ought ye to have done, and not to leave the other undone."[b] Jesus didn't say they shouldn't have paid attention to these smaller nuances of the law, but He did say they were ignoring something of greater significance.

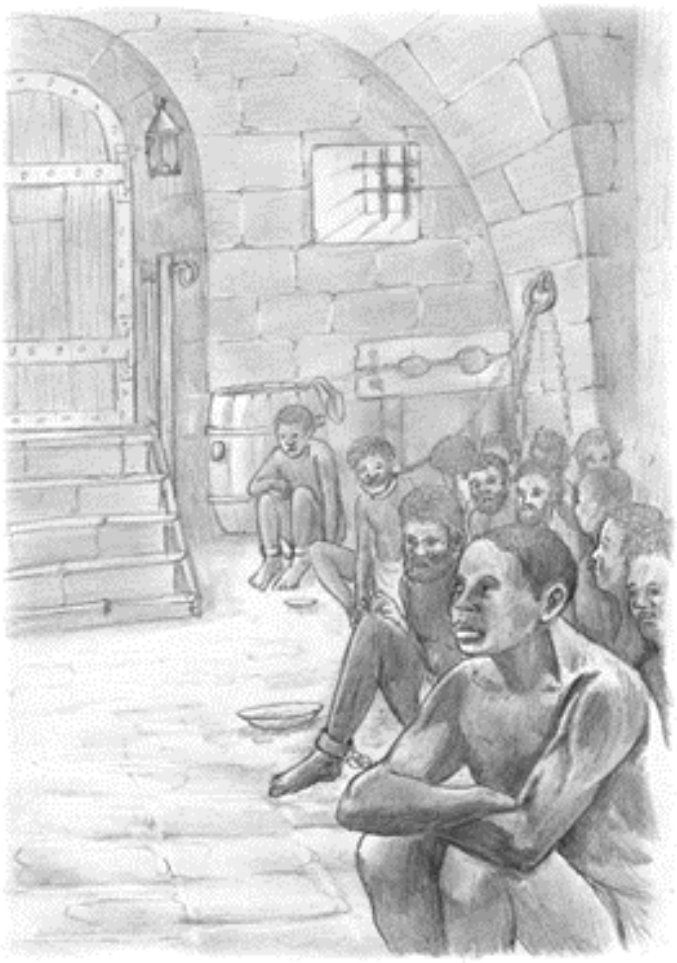
It is so easy to emphasize some particular doctrinal teachings while disregarding others. We study the errors of Calvinism, the importance of the woman's head veiling, or the significance of Jesus' teachings on defenseless living. We can even focus on defending our particular theory of end-time events. And yet, like the Pharisees, we can allow doctrinal correctness in one area to shield us from some very simple commands of Jesus. We subconsciously feel justified in ignoring some teachings as long as our church observes a few doctrines better than other churches.

The rich man walked right past Lazarus every day, evidently convinced he was in good standing with God. But is it possible he had developed a theological barricade? Maybe he could walk past without a twinge of conscience simply by focusing on his correctness in some other theological doctrine.

Scriptural Justification

Standing inside an old church in Elmira, Ghana, you might think it is similar to other churches built in the 1500s. But there is something unique about this one: it was built inside a slave castle. This large castle, designed specifically as housing for the slave trade, was infamous for inhumane treatment of slaves. They were held in a dark, smelly basement, up to 1,500 at a time, chained and sitting in their own excrement while awaiting shipment to other parts of the world. Amazingly, this church sits just above the holding pen where these slaves were imprisoned.

Dutch worshipers on any given Sunday gathered here to read the Scriptures, sing hymns, and pray to God, knowing that directly below them were hundreds of suffering fellow human beings lying in filth and lacking basic provisions. But perhaps the most jarring sight is the Scripture verse over the main entrance to the church: "For the LORD hath chosen Zion; he hath desired it for his habitation."[c] They had comfortably concluded that God loved them—but not the slaves. Therefore they felt justified in ignoring the plight of the people below, even using Scripture and their own theological understanding to stifle the cries of the suffering Africans.



A God Who Loves Lazarus

Christians throughout the centuries have been creative in finding ways to feel good about ignoring the disadvantaged, even concluding that a particular skin color indicates rejection by God. American Christians have been no exception.[d] Driven by their desire for cheap labor and the unfortunate fact that humans like to feel superior to others, they commonly twisted Scripture for their own ends. When our focus turns inward and we as followers of Jesus forget the poor, even the beautiful message of Christianity becomes ugly.

Jesus, in contrast, came to help those who lack, and He seemed to have an affinity for the underdog. "The Spirit of the Lord is upon me, because he hath anointed me to preach the gospel to the poor; he hath sent me to heal the brokenhearted, to preach deliverance to the captives, and recovering of sight to the blind, to set at liberty them that are bruised, to preach the acceptable year of the Lord."[e] That speaks of a God who is concerned about the oppressed, who cares about those who mourn, and who wants the hungry to be fed. His followers should do the same. God doesn't intend for us to live in Lazarus-free zones.

Continued next month...

[a]Luke 14:12-14

[b]Matthew 23:23

[c]Psalm 132:13

[d]The belief that Africans had been cursed by God was widespread in the southern United States. Many ministers during the early 1800s taught that the curse of God on Ham (Genesis 9:20-27) was black skin, and because of this, black people were to be regarded as less than human. Therefore, slavery and ill treatment were justified. Books and tracts were distributed promoting this thought, using the Bible to justify this proposition.

[e]Luke 4:18, 19

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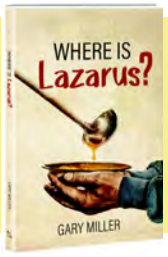


Where is Lazarus can be purchased at CAM Books. See page 629.



CALL to Stewardship

by Ken Nisly

The Steward and Trust

And Joseph found grace in his sight, and he served him: and he made him overseer over his house, and all that he had he put into his hand (Gen. 39:4).

Why did Potiphar trust Joseph with all that he had? How does a person like Joseph gain the trust of his employer? How does a business owner earn the trust of his customers? Can others trust you? If I set up a meeting with you tomorrow at 8:00 A.M., what time would you show up? If I worked for you and you told me you would give me a raise in 6 months, would it happen on time, or would I need to remind you? What makes people trust others?

Trust is an interesting concept. I recently went on a trip and trusted that my vehicle would get me to my destination, but my trust was in vain. I sat beside the interstate for an hour and a half, waiting for a tow truck. I then had to trust a shop I did not know to repair my vehicle. They did prove to be trustworthy.

Once, a tightrope walker walked over a vast chasm on a tiny cable while a huge crowd looked on. He asked the crowd if they thought he could come back from the other side, pushing a wheelbarrow. The crowd roared, "Yes! We believe you can do it!" And he did. Then he proposed a bigger feat: "Who thinks I can cross again with a man in the wheelbarrow?" The crowd again roared, "You can do it!" So, he said, "Great! Who wants to volunteer?" There was complete silence, and no one moved. Their trust in him evaporated when they considered sitting in the wheelbarrow themselves. When it got personal, their concept of trust took on new meaning.

So, what makes people decide to trust us?

Mostly, it is treating people like we would want to be treated, or as one person said, treating others like they want to be treated. This fosters trust. As stewards, we want to be trustworthy and have people trust us. Trust, once lost, is hard to gain back.

Here are six things that can help facilitate trust as we interact with others.

1. Ask what you can give. (When you take an interest in others, they never get bored.)
2. Engage in real conversations. Talking about the weather is easy, but what part of that conversation will impact the listener?
3. Let people know what they can count on. (Then, do what you say you are going to do.)
4. Do not participate in gossip. It often involves discussing others' mistakes and lowers the value of the person being discussed.
5. Embrace your own mistakes! Admitting your own shortcomings and freely talking about them instead of pointing out the flaws in others makes you an appealing and likable person.
6. Know yourself—People like people who are real! PCBE

Ken Nisly lives in Due West, South Carolina, and is a Business Advisor for Gehman Accounting. His variety of work experiences include ministry, construction, and administration. Ken enjoys helping business owners discover their strengths and how they can build their teams. Of particular delight is his wife Gloria and their four children's families and ten grandchildren, with whom he loves to invest his time.

The Businessman's Library

The Baggage Handler

Author: David Rawlings

Book Review by Elam Lapp

David's mind raced. This guy was picking out his flaws with surgical precision.

"I know about all things, including the ultimatum you gave to your wife last night."

David's neck threatened to snap as he spun to face the Baggage Handler.

"But she and Jerry – "

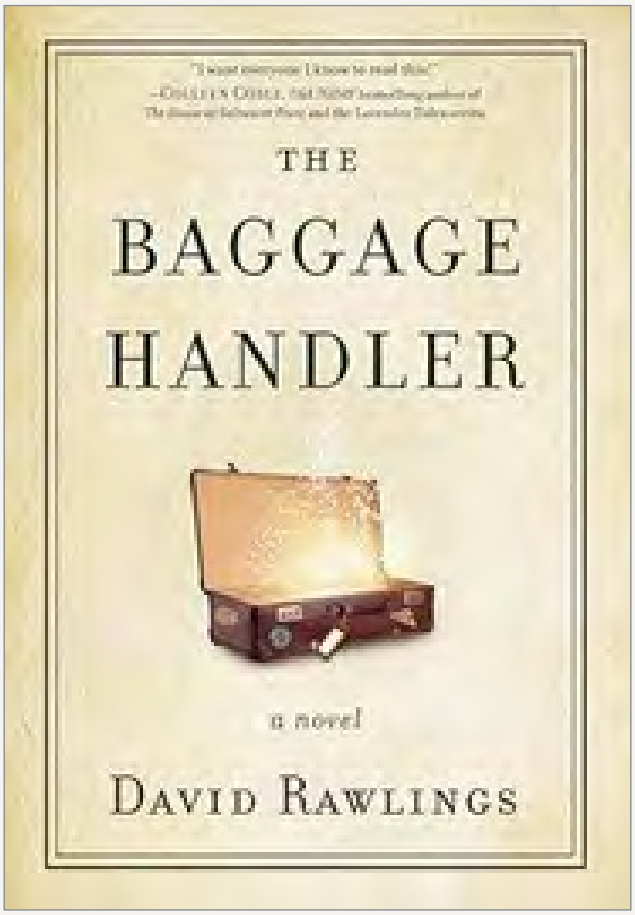
"I know. As I said, you have a right to feel betrayed, but you're responsible for your behavior, not hers."

While novels are not typically my choice of reading material, when it's woven as an allegory into real-life applications that resonate with each of us, I can condone them. David Rawlings has an uncanny ability to condense words into short—yet laden—sentences. David effectively reduces unnecessary words to convey his point clearly. *The Baggage Handler* has no index, preface, or summary. But its pages keep you on the edge of your seat until the very end.

In *The Baggage Handler* by David Rawlings, three people take the wrong suitcase from baggage claim, and their lives get changed forever. The main characters are quite distinct:

1. A stubborn businessman coming to the city for a showdown meeting to save his job.
2. A mother of three hoping to survive the days at her sister's house before her niece's wedding.
3. And a young artist pursuing his father's dream so he can keep his own alive.

David is a stressed-out businessman who needs his financial reports for a critical presentation that will decide whether or not his branch closes. Gillian needs the clothes she's packed for five stressful days with her sister's family



in the lead-up to her niece's wedding. And Michael needs the running spikes he's packed so that he can impress the coach who could offer him a sporting scholarship to college.

They're all sent to a strange location to have their baggage sorted, only to discover it won't be that easy. The mysterious baggage handler is there to help them sort out their "real" baggage. David can't forgive his wife who cheated on him six months earlier; Gillian keeps comparing herself and her life to her "perfect" sister and always feels she doesn't measure up; and Michael really wants to be an artist rather than following his father's dream for him to become a star athlete. Each of them must make a choice

before they can leave the strange building. Do they work through their baggage and leave it there, or do they decide to continue carrying it around with them?

We can all relate to *The Baggage Handler* because we all carry baggage of some sort. The issues that the characters grapple with are relatable, and most readers will resonate with something.

Rawlings pulls no punches and has an engaging, easy-to-read writing style with a clever turn of phrase. This book does not end in a "happily ever after" for all the characters. There's no quick fix to deep issues, but it's important to start somewhere.

The book is similar in content to *The Traveler's Gift*. We all hold onto baggage and don't realize how it slows us down in life. I loved how the author took three different characters and allowed us to watch them unpack their baggage with surprise and confusion. For each character there is an urgency to retrieve the right baggage and scurry on their way.

It is easy to stuff our bags with emotions like regret, anger, and low self-esteem and forget about them. Eventually, those forgot-about emotions may resurface unexpectedly. As each character retrieves their correct baggage, each reveals the heavy burdens they have been carrying. Like a suitcase filled with bricks, you carry your baggage around because you don't want to confront the contents. Forbid anyone senses how much weight we are carrying. But the Baggage Handler sees it all and would love to lighten our load. When you decide you can't go on, you unburden yourself of the baggage, zip it open, and there waiting is all the baggage—anger, unforgiveness, bitterness, pride, and all things that we've been carrying.

Through prayer, we access the omnipresent "Baggage Handler," who promises that His yoke is easy and His burden light. This story shows how each of the three characters learn to let go of the baggage once they give it to Him. How many times have we told God that we give our troubles to Him, but then pack them up again?

At the end of the book, questions help you determine what baggage you need to get rid of. It's your choice: exchange baggage for joy and freedom or hold onto it and remain burdened? PCBE

Disclaimer: Many of the books being reviewed in this section are written by authors who may not share our Anabaptist values. While the books contain beneficial and constructive principles for business management, you may occasionally encounter terminology that is not endorsed by the Anabaptist reader. Please read with discretion.



The Baggage Handler can be purchased at Boon Books.
See page 167.

Book Review

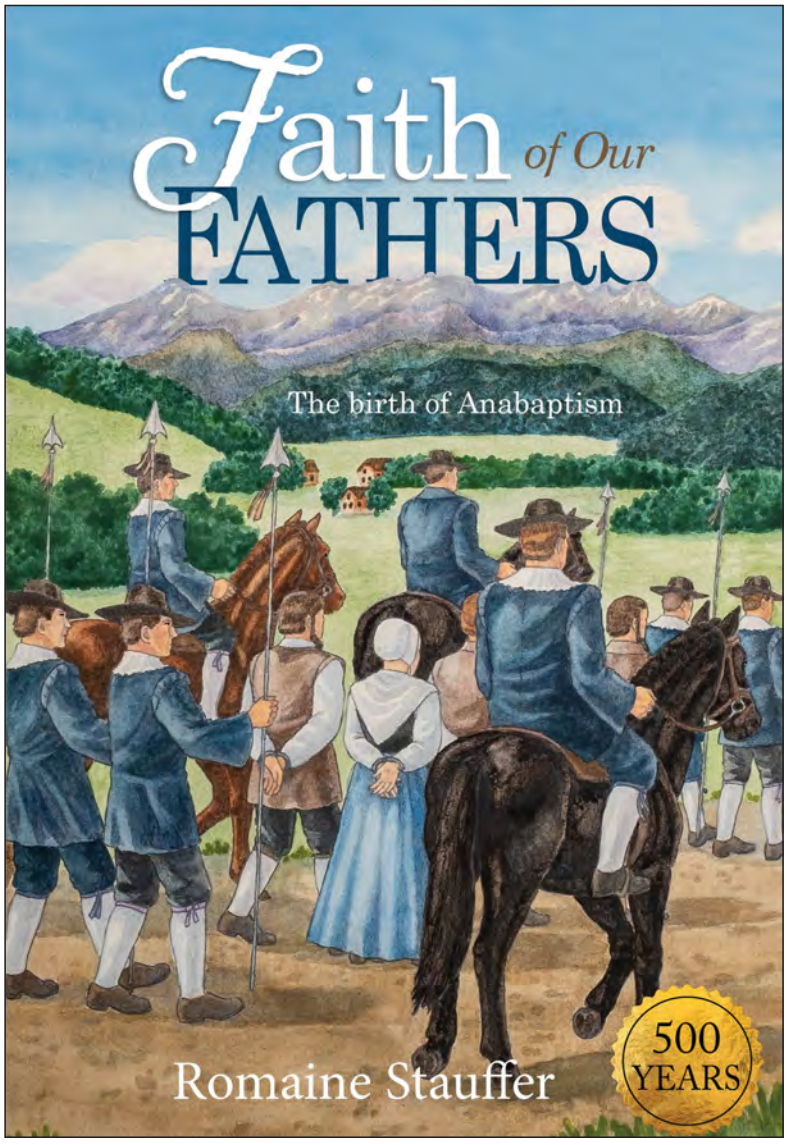
BOOKS FOR THE FAMILY LIBRARY



Faith of our Fathers

Author: Romaine Stauffer

Book Review by: Sue Weaver



"We've reached the five hundredth anniversary of Anabaptism, but sometimes I wonder if there will be anything left for my great-grandchildren."

The minister's words made an impact on me. We live in the free world of rural America, among people from all walks of life, and our government does not hinder us from living our lives exactly as we please. Secret worship does not exist. We worship openly in our homes and in churches anywhere in the community without fear of persecution.

Indeed, we are incredibly blessed. But as I considered our ancestors' choices, I wondered if it is possible to fully appreciate their sacrifices in our free society. Severe punishment hardly exists for violent criminals, much less for peace-seeking individuals, so how *can* we grasp the concept? Still, in our eagerness to embrace modernistic views and conveniences, are we careless with the preservation of our heritage? Do we take time to teach our children why we live as we do, or are we afraid the truth will scare them?

Perhaps 2025 is a good time to reexamine our values and consider how we can align our current priorities with the rich legacy our forefathers left behind.

The reform movement of Huldreich Zwingli began in 1519 in Zurich, Switzerland. But the

birth of Anabaptism happened about five years later on a frigid winter night. A cold wind blew off the lake as a small group of people trudged through the snow. The date was January 21, 1525, and the young humanists were headed to the Manz home to study and worship together.

A few days before this group of radical Christians had stood before the Zurich Council to explain the reasoning behind their "strange convictions." The debate had gone on for hours, and the reformers had clearly stated their beliefs: "Infants cannot believe or understand the meaning of baptism. [Therefore], baptism should be administered only to believers who understand the Gospel—to those who desire baptism and are willing to mortify the flesh."

The council's return arguments were weak, but the debate had no effect on their predetermined position. They ruled that infant baptism was not unlawful, and they would permit no more debates. The reformers were given a choice: either stop their meetings and baptize their babies or face exile or prison time.

The council assumed the brethren would accept their orders rather than face persecution, but they were wrong. The battle had only begun. Conrad Grebel, Felix Manz, George Blaurock and the others in their group refused to change their position.

So now on January 21, they gathered again to discuss their response to the council's orders. "It will not be an easy road if we continue meeting and practicing our beliefs," Conrad warned. "Paul said in 2 Timothy 3 that all who will live godly in Christ Jesus shall suffer persecution. That doesn't mean we *might* face persecution, it means we *will* face it. Are we prepared to suffer for our faith?"

There was no easy answer. Everyone in the group knew that defying the orders could mean death. Overwhelmed by the choice they needed to make, the group fell to their knees and appealed to a Higher Power for mercy and grace to do His will. As they prayed, God poured strength into their hearts, bringing the peace and confidence they needed.

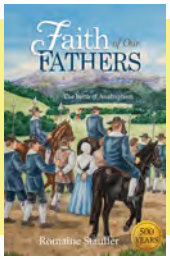
By the time the prayer ended, George Blaurock's belief had intensified. Rising, he did not hesitate. As bold and impulsive as the Apostle Peter had been, George turned to Conrad. "I want to be baptized with the true Christian baptism. Will you baptize me?"

A holy hush filled the room as Conrad baptized him with the true Christian baptism. George baptized Conrad next, and then all the others asked him to baptize them as well. Next, the newly baptized group shared the Lord's supper declaring their faith and commitment to Christ. Now they were no longer just a Bible study group but a fellowship of believers in the body of Christ. In a short time, they would be given the derogatory name "Anabaptist" by their adversaries. They would suffer through torture, exile, starvation, imprisonment, and death for the sake of their beliefs.

Faith of our Fathers was written by Romaine Stauffer in honor of the 500th anniversary of the Anabaptist movement. Of the anniversary, she writes, *It is fitting to remember its beginnings and reflect upon the faith of our forefathers, who paved the way for a return to this true scriptural faith.* She goes on to tell the stories of the prominent leaders of the Anabaptist movement and their courage to suffer for the truth.

If you enjoy learning about our culture, you will enjoy this short, easy-to-read illustrated book of history. The detailed timeline begins in the years 1490-91 when Michael Sattler and George Blaurock were born and ends in 1725 when the immigrants in Pennsylvania adopted the Dordrecht Confession of Faith. It is the perfect anecdote to introduce our children to the truth behind our culture without creating overstimulation and fear. We need strong, faithful young men and women to stand for the Gospel truth today.

God has always been faithful to His people. He has sustained the Anabaptist movement for five hundred years, and if we seek to follow His will, He will sustain us until eternity. Although we worship in freedom, let us not be careless with our heritage. It is crucial that we teach our history to our children and grandchildren if we want to pass the torch to them—if we want the church to remain faithful until the end of time. PCBE



Faith of our Fathers can be purchased at Twilight Books. See page 633.

Big Green Egg

The Ultimate Cooking Experience®



Marion Kuhns

Do you want to grill low and slow? Or crank up the heat and sear it? Smoke it? Roast it? Bake it? If you want to become a grilling legend, look no further than the Big Green Egg. Cooking your meat the Big Green way is more than just using a fire inside a dome. The Egg is a complete, outdoor-cooking system, allowing you to not only do the basics but also enjoy the beauty of the process itself. It's an experience.

Hatched by Ed Fisher in 1974, the iconic green charcoal-burning, egg-shaped grills are the world's most popular brand of ceramic outdoor cooking systems. The Egg has ancient roots dating back to World War II, when U.S. soldiers crossed paths with kamado-style cooking systems in Japan. The tenderness and juiciness of the meat they tasted convinced them they needed this style of grill, too. After Ed Fisher got his taste, he knew what needed to do—he needed to import some kamado grills to America and begin selling them.



A Juicy Chicken Wing

On returning home, Ed eventually acted on the idea he had in Japan. Looking for a way to begin his own small business, he opened the Pachinko House in Atlanta, Georgia. While his new store was focused primarily on importing and selling pachinko machines (a popular arcade game at the time), Ed also imported around thirty kamado-style cookers, convinced he could move them once Americans got their first taste of meat fixed on one.

After discussing his idea with some soldiers who had brought back kamados for themselves, Ed got his marketing strategy fired up. Smoke soon rolled from a kamado set up in front of his store. Finances were tight, and Ed said, "I chose chicken wings because I was low on budget and they were cheap."

It didn't take long.

A juicy chicken wing did it, drumming up Ed's first sale within half an hour. He was astonished. "At that moment, I thought, 'Wow, I might be onto something.'" But little did he know he was onto something big—big as in a big green egg.

A Big Egg

After advertising in the *Atlanta Journal Constitution* for a period, Ed let word of mouth do his advertising. They say the way to a man's heart is through his stomach, and the same could be said about getting to a man's wallet. Ed considered the kamado a back-seat product to carry him through the slow season of selling his games, but soon realized the smokers were taking center stage in his small business. He began hosting weekend demonstrations to promote his odd-looking product.

Now convinced that selling the kamado could develop into something big, Ed rolled up his sleeves and poured his heart and soul into designing a new, top-quality version. Along with a team of engineers, he began testing newer ceramics and designs. Improving the strength of the product was a big concern. The ones they had been

importing were fragile and frequently broke during transit. "The ceramic element had to be stronger, more durable, and lighter, but it also needed better heat-insulating properties," Ed said. He was not interested in creating a sub-par product. "I wanted to make the best kamado grill in the world."

Good fortune was on his side. A friend suggested he venture over to Georgia Tech, where research on lightweight ceramics had been occurring in an attempt to create a ceramic tile for NASA that could better withstand the intense heat their spaceships were exposed to during flight. The good-hearted researchers advised Ed how to choose the ultimate ceramic and directed him to Mexico, where factories were known to produce high-tech products. There was one problem—he had no idea which factory.

But again, fortune was on his side.

Partnering with a company that had sophisticated experts in white lab coats formulating new techniques, Ed found the product he needed to fulfill his vision of producing the best kamado in the world. Ed was not satisfied with calling his improved product a "kamado." Ideas started forming when a newspaper salesman stopped in at the store to pick up another ad. "Back in those days, we dictated the ad while the salesman was there, but this time I wasn't ready." Ed instructed the salesman to wait while he drummed up some changes. Looking at his inventory for inspiration, they began discussing ideas. "It's big and it pretty much looks like an egg." So they began with that. The original kamados were more earthy and less eye-catching, coming in a variety of colors, but there was something about the green ones that clicked with Ed. "Maybe because I wanted something outrageous," he said.

"Let's call it the 'Big Green Egg,'" he told the newspaper ad salesman. "That name is going to catch someone's attention. Let's see what happens."

Ed was right.

By the mid-1990s, the Big Green Egg was taking over the BBQ world! They quit importing the kamados from Asia and began producing them by themselves. With a porcelain enamel coating and ceramic parts from the facility in Mexico, the quality of the grill improved dramatically. The result was a grill much stronger, nicer, and better insulated than earlier versions. The porcelain coating ensured the grill would maintain its iconic green color for its entire life.

It was now time to take their products and solidify their position atop the BBQ industry.





Regardless if you want to sear your steak at 700 degrees or cook it low and slow at 225 degrees alongside your favorite vegetables, Big Green Egg will get the job done. Founded over fifty years ago in 1974, Big Green Egg has roots tracing all the way back to World War II. Photos courtesy of Coalway

Green Eggs and Wings

As a way to thank customers and to provide grill enthusiasts a platform to showcase their skills, Big Green Egg launched "Eggtoberfest" in 1998. Around a hundred people attended the first cookout, with approximately fifteen people operating Big Green Eggs. Chefs made their favorite items and gave away free handouts to passersby who were there to enjoy the food.

Since then, similar events have taken place annually all over the world. The one in Atlanta takes place every year in the month of October. The attendance for 2024 speaks for itself—over 4,000 people. The attendees came from all fifty states and twenty-five countries. Not only was the attendance significant, but also the amount of chicken wings they served—655 pounds! Big Green Egg officially registered a Guinness World Record by achieving the world's largest serving of chicken wings. The event raised more than $125,000, which was donated to Operation BBQ Relief, a nonprofit organization serving BBQ meals to disaster-affected communities, first responders, and relief workers. If you want to make a difference in the world, you need Green Eggs and wings, not green eggs and ham. Unfortunately, Dr. Seuss was not one of the 4,000 attendees. But had he been, surely he would have written the poem "Green Eggs and Wings."

Have you ever heard anyone proclaim, "It has such a good, natural-gas flavor," when talking about food made on a gas grill?

Improving the Egg

Heading into the twenty-first century at the forefront of the BBQ industry, Big Green Egg wasn't slowing down on improving its product. Their research and development team kept cooking up additions and improvements. The ConvEGGtor was a noteworthy addition in 2003. Designed to perform indirect cooking, it is essentially a circular-shaped plate that sits inside the grill and helps evenly distribute heat. The plate prevents direct contact between the food and the flames. As a result, foods that require longer cooking times, such as pork shoulders, pizza, ribs, brisket, and even pie, can be cooked just like in a conventional oven, except they are exposed to smoke, leading to much better flavor. The ConvEGGtor was one of the most pivotal introductions in making the grill more versatile.

Custom-designed EGG tables, pizza stones, cast-iron racks, and multi-level racks all followed. The company also developed its own charcoal. Intended to enhance flavor, burn hot, and produce minimal ash, Big Green Egg Lump Charcoal is made from premium hardwoods such as oak, hickory, and cherry. They also offer a Eucalyptus charcoal made from trees grown specifically for harvesting, meaning no natural forests are cut down to make this product.



While traditional meats such as pork loins and chicken wings are always a massive success when made on the Egg, you can also get creative as one fellow did by making "Smoked Shotgun Shells." It is essentially a pasta shell stuffed with ground beef or sausage, cream cheese, shredded cheese, and then wrapped in a slice of bacon. It serves as a great appetizer, guaranteed to impress your friends! Photos courtesy of Coalway

Underscoring the company's commitment to quality and customer satisfaction, Big Green Egg offers a limited lifetime warranty on the ceramic components of its grills. Components such as the dome, base, firebox, and fire ring are covered. Other accessories, such as the ConvEGGtor, are covered with a three-year limited warranty.

It's Not Just a Grill

Since their debut in 1974, many other kamado brands have come and gone. However, none have established an iconic name and brand like Big Green Egg. Despite being a privately owned company, the Egg is sold in more than fifty countries.

The company is headquartered in Atlanta, Georgia, where founder Ed Fisher, now in his 90s, continues to be involved in the company as an owner, while overseeing some operations and their legacy. Current CEO, Dan Gertsacov, is one of only three CEOs who have led the company since its founding fifty years ago. With these minimal leadership changes, they have been able to maintain their trustworthy reputation and focus on their long-term goals of continuing to innovate and provide customer satisfaction while leading the charcoal-grilling industry.

Big Green Eggs are available today in seven different sizes, ranging from mini (big enough for one steak) to 2XL (big enough to serve the whole neighborhood). With hundreds of accessories to choose from, they have EGGxactly what you need to elevate your backyard into a five-star smokehouse that will cause your neighbors to drool. It's more than just a grill; it's a lifestyle, offering you the ultimate cooking experience. PCBE

Marion Kuhns is a family-oriented man living in the heart of Holmes County, Ohio. He cherishes life with his wife and two spirited daughters, who bring joy and energy to his days. As a member of the Hiland Wood Products team, Marion often finds inspiration to do some writing in the quiet hours before dawn.

Sources: A Brief History of the Big Green Egg - Homefield Blog; The History of Big Green Egg; Big Green Egg Celebrates its 50th Anniversary with the Largest EGGtoberfest; The long history of the Big Green Egg; Big Green Egg – Wikipedia; How the Big Green Egg became a phenomenon - Atlanta Magazine; Ceramic BBQ Grill, Smoker, Kamado Grill - biggreenegg.co.uk; 2024-01biggreenegg-cheu-23x27-productmagazine2024-web-prices.pd

"Green Eggs and Wings"

When making wings and other thrills,
Please take a moment when choosing grills.
Yes, be aware and be alert:
For wings done right will beat dessert.

"Do you like them on a pellet?
Would you eat them on a skillet?
Will you grill them on a gas?
Would you eat them then, I ask?"

"I could not, would not, on a gas.
I will not, will not, be that class.
I will not make them on a pellet.
I will not eat them on a skillet.
I do not like to have them fried.
I do not like them made inside.
Not oven-baked! Not plain-Jane cooked!
Not broil-burned! Won't get me hooked!

But I will eat them if they're smoked…
Tender, juicy, sauces soaked.
Yes, I will eat them made with Green.
And with a Lehman on the scene.
And I will eat them with a Lapp.
And with each Miller on the map.
And while I read P-C-B-E.
They are so smoked, so smoked, you see!

So I will eat them on bike.
Or on a hack. Or on a trike.
Or on a horse. Or on a mule.
Until I feel so fat and full!
Yes, I will eat them here and there.
And I will eat them anywhere!
I do so like Green Egg-made wings!
Thank you! Thank you! Ed-the-King!"

by Marion Kuhns





The Frankford Avenue BRIDGE

BY CANDACE BROWN

IN northeastern Philadelphia, Pennsylvania, an important piece of American history is easily overlooked and even unknown to many. Every day, an estimated 23,000 vehicles use an old stone arch bridge that carries Frankford Ave. (part of U.S. Route 13) across Pennypack Creek, but few of those drivers understand its age and historical significance. Since about 1895, it has been known as the Frankford Ave. Bridge, but was previously called the Pennypack Creek Bridge, Pennypack Bridge, the King's Highway Bridge, and the Holmesburg Bridge. (Frankford and Holmesburg, both now Philadelphia neighborhoods, began as small villages on the creek.) The 73-foot-long, three-span, stone arch bridge opened in 1697. For more than 200 years, it carried only pedestrians, horseback riders, or horse drawn vehicles before the first noisy, exhaust-spewing automobiles rumbled across it. According to the American Society of Civil Engineers (ASCE), "The Frankford Avenue Bridge is the first known stone arch built in the United States and probably the oldest bridge in the country." It is certainly the

The Franklford Avenue Bridge (or Pennypack Creek Bridge), opened in 1697 and is a remarkable piece of American history that some would say is "hidden in plain sight." Its official address is 8300 Frankford Avenue, Philadelphia, PA. This photograph was taken on August 13, 2006.

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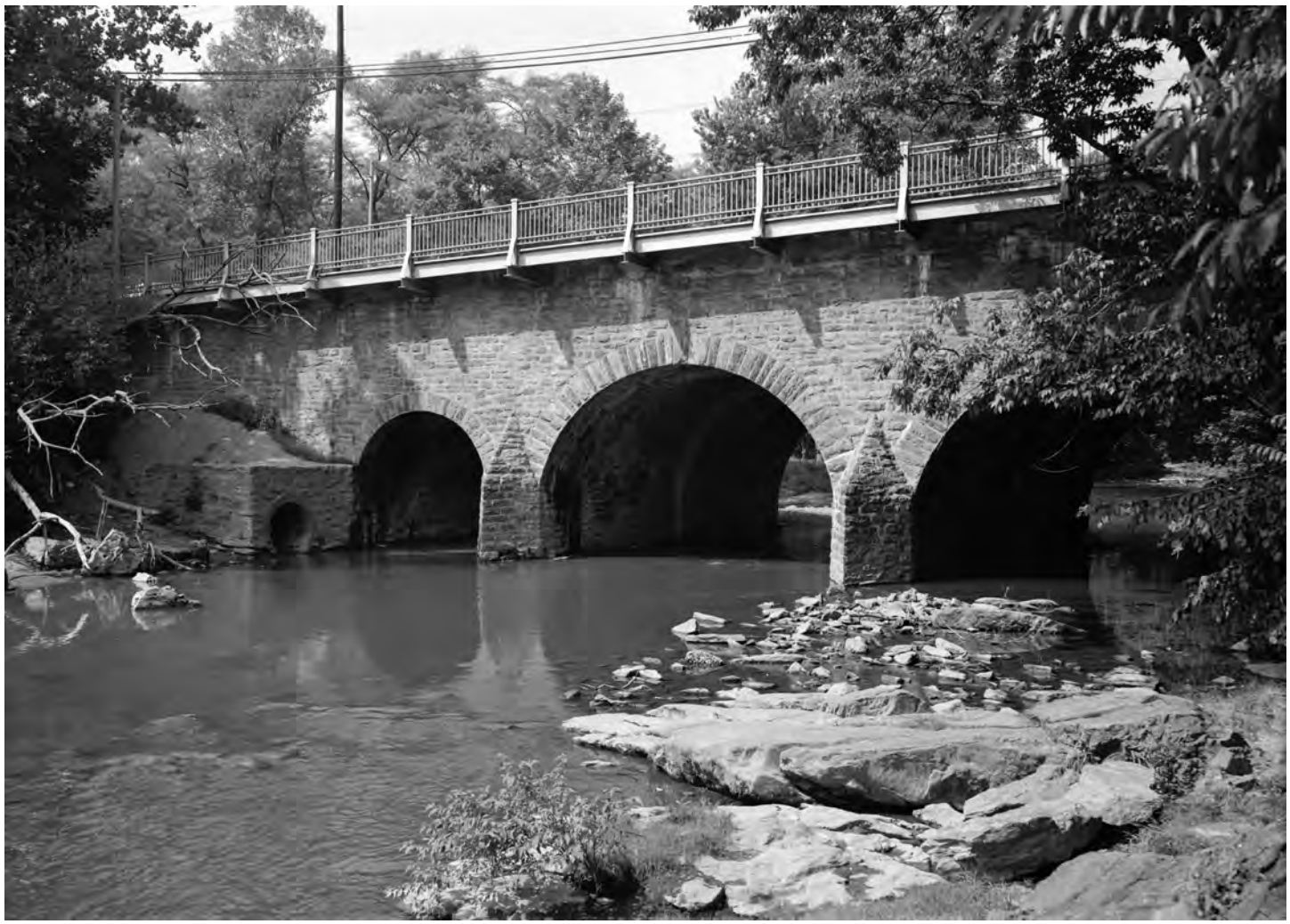
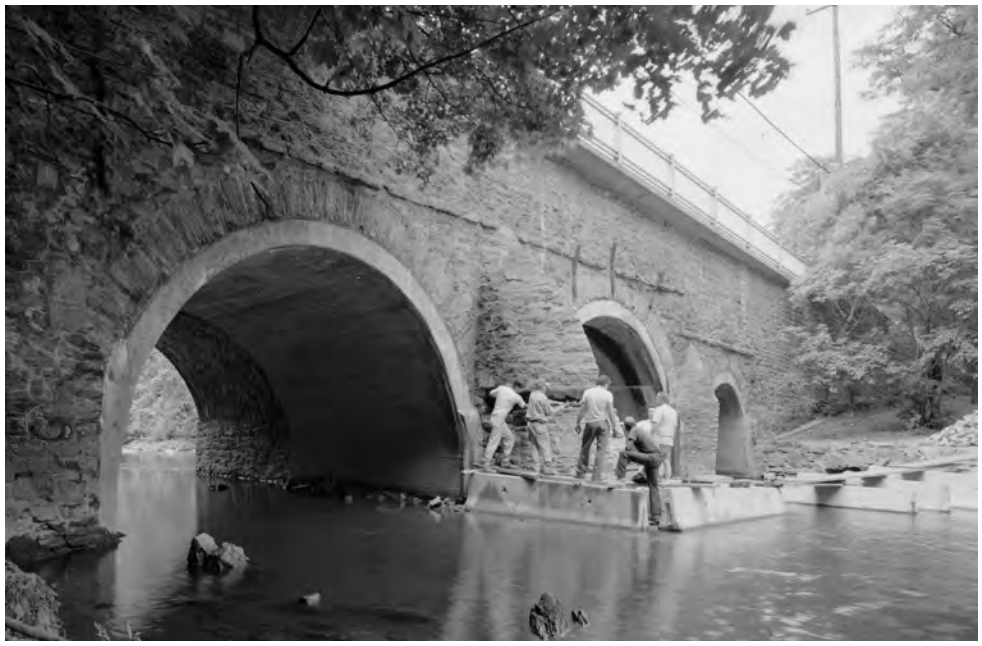


The bridge had been widened along the south (downstream) side in 1893. As a result, the triangular shaped pier noses on that side are different and smaller than those on the north side. Also, the concrete lining visible from the north does not extend to the exterior on the south side. After repairs in 1997, a group called the "Friends of Pennypack Park" organized a celebration of this important structure's 300th birthday.

Public domain, via Wikimedia Commons

oldest stone arch roadway bridge still in use, as it has been continuously since its construction, except during repairs.

With the American Revolution still more than 90 years away, the British Crown had firm control of its North American colonies when William Penn approached the English Court at Upland in 1683 with a request for a bridge. England's first successful colony in North America was the Colony of Virginia, settled in 1607. Pennsylvania would be the twelfth. It began as the Province of Pennsylvania, established in 1692 by William Penn, the same year he arrived in North America after receiving a land grant from King Charles II in 1681. He would serve as Pennsylvania's "proprietor." Shortly after arriving, Penn founded the City of Philadelphia on the site of a settlement already long occupied by the indigenous Lanape people. He envisioned its future importance and wanted to be able to easily travel there from his mansion in Falls Township without having to ford Pennypack Creek. The long-established shallow fording place was where the Lanape people's ancient trail through the forest crossed the waterway, a location far enough inland for tidal changes on the Delaware River to not affect it. The name "Pennypack" had evolved from a Lenape word that referred to the character of the water. Early Dutch settlers had also used the trail and forded the creek in the same place. Even though it was beyond





These two 3/4 view photos of the bridge's north (upstream) side were taken in 1997, from the east, by Joseph Elliott. The men in the crew are seen repairing a buttress damaged in a collision with debris in the winter of 1996 that caused rocks to fall. The project manager was Eric N. DeLony (1944-2018), chief of HAER between 1971 and 2003. He was known for his dedication to the preservation of historic bridges.

Eliott, Joseph, Public domain, via Wikimedia Commons

the reach of the highest tides and fairly shallow, the crossing still risked horses slipping and humans getting wet.

Penn would get his bridge. Since about 1650, an ambitious project first proposed by King Charles had been underway to build a road that would connect the colonies for the sake of travel, trade, and the delivery of mail. The "King's Highway," as it was called, eventually linked Charleston, South Carolina, to Boston, Massachusetts and would play an important role in the movement of military troops and supplies during the Revolutionary War. The Lanape trail, like many other existing Native American trails, became part of that highway, and Pennypack Creek was only one of many waterways creating obstacles along the route.

A law passed by the Pennsylvania General Assembly on March 10, 1683, called for the construction of bridges over every river or creek that crossed the King's Highway within the stretch between Boston and Delaware. The law required the clearing of all trees and stumps adjacent to the bridges, with the bridges themselves built by local men to a width of 10 feet and having railings on the sides. All this work was to be completed within 18 months. Any men who refused to help with the construction, or contribute financially, would face a fine of 20 shillings. Therefore, Penn's bridge would be built by men living in what was then called Lower Dublin Township, which the creek bisected, and they went above and beyond the basic requirements. They built the bridge to be 73 feet long and 18 feet wide, but that width was still barely enough to allow two teams of horses to pass by each other. The two piers, one each side of the middle of the three arch barrels, featured triangular shaped footings (called "noses" because of the way they protruded) that provided extra support.

We do not know the names or ethnicities of these builders, although many Swedes and Finns had settled in the area after Quakers founded the village of Frankford in 1682. Whoever they were, they produced a well-engineered and handsome structure that would outlast anything else like it. Using only simple tools and their own physical strength, they chiseled, shaped, lifted, and arranged local native stones into the classic arches first designed by the Romans. The curved shapes relied on principals of physics to enable the stones to support each other and distribute weight. Perhaps some of the men had learned these skills before coming to North America, or their fathers had, and passed them down to the next generation. In any case, the result impacted not only travelers on the King's Highway, now more easily able to reach northern cities, but also the local inhabitants of the township.





Frankford became the site of industry early on, beginning with the first grist mill built in 1697, along with a dam and mill race that ran along the creek through a small tunnel in the bridge built for that purpose. This, and other mills built along Pennypack Creek also spurred growth in nearby Holmesburg, located at its mouth. Although the bridge did not see much use until the 1720s, it boosted local businesses and increased commercial connections between Philadelphia and New York. This section of the King's Highway between Frankford and Philadelphia became so heavily traveled by 1740 that the bridge had to be widened. By 1756, it became critical to the new stage coach service between New York and Philadelphia.

By this time, Philadelphia ports were the busiest in the nation and its population exploding. It would serve an important role

Top: A great amount of preparation work, including structural support and water diversion with sandbags, was required before the major restoration project took place in 2018.

Bottom: The 2018 restoration included repainting of the handrails along Franklford Avenue. The small culvert seen on the the creek's bank is for drainage of surface water.

Both photos courtesy of the Pennsylvania Department of Transportation

in events leading up to the American Revolution. In 1774, the British Parliament passed harsh laws punishing the colonists for the Boston Tea Party protest against the Tea Tax. This led to the First Continental Congress, held in Philadelphia from September 5 to October 26. John Adams, who would become the second president of the United States, and other delegates from the colonies used the Pennypack Creek Bridge to attend this important event. The following April, war broke out with the Battle of Lexington, and horse hooves thundered across the bridge as an express rider hurried to spread the news. Delegates crossed the bridge again in 1776 on their way to Philadelphia to compose the Declaration of Independence. In September 1781, both American and French soldiers marched over it to reach Yorktown, Virginia, where they would win the decisive Battle of Yorktown that brought about the British surrender, ending the Revolutionary War. The newly elected President George Washington, crossed the then 90-year-old bridge on the way to his April 30, 1789 inauguration in New York City, the capitol at that time. By the beginning of the 1800s, traffic on the Pennypack Creek Bridge had increased tremendously. Private toll roads were



After the restoration in 2018, the bridge had a new lease on life. Part of the work involved giving the arch barrels a fresh lining of new concrete. The two main arches each span 25 feet. The smaller arch on the right spans 12.9 feet and is in the location of the original mill race. The arch barrels are 44 feet long.

Photo courtesy of the Pennsylvania Department of Transportation

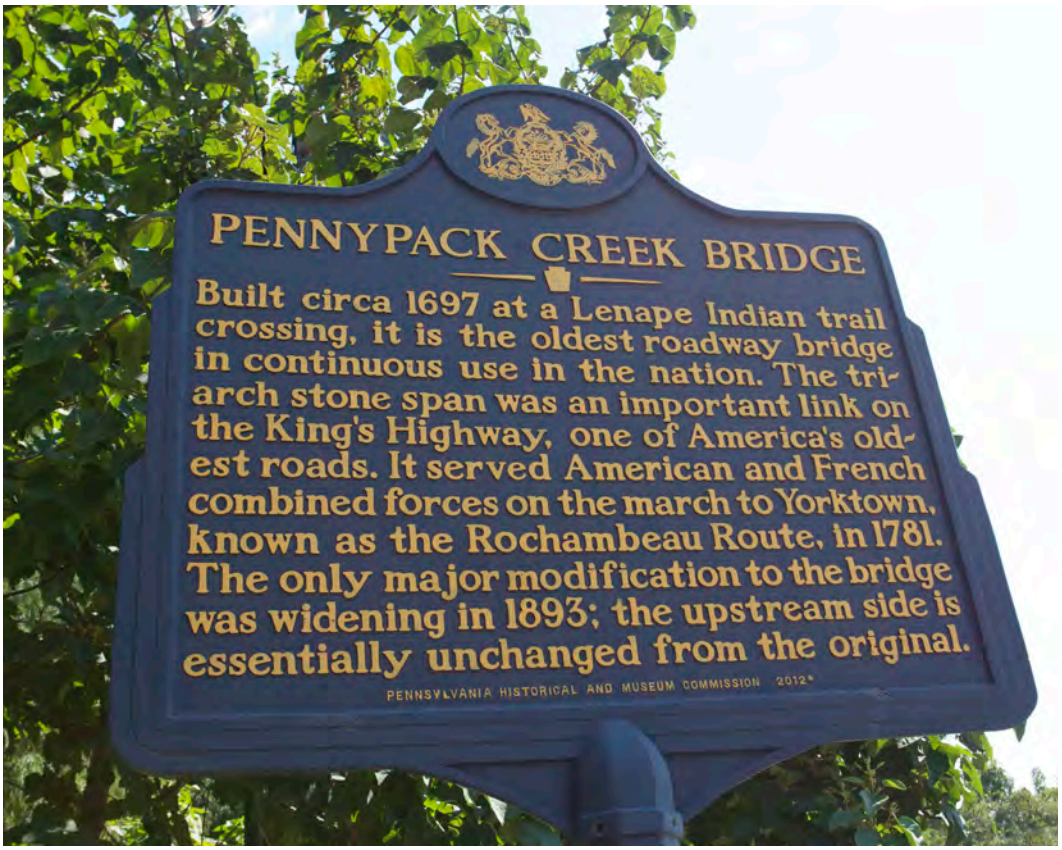
Top: The bridge is part of the 680-mile Washington-Rochambeau Revolutionary Route over which combined American and French forces marched from Newport, Rhode Island, to Yorktown, Virginia, in 1781. The Continental Army, led by George Washington and a special French expeditionary force led by Jean-Baptiste de Rochambeau met with and joined troops led by the Marquis de Lafayette to fight the British, forcing General Cornwallis's surrender on October 19 of that year. This route is now a National Historic Trail.

Bottom: Drivers on modern Frankford Avenue might not even realize that the bridge over which they cross Pennypack Creek is so historic. A sign posted alongside marks it as part of the King's Highway and a National Historic Civil Engineering Landmark, designated as such by the American Society of Civil Engineers (ASCE) in 1970.

Peetlesnumber1, CC BY-SA 4.0 <https://creativecommons.org/licenses/by-sa/4.0>, via Wikimedia Commons







In 1988, the bridge was officially listed in the National Register of Historic Places, and In October 2012 the Pennsylvania Historical and Museum Commission recognized its importance with this sign. It briefly tells the history of "Pennypack Creek Bridge," the name some people and organizations believe is the only correct one for this structure.

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common then, and the Frankford and Bristol Turnpike Company, formed in 1803, included the bridge as part of the turnpike. It installed a toll booth on the south end and paved the bridge's original dirt road surface with small broken rocks.

During a flood in the 1860s, the creek water rose higher than the bridge's roadway and caused a crack in the center. But the sturdy bridge held, needing only a few days for repairs. Toll collection continued until 1892 when the City of Philadelphia purchased that section of the turnpike and, in 1893, allotted $15,000 to increase the width of the bridge along one side. The extra width was needed for tracks for the trolleys that would begin running there in 1895, with the line extending into Bucks County to the north. The project included raising the road surface to the level of the arches' tops and installing sidewalks and masonry railings. The allotment also paid for resurfacing of Holmesburg's main street, Frankford Avenue, that extended onto and over the bridge.

About this time, the bridge-of-many-names began to be called the Frankford Avenue Bridge. Two years later, in 1897, Ransom E. Olds established his Olds Motor Vehicle Company, as the bridge reached its 200th birthday, signaling the soon-to-come age of the automobile. By 1915, cars and trolleys shared the bridge's roadway. Congress designated the road as a defense highway in 1937. In 1950 it was widened again, and around that time, workers applied a thin concrete lining to the insides of the arches for added support and preservation. With buses now running instead of trollies, the unneeded tracks were removed.

Time, heavy use, and nature brought wear and tear to the old bridge. In 1994, one of the pier noses lost some stones and made obvious the need to repoint the masonry. Then, floating debris caused damage when it bashed into an abutment during the winter of 1996. Cars had hit the bridge too. By 1997, stones were being replaced, but more needed to be done to preserve this important piece of history. In 2018, the Pennsylvania Department of Transportation undertook a massive $7.2 million project to renovate seven bridges. Nearly half of that money, more than $3 million, was earmarked for the refurbishment of the Frankford Avenue Bridge alone. The goal was to restore it in a way that respected its historic importance and preserved its character while also making it safe for public use. Temporarily diverting the creek to one side allowed a dry work area.

MACADAM PAVING

Numerous sources refer to the first paving on the Pennypack Creek Bridge's originally dirt roadway, in 1803, as "macadam," a type of road construction including the application of small, sharp, crushed stones that, when tightly compacted under the weight and pressure of traffic, fit together to form a fairly smooth and solid surface. This technique was developed by a Scottish engineer named John Loudon McAdam, and the word "macadam" came from his last name. However, in the case of this bridge, the word might have been used generically to refer to some general kind of stone paving. Many other sources claim the first true macadam road in America was the Boonsborough Turnpike Road between Hagerstown and Boonsboro Maryland, built in 1823. McAdam did come to America in 1770, as a teenager, to live with an uncle. By the time of the Revolution, he was married and had declared himself a Loyalist. He returned to Scotland and continued developing his techniques. It was in the 1820s that his revolutionary method caught on and changed road building forever.

The spandrel walls required a great deal of attention. These are the walls built on each side of the bridge to fill in the spaces between and above the arch barrels. Since no wheeled vehicle could move over that scalloped surface, spandrel walls provide a framework for creating a level surface on top. They can either be solid masonry or hollow and filled with rocks, dirt, or some other material. The north spandrel wall, which was still the 1697 original, showed bulging and damage from collisions, leaving loose stones. Parapet walls also had collision damage and needed rebuilding.

The earth fill in the hollow spandrels on this bridge would have to be removed before they could be reconstructed. That task required installing temporary supports within the arch barrel of each span. The actual removal of the earth fill produced a surprising and exciting find. Previous widening of the bridge had hidden the original south spandrel wall, but removing the fill revealed it, still intact, but also revealed something else. The local bridge builders of long ago had included a diaphragm wall, built in the ground to add extra support. No other stone arch bridges in the region were known to have this feature, and it showed the surprising level of knowledge and expertise at least some of those men possessed. The discovery provided an opportunity, during repairs, to document this situation by taking photographs and recording precise measurements.



This painting by Carl Rakeman represents the construction, in 1823, of the "Boonsborough Turnpike Road," the nation's first with macadam paving.

Carl Rakeman, Public domain, via Wikimedia Commons

In order to retain as much originality as possible when reconstructing the spandrel walls, the existing stones were cleaned and saved for reuse. Since some stones were too damaged to save and extras were needed, the restorers found new stone that matched the originals as closely as possible. Structural strength took priority over perfect authenticity, so stones were not always replaced in the exact same spot. However, the stone masons put great effort into retaining the original character, right down to the pointing style, the way the joints looked, and the tint of the mortar. After the spandrel walls were rebuilt, they were filled again, but this time with a special lightweight concrete instead of earth. The restoration also included replacing sidewalks, installing new bridge barriers to prevent collision damage, relining the arch barrels with concrete, resurfacing the roadway and approaches, protecting the piers and abutments from scour, and more. The use of precast concrete helped control the cost of reproducing some of the finer architectural details.

The Pennsylvania Department of Transportation completed this ambitious project in time to reopen the bridge to traffic on September 7, 2018 after a closure of less than six months. Although the existing structure has seen fairly significant changes over the years, those changes preserved it for future generations. It still retains its original character and is a national treasure. Not enough can be said about the skills of the fine masons who met this worthy goal through their concern for details and authenticity and their determination to produce the highest quality restoration possible. As they studied, up close, all those hand-hewn stones, every one placed with an eye for sturdiness and beauty combined, they must have felt a strong connection with the men who handled them 321 years before. The Frankford Avenue Bridge spans not just a creek but time itself. PCBE



In this photo from September 14, 2017, the bridge still awaits the extensive refurbishment it would receive during the following year.

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Engineers of the Ecosystem

by Reuben Shetler

One day in 1948, seventy-six beavers fell from the sky. Seventy-five of them survived the fall. There was a good reason most of them were fine—they were wearing parachutes.

These poor beavers were becoming a problem in an area of increased human development in Idaho. As is often the case, the people were crowding out the animals, but the animals got the blame. What was there to do? The Idaho Department of Fish and Game had to come up with a solution. As they mulled over the situation, one worker had a brilliant idea. Why not use leftover parachutes from World War II to drop the beavers into a nature preserve? That would be much easier than transporting them by vehicle.

So, the department tried it. The beavers were captured, loaded into boxes, taken into the sky by plane, and dropped into the preserve. It worked!

Despite this success story, beavers parachuting from the sky are rare. Almost as uncommon is having to come up with a solution for problem beavers. Mostly, beavers are admired by society. They are industrious, hardworking animals that are considered a "keystone species" by biologists. This means they are a crucial part of a healthy environment. And it's no wonder. Aside from humans, beavers are a rare species who alter a location to suit their needs, usually benefiting many other species as well.

Let's wade to the wetlands and take a closer look at these essential engineers of the ecosystem.

Designed to Dive

The world contains over 6,000 species of mammals, 40% of which are rodents. Beavers are the second-largest type of rodent. A full-grown beaver is approximately 4.5 feet long and weighs up to 60 pounds. The largest beaver ever recorded weighed 110 pounds, but that was a chubby exception.

Beavers are herbivores, eating only plants. Their main diet is bark. They are most active at night, gnawing on trees and working on improving their surroundings.

There are two species of beavers: the North American and the Eurasian. They differ in shape of tail, size of head, and variation of color. The most abundant is the North American. Let's travel to a lake in the Canadian wilderness and take a look at a nice, plump adult male. For the sake of this article, we shall name him Benny.

As Benny the beaver swims among the lily pads, we see he was created for life in the water. First, we notice his thick fur coat. It is waterproof and has an oily texture that helps him stay afloat. Benny's nose and eyes are located high on his head, enabling him to see and breathe while the rest of his body is submerged. He can swim five miles per hour (twice as fast as a human) and remain underwater for up to fifteen minutes.

When he dives, other characteristics come into play. Benny can close valves in his nose and ears to keep out water. He has webbed feet and a flat tail that serves as a rudder. He can even close his lips behind his big front teeth, which enables him to carry limbs without getting water in his mouth. He has an extra set of eyelids that are transparent, allowing him to see under water. Best of all, his streamlined body is designed to dive. This furry submarine can plunge five hundred feet. That's like diving to the bottom of Lake Superior!

Benny's most notable features are his huge front teeth. Disgustingly enough, they are orange. It looks like he could use a wire-brushed toothbrush and a five-gallon bucket of mouthwash. However, the Creator intended these teeth to be orange. Benny has iron in his teeth, which makes them almost impossible to break. They are always growing, so Benny must keep them under control by frequently gnawing on wood. The orange color comes from enamel on the front of his teeth, which wears away more slowly, causing them to remain sharp.

Benny's tail is also useful on land. The tail grows up to fifteen inches long and six inches wide, and Bennie can use it as a prop when gnawing on a tree or for balance when carrying around lumber. Just as camels store fat in their humps, beavers store fat in their tails. When in the water, Benny can use his tail as a communication device. Beavers have many enemies—wolves, coyotes, foxes, large birds of prey, and of course, those dreadful humans. When Benny spots danger, he whacks the water with his tail to warn his friends.

Busy Builders

So how do Benny and his friends alter their environment? They build.

Beavers are notable dam builders. First, they gnaw down trees, large and small, then they carry them to the water with their teeth. The beavers float the trees to the dam



Image credit: Maximillian cabinet/Shutterstock.com



Image credit: Christian Musat/Shutterstock.com



Image credit: Christian Musat/Shutterstock.com

Top: No, this doesn't belong to a duck—it belongs to a beaver!

Top right: A full-grown beaver can weigh up to 60 pounds. Beavers are the second-largest rodent in the world.

Bottom right: Beavers are created for water. With their nose and eyes located high on their heads, they can see and breathe with ease while swimming.



Image credit: Agnieszka Bacal/Shutterstock.com



Image credit: Anatoly Maleshchuk/Shutterstock.com

Top: Beavers' huge front teeth are orange.

Bottom: Looks like a logging crew just went through. But this work wasn't done by humans!

location. They complete the structure by packing in mud and silt.

Dams are usually started by a young male wanting to establish a new colony, or by a mated couple looking to create a new home. A beaver family can maintain up to ten dams. They use these structures to store food, for protection from predators and the elements, and to alter the landscape to their liking.

The dams back up flowing water and create a pond. Here, in the stagnant waters, plant life flourishes. Animals such as moose munch on greens. Fish thrive, much to grizzly bears' delight. Mosquitoes abound, providing many meals for bats and birds. Since the dams deepen the water, it rarely freezes to the bottom, which helps the beavers survive the winter. They can swim around under the ice, getting in and out of the dam.

Additional benefits of beaver dams are they prevent erosion by slowing down water flow, and they also filter the water as it passes through, improving drinking quality.

The largest known beaver dam is in northern Alberta. It was discovered in 2007 by scientists who were studying satellite images. This dam, which is believed to be over fifty years old, has been worked on by generations of beavers. It stretches for an incredible 2,790 feet—over a half mile!

Besides dams, beavers also create lodges. These habitations can be found in the middle of a body of water or along a shore. A lodge is simply a place for beavers to live. Usually, it contains separate chambers for food and for sleeping. Its entrances are below the water, so the beavers must swim to enter. This keeps out predators.

Besides cutting down trees for dams and food, beavers also serve as foresters that intentionally cut down large trees. This opens holes in the canopy for sunlight to shine through, stimulating fresh growth on the forest floor for quick, easy food. It's like building a beaver Burger King.

Baby Beavers

Let us enter a lodge and peek at Benny's family. He and his mate Bertha are monogamous, meaning they stay together for life. In the wild, beavers live for around twelve years, so Benny and Bertha can raise quite a few litters in their lifetime. They average three to six babies at a time.

The kits enter life ready to go. They are born fully furred and with their eyes open. They can swim on their very first day! However, it takes some time before they start logging. Their parents will have to educate them on that.

The kits usually stay with their parents for years. Many beaver lodges contain a family consisting of multiple generations. They get along peacefully—working together, playing together, surviving together, and never arguing about whose turn it is to do the dishes.

Pass the Beaver Hat and Vanilla Flavoring, Please

Beavers' thick fur makes them adorable creatures, but the coats also got them into trouble. In fact, their pelts put them on the brink of extinction.

Several hundred years ago, beavers were hunted and trapped relentlessly for their fur. The population in North America went from 400 million to almost zero. A lot of the furs went into the hat trade. Can you imagine? Almost eliminating such a wonderful animal just so fancy ladies could impress their friends? Thankfully, after conservation

efforts were put into place, the beavers made a steady comeback, and today we again have millions of these engineers toiling away in the woodlands.

We'll save the most absurd beaver fact for last. Did you know Benny's waste smells delicious? Beneath his tail, he has several castor sacs that secrete a brown goo called *castoreum*. It smells like musky vanilla. This slimy substance is sometimes used as a natural flavoring, and it is even FDA-approved!

Are we busy as beavers for the Lord?

Lessons from Beavers

Beavers are diligent creatures, and the term "busy as a beaver" is commonly used. Many sports teams have a beaver as a mascot, and lots of businesses use them as marketing logos. The beaver is the national symbol of Canada and the state mammal of New York and Oregon. The world loves these friendly tree-chompers.

Why? It is because they make themselves useful. Being a hardworking, self-sufficient creature has its merits. You can't help but love and appreciate someone who gives life their best shot.

What about us? Are we busy as beavers as we go about our tasks each day? Are we God's beavers? Do we put effort and energy into serving the Lord and being helping hands to those in need?

I hope so. Let us be essential engineers of the ecosystem—workers of the Lord who are as beneficial as beavers. Now that would be something even better than skydiving.

It is a joy to serve the Creator of all things. PCBE

Reuben Shetler lives in Holmes County, Ohio, with his wife and children. He's an author, editor, and—most importantly—a reader. He hopes his writing can be a blessing and bring glory to God. You can reach him at reubenshetler231@gmail.com

Sources: 11 Fascinating Facts About Beavers – Mentalfloss.com; 18 Beautiful Beaver Facts - Fact Animal; Top 10 facts about Beavers | WWF; 40 Beaver Facts to Prove They're a Blessing to Nature - Facts.net; 10 facts you didn't know about beavers - BBC Science Focus Magazine; Beaver Facts: Why They Are the Best Engineers on The Planet – championsforwildlife.org; 26 Fun Facts About Beavers | Nature's Engineers - Amazing Facts Home; What are some fun facts about beavers? - The Environmental Literacy Council



Image credit: Jay Ondreicka/Shutterstock.com

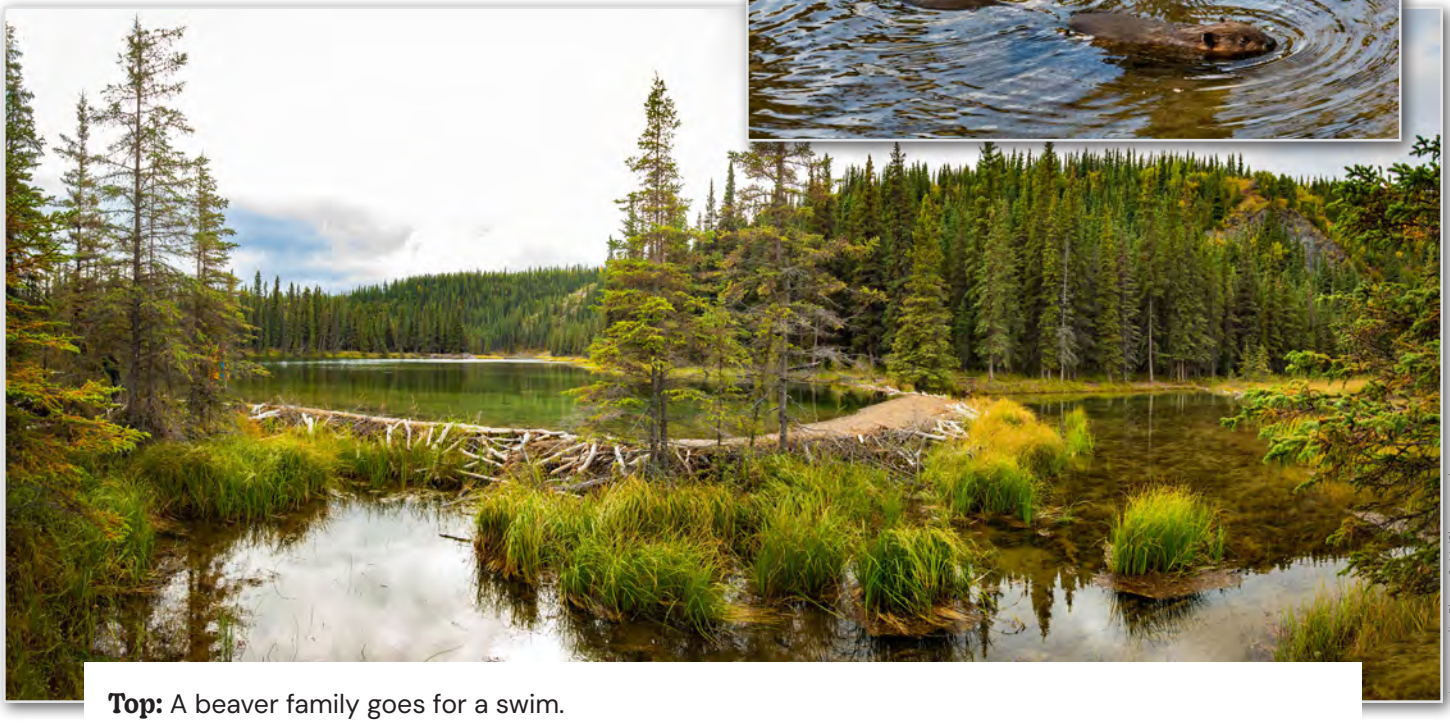


Image credit: Photo Spirit/Shutterstock.com

Top: A beaver family goes for a swim.

Bottom: A beaver dam in the wilderness. Beavers alter their environment to their liking, benefiting other wildlife as well.



"It's a Big, Big World..."

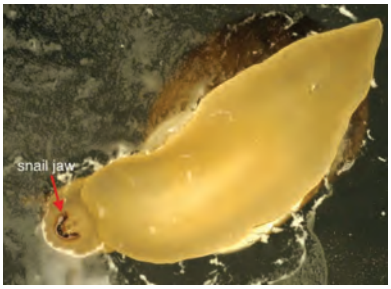
Said by Rabbit - Winnie the Pooh Series (A.A. Milne)

Thousands of Teeth

by Leah Wengerd

Snails are unique creatures commonly found in gardens and landscapes. While we often think of them as pests because they munch holes in our plants, there's much more to these fascinating animals than meets the eye.

Did you know a snail's mouth is the size of a pinhead? But despite being so small, some types of snails have up to 20,000 teeth. Snails have the most teeth of any animal in the world! The garden snail has around 14,000 teeth, but other kinds, such as the freshwater snail, have a lot more.



You are looking at the underside of a snail, showing the "snail jaw", or the entrance of the radula.

Snails don't have jaws like we do, so their teeth aren't lined up in pearly white rows. Instead, they have a radula, a stretchy, tongue-like sack covered with thousands of teeth. These teeth aren't made for biting or tearing. Instead, they make the flexible sack into a scraping machine. As the snail moves along rocks or leaves, the radula extends to scrape off bits of food, such as algae or plant material. It works like sandpaper— scraping and grinding up food into tiny pieces so the snail can eat it.



Photo credit: https://stock.adobe.com/

A Roman snail snacking on a dandilion leaf.

Snail teeth are super small. They can be twenty microns or less. To put that in perspective, a human hair is typically around 100 microns thick, so snail teeth are much smaller—only about one fifth the width of a human hair.

Even though snail teeth are tiny, they are extremely strong. Some snails have teeth made from one of the strongest natural materials on Earth. It is sometimes compared to spider silk and is even stronger than some metals like titanium.

But even the strongest teeth wear down when scraping on hard surfaces like rocks all day. To fix this problem, God created these amazing animals to be growing new teeth all the time to replace old, worn ones. This allows snails to always have a fresh set of sharp teeth ready to tackle whatever they decide would be a good snack.

Such a tiny creature, but how truly amazing! Thousands of tiny, sharp teeth in the snail's mouth, scraping and grinding all day long.

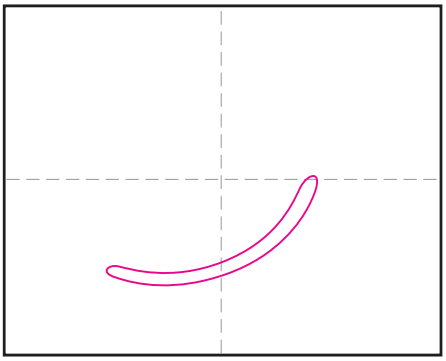


Photo credit: https://stock.adobe.com/

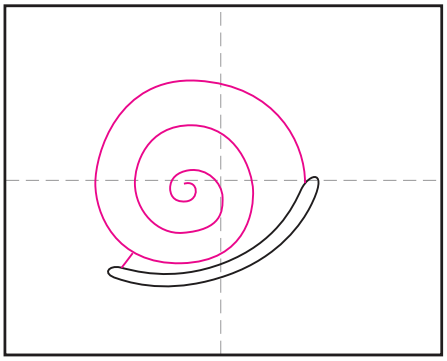
This is a garden snail creeping along a leaf in search of his next meal.

Leah Wengerd lives alongside her husband, Eddie, in the rolling hills of Wayne County, Ohio. Even after leaving her teacher's desk of three years, she still loves igniting a passion for learning within young minds. If you wish to connect, you can find her at 7843 S. Wenger Rd, Dalton, Ohio 44618, or reach out via email at leahw@flextur.com.

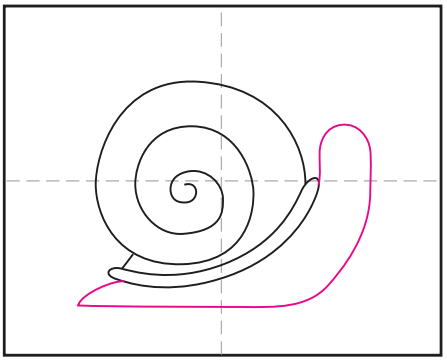
How to Draw a Snail



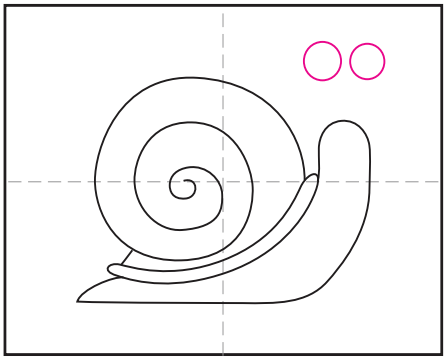
1. Start the base of the shell as shown.



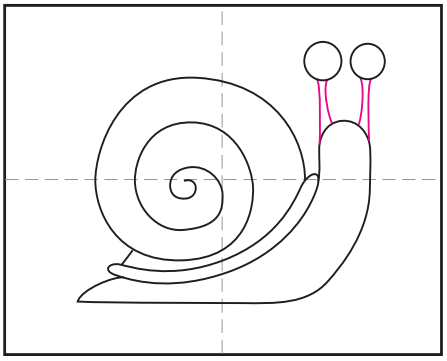
2. Add the shell on top.



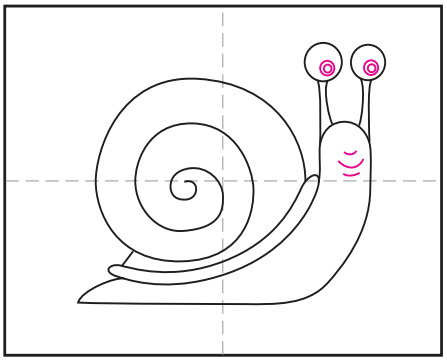
3. Draw the snail body.



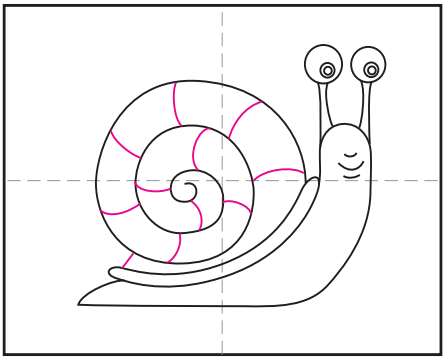
4. Center circles for the eyes above the head.



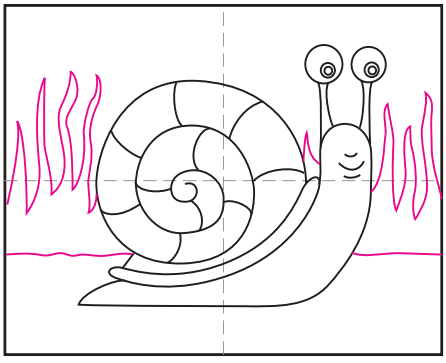
5. Connect the eyes to the body.



6. Add the details to face and eyes.



7. Draw curved sections to the shell.



8. Add a row of grass behind.



9. Trace with a marker and color.

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Paper Snails



Supplies:

2 sheets of paper
(or 1 smallpaper plate)

markers

glue

optional: glitter, buttons, etc



Step 1

Fold 1 piece of paper and cut away the edges, making a U shape. Cut the other piece of paper into a circle or use a small paper plate. (This will be the shell.)



Step 2

Use a marker to go round and round and round on the circle paper to create a swirl. Decorate the shell any way you like.



Step 3

Glue the shell onto the U shaped paper, off center. Cut out small circles and slender rectangles for the eyes and glue them to the body. Use a marker to add facial features.


January 2025


February 2025


April 2025


August 2024


Abraham Stoltzfus (7) Millersburg, PA

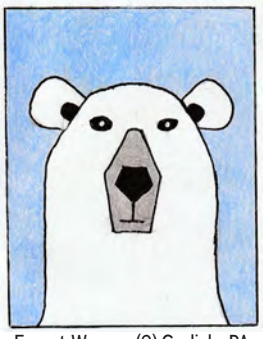

Arlan Wayne Stoltzfus (8) Leola, PA


Brendon Zimmerman (8) Carlisle, PA


Bryce Royer (10) Goshen, IN


Dena Sue Miller (5) Mio, MI


Emanuel Miller (10) Mio, MI


Ernest Wagner (9) Carlisle, PA


Verna Beiler (11) Rebersburg, PA


Evelyn Newswanger (4) Newville, PA

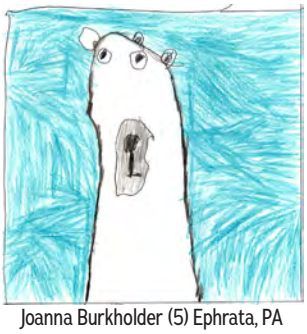

Isaac Hostetler (14) Milroy, PA


Emanuel Borntreger (14) Sebeka, MN


Jadon Stauffer (10) Lyndonville, NY


Jaleah Zimmerman (6) Carlisle, PA


Japheth Newswanger (6) Newville, PA


Joanna Burkholder (5) Ephrata, PA


Jonas Schlabach (11) Fresno, OH



Jonathan Raber (6) Applecreek, OH



Josephine Martin (9) El Dorado Springs, MO



Kaden Miller (12) Meadville, PA



Kendric Martin (7) El Dorado Springs, MO



Khloe Royer (8) Goshen, IN



Lanita Zimmerman (4) Carlisle, PA



Lavon Richard Martin (5) El Dorado Springs, MO



LeeAlan Weaver (10) Denver, PA



Mark Martin (11) Newark, NY



Martin Weaver (8) Denver, PA



Loretta Stauffer (16) Lyndonville, NY



Lucinda Byler (7) New Wilmington, PA



Tiffany Stauffer (7) Lyndonville, NY



Melvin Miller (13) Mio, MI



Quentin Weaver (5) Denver, PA



Titus Stoltzfus (9) Sunbury, PA



Paul Byler (13) New Wilmington, PA



Rose Maria King (5) Millersburg, PA



Stephen Glick (13) Ronks, PA

We appreciate each drawing that comes in, and continue to be amazed at all the young talent that we have among our readership. Unfortunately, due to the overwhelming number of drawing submissions we receive, we cannot print each one. Feel free, however, to keep sending them in. We appreciate the opportunity to observe your work!

Rural Ramblings

CELEBRATING LIFE IN THE OLD NEIGHBORHOOD

Daniel Miller



artwork by Daniel Miller

KNEE-DEEP INTO SUMMER

When the elderberries blossom and the roadside lilies bloom

When the goldfinch sings its lyrics from a purple thistle plume—

Then we're knee-deep into summer, and the busy days unfold

In such fascinating fashion, crowned with mellow sun-spun gold.

Farm fields weave a patchwork pattern, tree-line fencerows in-between—

Half-grown oat crops, cows on pasture, cap the panoramic scene.

New-mown hay in fragrant windrows, corn row seedlings fence to fence,

Every nook and rural corner rings with birdsong eloquence.

It's the best of country living,

All the earth its bounty giving

To the steward of the homestead—farmer, wife and family.

Gay the chore boy's whistled jingle—

Lilting notes that intermingle

With the noises of the barnyard in a farm life symphony.

Soft the honeybees a'buzzing, sweet the cowbells' tinkling chime,

All the sights and sounds together, serenade the summertime.



When the sunset paints the skyline in an orange-red array.

When the dusk descends in shadow, and the daylight fades away—

Then the fireflies flit and flicker, herons squawk and barred owls hoot

And the choir of vesper sparrows sing their eventide salute.

Lights appear in farmhouse windows roundabout the countryside,

Glowing beacons in the darkness, here and yonder, far and wide.

Twinkling stars of the Big Dipper hold the lookers-on in thrall,

And the north star in its handle sparkles brightest of them all.

Slow the crescent moon is rising,

Katydids are harmonizing,

Crickets chirp their nightly concert, tree frogs pipe and locusts hum—

Bullfrogs croak in ringing chorus

From the pond in tones sonorous,

In their native bullfrog language—jug-o-rum-o-jug-o-rum.

There's a good old-fashioned goodness in the drowsy starlit gloom,

When the elderberries blossom and the roadside lilies bloom. PCBE



Daniel Miller is at home in a hollow in the hills of Holmes County, Ohio...part-time farmer, part-time printer and full-time nature enthusiast. Look for a yokel in worn barn door denims, a straw hat and more white in his beard than not, generally happy and regularly sort of confused.

Artwork is hobby #1, followed closely by 99 other pursuits. History piques his interest, particularly how the American frontier pushed ever westward across the continent. More than that, he is fascinated by the extraordinary happenings that arise from everyday life in Amish neighborhoods everywhere.

The Brady Street Boys

BOOK ONE

TRAPPED IN THE TUNNEL

Help Arrives

Chapter 22 of 24

KATRINA HOOVER LEE

Is there an ambulance here?" Terry blinked into the light. "Larry needs to go to the hospital."

The uniformed man nodded, barking into his radio. It was Officer Jackson. Two EMTs burst into the secret room with a stretcher. Terry and I dragged Larry from the tunnel.

"You're saved, Larry." I heard a crack in my voice, but I wasn't embarrassed, just glad.

A firefighter in full gear puffed in after the EMTs. Together, the three professionals hooked Larry up to a breathing mask connected to a green oxygen tank. Gloved fingers, again. This time, turning the dial on the oxygen tank, giving Larry life.

"There's been a break-in." Terry turned to Officer Jackson. "A man named Harold just stole a bunch of stuff from the woman who owns this house. He locked us in the tunnel. He's probably escaping by boat. He went out that way." Terry pointed to the door in the wall leading to the river.

"We heard there was a break-in," Officer Jackson said. "I called for the police boat, and it is heading this way from Main Street."

"It's probably passing Harold," Terry shouted. "He'll be heading that way, I'm sure."

"Is your eye okay, Terry?" I grabbed his arm. "Maybe you should go to the hospital too."

"It's totally fine." He glared at me, his eye red and puffy. The EMTs slowly made their way up the basement steps with Larry. We ran upstairs to Tina's back deck, which gave a partial view of the river between the trees.

After the closeness and darkness of the tunnel, I didn't know what to do or where to go or what to think about first.

1. I rejoiced that we were out of the tunnel.
2. I mourned the theft and the poisoned dog.

3. I worried about what our parents and Tina would say.
4. I still worried about Larry, even though he was in excellent hands.

Nothing was visible on the river. I ran back into Tina's house to watch the stretcher heading down the porch steps.

"Is he going to be okay?" I asked the closest EMT.

"Oh, he'll be fine in no time. Just needs to catch his breath."

I watched the crew load Larry in the ambulance and drive away. I headed back into the house. I paused for a moment, under the eyes of the porcelain dolls.

"Thank you, God. Thank you."

I headed down the hall. The door behind me burst open and our parents rushed in. The date was over.

"What is happening?" Mom's face looked like wax. "Why was there an ambulance out front?"

"Gary! What's going on? Where are your brothers?" Dad said.

After a few minutes of this, we untangled the people and questions. Mom went to the hospital to join Larry. Dad and I hurried onto the back porch to see what Terry was doing.

Officer Jackson watched the river, his radio crackling.

"We are gaining on the suspect right at this moment, but we're going to need backup. Jackson, did you alert Boat Two?"

"Ten-four, I did," Officer Jackson said. "Does he appear to be armed?"

"Not sure."

Just then we heard the whine of a boat motor. "I hear two motors," Dad said. "I think it's the chase."

We held our breath. Fifteen seconds later, Harold's boat shot around the bend. It flew across the water, spray showering around and behind it. A hundred yards behind, the police boat pursued, sirens wailing.

"His boat is heavy, but he's gaining on them," Dad said. "He races boats. He knows what he's doing."

But then, from the Lexington Street Bridge, we heard another boat motor. A second police boat appeared under the bridge.

"They've trapped him." Terry clasped his hands together, his eye nearly swollen shut.

Harold was not easily defeated. His motorboat swung left, then right, then left, zigzagging so rapidly that I couldn't believe the looted treasure could stay inside. Then Harold's boat headed straight for the oncoming police boat.

"They're going to crash!" I gripped the deck railing.

The police boat swerved left. Harold swerved too, and shot past the police boat.

"He got away." Terry's voice dropped like a popped balloon.

"Not possible," Officer Jackson said. "He won't be able to dock and run. They've got him."

"And the first police boat gained ground while he was swerving," Dad said.

The whine of the boats moved out of earshot. Officer Jackson continued talking back and forth with other officers.

Dad turned to Terry and me. I was expecting him to start yelling or scold us within an inch of our lives. We deserved it. But he just put one arm around Terry and one arm around me and bowed his head. He prayed the same prayer that I had prayed.

"Thank you, God."

Tears rolled down my cheeks like they would never end. It was no use trying to fight them off. Dad shed a few tears too. Even Terry's eyes glistened, as he ran his hands through his hair.

Officer Jackson called for backup and began going through the evidence at the house. We followed him down to the secret room. Harold had left one bar of gold, along with several broken clocks.

Another officer joined him. They needled us with questions.

"He told us to pick up the clocks and look at them." Terry shook his head. "I didn't think about it that he wanted our fingerprints on them. So these will probably have our prints all over them. He was wearing gloves."

"Do you have any idea if the owner of the house knew this man?"

We both looked at Dad.

"I don't have any reason to think so." Dad frowned. "I suggested him to Tina for cutting up her tree, but I don't believe they had met."

Officer Jackson nodded. The other detective scrawled something on a yellow legal pad.

"We have apprehended the suspect," a voice crackled over the radio. "Suspect and one police officer injured in gun fight, no fatalities. Injured suspect will be en route to hospital under police guard."

"Gun fight?" I felt my old panic rising. "They won't put him next to Larry in the hospital, will they?"

“He won’t be able to do any harm,” Officer Jackson said. “He’s already in handcuffs.”

“Okay.” Dad exhaled as if he had been holding his breath for the last half hour. “It’s time someone called Tina.”

Sometimes nothing is as nice as sitting in a room with your family, even if it’s after midnight.

Larry had revived in the emergency department. He now lay curled up on the couch, his skin pink, his yellow hair falling over his forehead. And his breathing?

Normal. I couldn’t even hear it from my position on the carpet.

“I feel like Daniel fresh out of the lion’s den.” Larry swung his arms in a wide arc of joy.

“What are you saying, that we’re lions?” Terry growled. But his growl sounded like a smile.

The world had righted on its axis.

Well, most of it. There were still some problems left.

1. We didn’t know what Tina had said.
2. We expected punishment from Dad and Mom.
3. Fritz was still lying in the animal hospital, trying to recover.
4. There was no sight of Raspy, our hero.
5. There was no sight of the London, our boat.

“So.” Dad raised his feet in the recliner. “How do we ask questions? I’m sensing that you boys have been hiding some things from us.”

One of those silences followed where we each hoped the others felt like talking. No one opened his mouth, so I went back to thinking about what I could say myself if I started talking.

Finally, Terry spoke. He was lying on the carpet as usual, his feet resting on the arm of Larry’s couch. The knife blade flying at him had left a red, swollen eye, but we discovered that it nicked his eyelid, and not the eyeball. It fit in nicely with his other injuries from last Friday.

“It was my fault.” Terry rolled over and sat up. “We found the tunnels under the houses. We didn’t want to scare Mom, but we should have just told you.”

“Houses?” Mom said. “What other house? What other tunnel besides the one going from Tina’s to the abandoned house?”

We studied the ceiling.

“Our house,” I said.

“Ours?” Dad and Mom said together.

“Well, just a secret room,” Terry said. “It’s not a tunnel, so it’s not a big deal.”

But, apparently, it was a big deal to them.

We all went down to the basement. We showed our parents how the wooden shelves came forward, revealing the hole that led to the secret room. Then we all went back to the living room. Terry ran upstairs to get the leather bag and the map, and showed them to Dad and Mom.

“We also sneaked out of the house once to check out the Number Ten basement,” I offered, getting bolder the more adventures we confessed. “Raspy was down there, but I don’t think he saw us.”

Mom turned paler with each new story.

“Does he sleep down there?” Dad bit his lip, thinking. “I question whether you should be afraid of him. He saved you tonight.”

“Right.” Terry was collapsed flat on the carpet again. “We thought all the time that he was the bad guy. We even thought he might have robbed Tina. Nope. Harold the entire time.”

“Well,” Dad said. “We’ll have to finish this discussion tomorrow. I have a few things to share after talking to Tina on the phone. But I think I will talk to your mother first.”

“Things to share?” Terry shot upright again.

“Yes,” Dad said. “But that will wait. And we will have to discuss what consequences fit boys who sneak out of the house without permission.”

“And hide things like secret rooms and maps and red-haired visitors,” Mom added.

“Oh no,” Terry groaned.

None of us were surprised, though.

“I think I did the wrong thing by calling Harold about Tina’s trees.” Dad yawned. “There was something that made me uneasy about him. Like that time he told you about racing his boats, Terry. The whole time he was talking to you, he was drinking a beer.”

So that’s what Dad had meant by people who teach teenagers bad habits.

“I’m just glad everyone is okay.” Mom wiped her eyes.

And Dad thanked God again before we went to bed.

Raspy Tells His Story

Chapter 23 of 24

Several things needed attention on Thursday.

1. We called the vet. Fritz was recovering. Life was good.
2. Mom and Dad settled on our punishment: sanding and painting the porch. Our porch is huge, with lots of spindles. Life was grim.
3. Raspy walked over to our house to check on Larry.

The three of us ran to the porch.

"Thanks for helping us last night!" We circled around Raspy, stench and all.

"Yes, you saved us," Terry said.

"And you saved Tina's stuff." Larry said.

"Next time you want to come visit me in that basement," he rasped out from beneath his cap, "just come over and say hi the reg'lar way."

We all laughed.

"Instead of coming through the tunnel, you mean." I nodded with understanding.

"Or the basement winda."

Oops.

"Were you awake when we escaped through the window?" I looked wide-eyed at Terry and Larry.

"Yup!" His eyes brightened with pleasure. "And when you crawled into the basement through the winda. Right across the street. I waited and waited for you to come back out so's I wouldn't scare the living daylights outta y'all. But you wouldn't come, so I finally comes down to the basement anyways, and I sees ya standing like them scared rabbits under the winda. So I snores real loud so you would know you could go."

Our mouths fell open like broken toys. None of us could speak.

"Don't never need to worry about me," Raspy said. "I just pulled that knife out for a joke."

That did it. We burst out laughing. We had stood frozen in that wretched basement, while Raspy had been trying to scare us.

"Anyways, d'y'all think your mom gots a sandwich for me?"

I turned to find Mom. Where was she? Right behind us, listening and smiling.

"I'll get you a sandwich, Carl," she said. "But, Carl, why were you in that house? Do you own it?"

"Harold owns it, ma'am."

Our jaws dropped again.

"He told me I could stay in there if I help him look for the tunnel."

Mom looked at Raspy without speaking for a minute.

"So Harold sent you in there to look for tunnels?"

"Yes, ma'am." Raspy frowned and fidgeted, his feet shuffling on our weathered porch floor. "We didn't know he was looking for tunnels to break into the old lady's house. He just said he was part of that there historical group. I wouldn't tell you now, 'cept I guess if he's in jail, he won't come get me."

"Well, I declare," Mom said. "I wonder what will happen to the house now that the police arrested Harold."

The three of us shot nervous looks at each other. Mom would not be interested in staying here if Harold owned the house next door.

Then again, we might not want to live here either.

We chatted with Raspy while Mom made him a sandwich. Then he waved, wished us a good day, and walked toward the park at the end of Brady Street, munching bread and ham.

"Now I understand why Harold and Raspy both talked to us about the tunnel," I said. "Harold hired Raspy and a bunch of other guys to look for his tunnel."

"Do you think Harold was in the group that went into the house?" Larry sank in a wicker chair, and leaned against the peeling porch railing. He was fully recovered, but still tired from yesterday's strain.

"I doubt it." I sat in the chair beside him. "He didn't want to make himself look guilty."

Dad had run to the shop, promising to be home by noon.

After Raspy left, we set out to find the *London*. We found that the sunken rowboat had caught on a fallen tree, which kept it from floating away. Terry ran up to our bedroom and unfastened the four ropes from his bedposts.

With them tied together, we pulled the *London* up to the sunlight once more, turning it upside down to dry.

When Dad's motorboat came within sight, Mom started grilled cheese sandwiches. By the time we had all washed up, the aroma of toasted bread and cheese filled the house. We sat down to eat and listen to Dad's story from Tina.

"So, Tina tells me she knows Harold." Dad took a sandwich and passed the platter to me.

"What?" I almost dropped the plate.

"Turns out, he is the thief her husband fired from the clock company years ago."

"Whoa!" Terry yelled.

"Not so loud," Mom said.

"When I told her what happened, she said Harold was a good friend of her husband's before he found out that the man was a thief. Harold knew about Herbert's collection of valuable clocks and the secret room and the tunnels."

Dad paused and took a bite.

"One time after Harold left their house, a map of the tunnels was missing. When Herbert asked Harold if he had seen the map, he said he had not. But soon after, money disappeared at the clock company and Harold went to prison. That's when Herbert put deadbolts all over the house and in the boat garage."

"Right, how did Harold get into the secret room?" Larry set down his sandwich as if it was too much for him. "They padlocked it."

"He's an experienced thief," Dad said. "He cut the lock."

"And he got into the house by sneaking in one day when we were there," I said. "We think he unlocked a window so he could get in later. We were blaming Raspy the whole time."

"But why didn't he come in through the tunnel from the river?" Larry picked up his sandwich to make another attempt.

"Deadbolts," I said. "I bet it had three deadbolts just like the one in the other tunnel. He could open those once he was inside the secret room and use it for an escape route. And he could load his boat in the garage out of sight."

"You can also tell he knows a lot about stealing because he wore gloves," Terry said.

"And he's such a smooth liar, he must have lots of practice." I wrapped the stringing cheese around my bread. "But he didn't have much practice coloring his hair. I can't believe we didn't realize it was fake the first time."

"And I don't see how he thought the police would blame you." Mom shook her head. "Even if you touched the gold and had the tunnel map."

"Did he buy Number Ten just to make it more likely that he could rob Tina?" Larry fiddled with a golden triangle of broken bread before popping it into his mouth.

Dad nodded. "Tina said it's very possible that he only came for that. Maybe he thought there would be an opening from the Number Ten house. Since she left town, he got a chance to break in through her house. She apologized over and over for putting you boys in harm's way."

All three of our heads—Terry's curly one, my brown one, and Larry's yellow one—shot up.

"Apologized?" Terry's last bite of sandwich suspended in mid-air. "I guess you forgot to tell her about Fritz."

"No, I told her," Dad said. "And that was last night when we didn't know how Fritz was doing. But she understands that three boys are more important than one dog. She'll be home this afternoon."

"This sounds like a good time to think about our fruit of the Spirit project." Mom got to her feet and picked the poster board off the refrigerator, snapping the magnet back in place. "Who showed you love in the last few days? And how did you show love back?"

We fell silent again. Mom made people think *way* too hard.

Larry spoke first. "Gary and Terry showed love to me." His thin face beamed. "I'm not sure I would have survived without them."

A tear slid down Mom's face, then another, but her pen flashed down the column on the poster board.

Did we really help save Larry's life? I wondered.

"I know someone who didn't show love," Terry said. "We won't name him. Mom, can we have the leftover fried ice cream?"

"That would make a great half-time snack while painting the porch."

"Ohhhh."

Isn't it just the worst when you keep forgetting a chore you need to do, and so you have to keep remembering it all over again?

"Who was the most surprising person who showed you love?" Mom kept jotting on the chart.

"Raspy!" I said. "We totally guessed him wrong."

"And Tina, if she's really not mad at us." Larry spoke the words slowly, as if speaking them would make them false.

Mom pulled out the cookie box so we could satisfy our sweet tooth before our big job.

"Remember how Larry said that the North Star is a good symbol of love?" I asked. "Our flashlights were like that too, in the tunnel."

Mom nodded, pleased.

"Light shows things as they are," she said. "No secrets. Which symbol shall we use for love?"

"I like the flashlight idea." Terry popped a cookie in his mouth, whole. "We would have been in big trouble without Larry's flashlight."

"Terry, don't talk with food in your mouth." Mom frowned. "But your idea is good. Do you want to draw the flashlight?"

Terry waved a hand at me. "Let Gary do it. I only draw ropes. He draws everything."

"Okay," I said. "I'll draw the flashlight."

"Okay, Gary." Mom looked at me. "Try to get the drawing done tonight. We need to wrap this one up so we can move on to joy, the second fruit."

We heard a knock on the door.

"Raspy again?" Terry suggested, his mouth still full of cookie.

Continued next month...

Katrina is a childhood story-teller turned author and journalist. Author of Kidnapped in Haiti, and seven other books for TGS International, Katrina is now self-publishing the Brady Street Boys adventures, with nine books planned for the series. She lives with her husband Marnell and their daughter in Elkhart, IN. You can reach Katrina or place orders at the address below.



Price: $9.99 each, or all nine for $77.00 Add $5.00 postage, flat rate. Indiana residents add 7% sales tax.
Send to Katrina Lee, P.O. Box 2155, Elkhart, IN 46515
Full Color Covers Coming Gradually Through 2025. Covers may vary from those shown here.



Introduction

Welcome to another journey through today's lumber world! I have been looking at some interesting lumber market data and I have compiled it into a graph. This chart shows the past 5 years of average pricing for framing lumber (including both SPF and SYP) and Panel (OSB & Plywood). One of the first things that I noticed is that compared with the wild price fluctuations surrounding COVID-19, the recent price movements look pretty mild. It also surprised me just how dramatically the prices swung as the housing market boomed with the low interest rates that were available combined with the housing shortage, potential home buyer motivation, and other factors. The fastest drop in lumber prices was between June and July of 2021 during COVID lockdowns when a truckload of lumber that had been worth $26,500 dropped to $13,200 in one month's time. Looking at data like this makes me very curious what the chart will look like in another five years. It does seem likely that there will be a gradual strengthening of pricing. However, just as COVID-19 was largely unforeseen, there could be a number of other factors altering the picture. Enjoy the ride!



Several points of small business interest were reported by Trump cabinet member Kelly Loeffler, Administrator of the Small Business Administration. Under the current administration, 2000 small businesses per week are receiving funding. Businesses of under 5 people increased by 95%. Nationally, 98% manufacturers are in the small business category. Kelly announced that she has cut the funding of $3,000,000,000.00 ($3 billion) worth of contracts that were identified as waste, fraud and abuse, praising the work of DOGE in helping her find and identify these contracts.

• Canadian SPF and OSB

Anti-Dumping Duties

In last month's notes we went over how tariffs (especially those on Canadian lumber coming into the United States) have affected the lumber prices in America. If you are buying lumber on a regular basis, you have most likely experienced firsthand how these tariffs have affected lumber prices through February to April of this year. This month we will cover the lesser known but possibly more impactful "anti-dumping duties" coming onto Canadian lumber being imported into the United States.

What are anti-dumping duties? They are like a (tax or tariff) on particular foreign goods or companies selling into the US, imposed by the US government to guard against products being sold at unfair market values in comparison to the current domestic value of that same product. For example, some US lumber organizations that are urging anti-dumping duties allege that Canadian timber operations receive significant government subsidies that American timber operations do not, making Canadian timber unfairly low priced in the US. So, in short, anti-dumping duties are to protect the domestic market so that products made and sold in the US and the employment to produce goods can be maintained.

The United States is not the only country that imposes these types of protectionist anti-dumping duties. Many countries do the same for any products they deem as being "dumped" into their country at an unfairly low price. While these types of anti-dumping duties do save domestic jobs, they can cause the price of particular goods to increase, just like the tariffs that we wrote on last month.

There are two organizations that review and set these anti-dumping duties: the ITC (International Trade Commission) which is an independent US government agency, and the WTO (World Trade Organization). In the US, the government recommends particular imported goods and foreign companies to be reviewed by the ITC so that they can then deem not only if there should be anti-dumping duties imposed, but what percent that anti-dumping duty will be.

The most recent dramatic example of this was in 2015 when American steel companies filed a complaint with the ITC stating that many countries with excess production were dumping steel into the US market keeping prices too low for the American steel industries to survive. After a one year review, the US announced a new anti-dumping duty of 522% on certain steel imported from China. Many other countries followed suit, imposing their own anti-dumping duties on Chinese steel coming into their countries.

Given that Canadian lumber accounts for around 30% of US softwood lumber supply, these anti-dumping duties may be significant to lumber prices toward the latter part of the year in the US. Currently, Canadian lumber has a 15% anti-dumping duty coming into the US; this number was settled on in August of 2024 in the 5th annual review of Canadian softwood dumping (the year before the anti-dumping duty was at 8%). With the 6th annual review happening in August of this year, many are anticipating the new rate to be around 27%. Some estimates for particular sawmills in Canada are up to around 34%. No rates or timelines have been confirmed, but an increase from the current anti-dumping rate is likely.

• SPF

Nearly all of January thru March SPF 2x4s increased in price, but finally peaked in late March and began coming down. On the other hand, 2x6s have had about one single week of increased price from December of 2024 through spring of 2025 and have been back down since then (that increase was directly due to the March 6th week-long tariff.)

Stud prices remained relatively level in early spring but took a surprising turn downward mid-Spring.

• OSB

We have seen some of the best prices on OSB this spring that we have seen in months. We do expect prices to begin increasing after buyers capitalize on what seems like great prices, and that will likely tighten mills supply and bring prices up.

• Southern Yellow Pine

While only increasing around $50 (average for all dimensions) through early Spring of this year, SYP did not have a week with decreases. The outliers though were 2x4s and 2x10s, increasing nearly $100 each in the same timeframe. This causes many consumers to not buy particular dimensions until they absolutely have to, which

has not played out well this year in SYP, as SYP continues to slowly climb. While the peak of SYP prices is likely in the near future, it is still hard to tell when prices will be coming back down. There is speculation that even if they do begin decreasing early summer, that the valley will likely not be as dramatic as the peak we are currently in. Given the anti-dumping duties that are expected to come for SYPs counterpart, Canadian SPF, it is likely that SYP will decrease slightly during summer but then start another longer term increase come fall and hold steady through the year. (If Canadian lumber is trading at a new premium due to new anti-dumping duties, SYP mills seem to raise their prices accordingly).

- **Pallets & Pallet Lumber**

During the COVID era of 2019 to 2021, new pallet production increased by around 79% from the amount of pallets that had been produced in 2016. Since then, the pallet industry in general has been in a much slower time. In the last six months, there has been an uptick in pallet demand although many pallet customers remain quite price sensitive. Both hardwood and softwood pallet lumber have been increasing in price in the past few months. In early April, the hardwood cant price increased to an average of $500 per thousand board foot. While some areas are still in the $450/mbf range, other areas are over $600/mbf. Demand for special size pallets remains strong in many areas.

- **Rail Road Cross-Ties**

The demand for railroad ties is definitely slower this year since many of the treating plants are only buying ties to sustain their inventory levels rather than increase inventory. This is leading to slight decreases in prices and slower purchasing in some areas, although many tie buyers realize that if they stop buying altogether it could lead to more hardwood sawmills closing down.

- **Hardwood Lumber**

The trade turbulence between the United States and China has brought exports of US hardwoods to China to an abrupt stop which is no small matter when you consider that shipments of American hardwood to China were around $1.3 billion in 2024. There is the possibility that if tariffs remain in effect on imports of manufactured wood look-alike products from China, that genuine hardwood flooring, cabinets and furniture will become a more economically viable option compared to the imported products, for people building homes in the US.

- **Housing Industry**

The housing market is affected by many factors. Interestingly, while new homes typically sell for higher prices than existing homes, in 2024 new homes actually sold for slightly less on average than existing homes.

Some of the leading experts expect that the housing market will likely remain relatively the same through the remainder of 2025, especially since interest rates have been slow to drop. There is still a backlog of housing that is needed, but with elevated interest rates, many home buyers are still waiting. If interest rates gradually continue to decrease, the housing market could significantly increase in 2026. PCBE

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See page 314.

MONTHLY COMMODITY REPORT

General Comments

Why has the price of gold been moving relentlessly higher for the past two years? There are several reasons why gold (and other metals) have been rising. However, the main reason is because of China. Beginning in 2014, China announced a long-term plan to diversify its holdings of US Dollar denominated assets. This would include assets such as the US Dollar, US Treasury Bonds and individual stocks traded on the New York Stock Exchange.

The Chinese government was concerned that its investment portfolio was overexposed to the United States. What if the United States witnessed another Great Depression or an extended period of inflation? The leaders of the Chinese government knew that they would suffer substantial losses if the United States experienced a financial shock wave. Therefore, in 2014, they began to slowly exchange US assets for physical gold. Please review the attached chart.

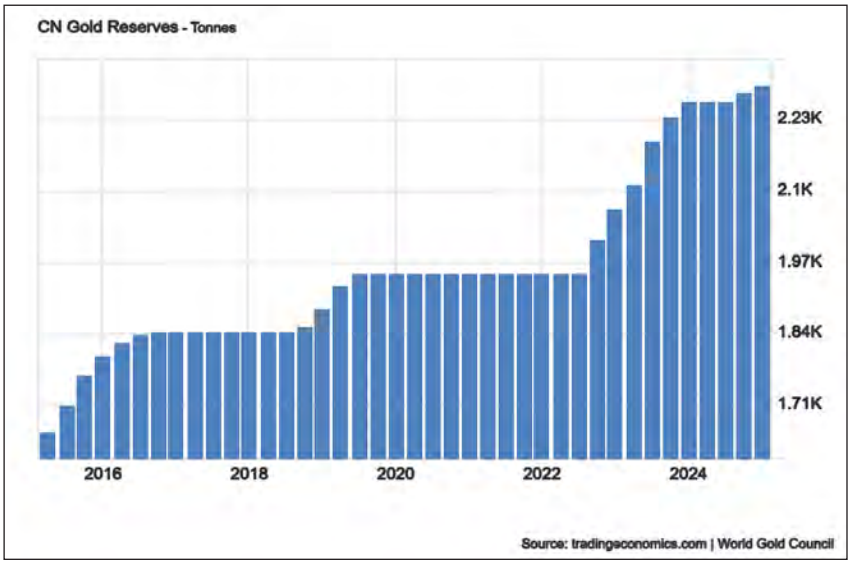
As you can see from the chart, China has increased its gold holdings by 1.24 thousand tons. However, this is only a drop in the bucket compared to the amount of US Dollar denominated assets still held by China. As of April 2025, China still owns $3.24 trillion worth of US Dollars, Treasury Bonds and other foreign currencies (priced in US Dollars).

Based on current prices, 2.29 thousand tons of gold is worth approximately $275 billion. Therefore, China is not even close to neutralizing its US Dollar assets via the gold market. To make matters worse, each year China has a trade surplus with the United States of approximately $250 billion. Essentially, this means that China increases its US Dollar holdings by $250 billion every single year.

Every month for the past six months, China has dramatically increased its gold purchases. The Chinese government is on a massive buying spree. This explains why the price of gold recently increased over $500 per ounce in less than ten days.

President Trump added fuel to the fire by substantially increasing the tariff rate on imported goods from China. Consequently, this move by Trump will encourage China to accelerate their liquidation of US Dollar assets, thereby increasing their purchases of gold.

If China wants to balance its annual trade surplus with the United States, the price of gold must increase to $22,000 per ounce. The only way to increase the price is for China to buy more gold. Be prepared for a raging bull market in gold for the remainder of this decade.



Disclosure Statement: Commodity trading is extremely risky and not suitable for most investors. Past performance is not indicative of future results.

About the author: Dave Reiter is a proprietary commodities trader and owner of Fax Solutions LLC. His phone number is 940-759-2192.



CORN



Short-term analysis

The USDA has forecasted that the 2025 US corn crop could be the largest crop in US history. This explains the recent decline in corn prices. Most likely, corn will drop below the major support level @ $4.39 per bushel (Chart #1).



Long-term analysis

Chart #2 contains 20 years of price data for corn. As you can see, corn has managed to stay above $3.00 per bushel for the past 18 years. It's highly unlikely that corn will drop below $3.00 any time in the near future.



HOGS



Short-term analysis

The Trump administration reversed the majority of their tariffs on imported goods. This explains the big rally in the hog market during the past six weeks (Chart #3).



Long-term analysis

The all-time high for hogs occurred in March 2014 @ $1.33 per lb (Chart #4). Based on my studies, hogs will make a new high by the end of 2026.



MILK



Short-term analysis

In mid-April, the Trump administration reversed their decision to impose tariffs on Canadian imports. This is good news for Class III milk. Prices have rallied over $2.00 per cwt since Trump eliminated the tariffs (Chart #5).

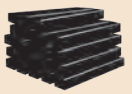


Long-term analysis

Based on my analysis, Class III milk will drop below $15 per cwt within the next 18 months. Despite the good news concerning Canadian tariffs, the demand for liquid milk continues to decline (Chart #6).



LUMBER



Short-term analysis

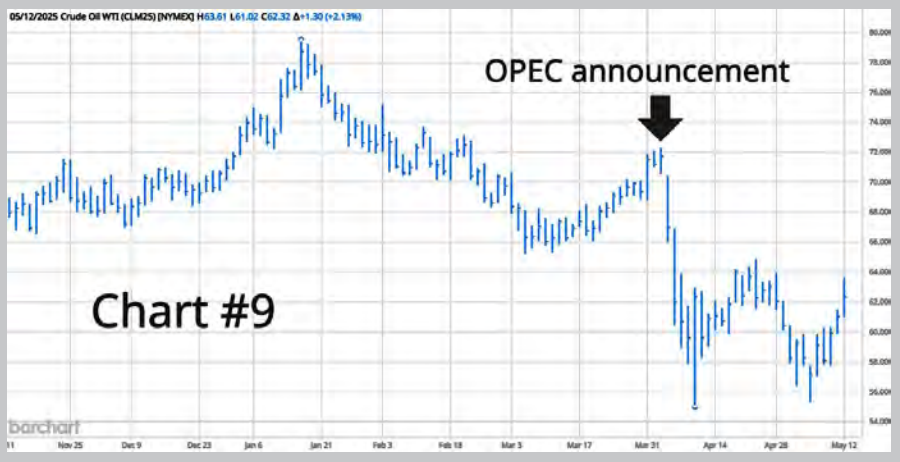
Interest rates on a traditional 30-year mortgage have reached the highest level in 20 years. Consequently, many consumers can't afford to buy a new home. The demand for lumber has collapsed, along with the price (Chart #7).



Long-term analysis

Based on my studies, lumber will drop below $500 per mbf within the next six months. High interest rates are destroying the demand for lumber (Chart #8).

CRUDE OIL



Short-term analysis

On April 2, Saudi Arabia announced a massive increase in its oil production. The country will raise its daily production by 410K barrels. This explains the steep decline in the price of crude oil (Chart #9).



Long-term analysis

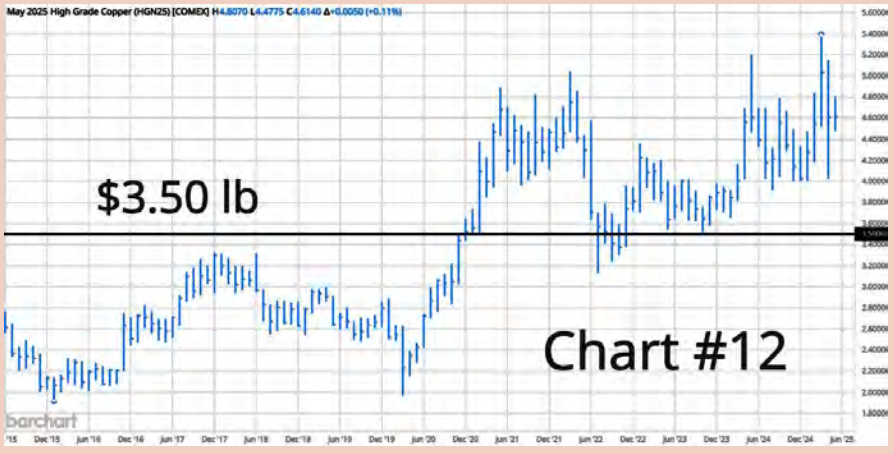
Chart #10 contains five years of price action for crude oil. The market is on the verge of falling below $50 per barrel for the first time since December 2020. Crude oil prices will remain depressed for the next 18-36 months.

COPPER



Short-term analysis

Based on my analysis, copper formed a major top on March 26 @ $5.37 per lb (Chart #11). The global economy is simply too weak to support $5.00 copper prices.



Long-term analysis

The attached chart contains 10 years of copper prices (Chart #12). If the global economy continues to slow down, the price of copper will fall below $3.50 per lb.

Field Notes & Emerging Trends

June Edition

compiled by Marion Kuhns

Green Pastures - *Israel*

The old proverb tells us the grass is not greener on the other side of the fence, but if you're a cow wearing a set of virtual reality glasses then it certainly looks greener everywhere. Virtual reality glasses are special goggles that make you feel like you're somewhere else by displaying computer-generated images. When wearing them it feels like stepping into a new world. Looking for ways to overcome the high feed prices and boost milk production, a farmer in Israel tried his luck with them on a pair of his cows after learning about a similar experiment in Russia. The two cows, held indoors, wore headset goggles that "transported" them into a luscious green field bathed in sunshine. After wearing the goggles for ten days their milk production rose by 22 percent. The farmer said the quality of milk also improved despite the cows being indoors. So if you can't change your "situation," change the way you look at it—a positive outlook can even turn a barn into a meadow. *-Daily Herd*

Golf Ball Construction - *USA*

The golf ball has come a long way since the fifteenth century when it was made with leather and stuffed full of turkey feathers. Today's versions are much more sophisticated with a typical ball weighing a maximum of 1.62 ounces and, on average, sporting approximately 336 dimples. Dimples produce turbulence, reduce drag, and increase lift, allowing golfers to not only drive them further but also retain better control of their hits. Professional golfers can average drives of more than three hundred yards, while the record for the longest recorded drive in a eighteen-hole competition belongs to then sixty-four-year-old Mike Austin who hit one 515 yards in 1974. There is also a competition called World Long Drive Championship where "power drivers" compete only to see who can hit a golf ball the farthest. Kyle Berkshire set a world record in 2023 when he blasted one 579 yards and achieved ball speed exceeding 233 mph! *-Wikipedia*

Golden Arm - *Australia*

James Harrison, an Australian man dubbed as "the man with the golden arm" has died at the age of eighty-eight. Doctors discovered Harrison's blood contains a rare antibody known as Anti-D when he underwent a major chest surgery in 1951 at the age of fourteen. The antibody is crucial in the prevention of Rhesus disease—a condition that can cause life-threatening conditions in newborns. In spite of his fear of needles, Harrison donated blood 1,173 times over the course of his life—approximately every three weeks from 1954 until 2018. Australia's age limit for blood donors is 81, which forced Harrison to retire from his good deed seven years ago. "I could say it's the only record that I hope is broken, because if someone breaks it, it means they donated more than a thousand donations," Harrison said when asked to comment about his record. His contributions amounted to tens of thousands of doses and saved countless lives. Not all heroes wear capes—some just donate blood. *-Phlebotomy USA*

Strong Quake - *Mynanmar*

On March 28, 2025 a severe 7.7-magnitude earthquake struck Mynamar, a country located in the northwest part of Southeast Asia. Rated as the strongest earthquake in the country since 1912, the death toll is approaching 5,500 people at the time of this writing, with hundreds of people still missing and feared to be dead. Additionally, more than 5,000 have sustained injuries. While the most severe destruction occurred in Mynamar, neighboring countries such as Thailand, China, and Vietnam also experienced shakes from the tremor. Some structural damage was reported in those areas though not nearly to the extent seen in Mynamar. The dire situation further complicates life in an already fragile nation. Even before the quake, millions of people were displaced due to ongoing conflicts within the country that has endured a civil war since 2021. *-Wikipedia*

Butterfly Population - *USA*

According to researchers, the butterfly population in the U.S. keeps dropping at an alarming rate. Since the year 2,000, populations have dropped nearly 22 percent on the three hundred-plus species that were tracked. Eliza Grames, a biologist at Binghamton University shared

his concerns of the matter: "It's such a short timespan to lose this many butterflies, it's very sobering. This is a wake up call—people should be concerned about this rate of loss and what we stand to lose." Researchers indicate the primary factors for the steady decline include habitat loss, climate change, and the heavy usage of insecticides on plants and crops. If you want to help the cause and get the trend reversed you can help! Plant milkweed (or at least don't rid your property of the one that's already there), plant wildflowers, leave parts of your backyard unmowed (easy enough!), and cut back on using pesticides and insecticides. While a typical butterfly lives only a few weeks to a few months, most female butterflies lay several hundred eggs in their lifetime, so if some small changes are implemented by a big enough crowd, the decrease in butterfly numbers can be easily reversed. -*Smithsonian*

Get Rich Quick - *Minnesota*
Rummaging through a garage sale in 2016, an antique collector unearthed a treasure when he came across a painting of a fisherman fixing his net. Priced at $50, the collector bought the piece and began doing his research. The painting, dated 1889 and titled "Elimar," is believed by some to be a long-lost Vincent van Gogh masterpiece and is valued at nearly $15 million depending on its authenticity. A New York-based group purchased the artwork from the anonymous collector for an undisclosed amount in 2019 and researched the painting's authenticity. A team of chemists, curators, and patent lawyers worked together and found the painting to have been finished using egg whites, something van Gogh was known to have used, and found the pigments and fibers of the artwork closely matched previous paintings of van Gogh. But before the piece can be declared as a genuine Vincent van Gogh painting, it needs the stamp of approval from the Van Gogh museum in Amsterdam—something they haven't done yet, citing discrepancies in the artworks technique and color choice that don't align with van Gogh's other works. -*Marthastewart.com*

3.14159 - *United Kingdom*
Celebrated annually on March 14, Pi day is an opportunity for math fanatics to dig deeper and show off their skills. Alberto Davila Aragon did so by setting a new world record by declaring the most decimal places of pi in one minute. What made the record even more amazing is the age of the boy— just 10 years old. "Pi" is the famous number that represents a circle's circumference to its diameter. No matter the size of a circle, the number is always near 3.14159 and goes on forever. Alberto broke the record by recalling 280 digits in one minute. His interest began in school when they had a competition in which he successfully stated 150 digits. He won that event and was granted the opportunity to throw a pie in his headmaster's face in which he gladly did. He summed it but by offering some clever advice from a ten-year-old, "I hope my journey inspires others to take on this challenge and sharpen their memory skills. Who knows, with some luck and a good-natured headmaster you might even get the chance to "pie" someone in the face." -*Guinness World Records*

Sleep Apnea - *United States*
Likely due to rising obesity rates and an aging generation, sleep apnea is increasing in the U.S. While often overlooked, sleep apnea is a serious sleep disorder in which breathing repeatedly stops and starts during sleep. The most common type, obstructive sleep apnea (OSA), happens when throat muscles relax and block the airwaves. A less common type, central sleep apnea (CSA), occurs when the brain fails to send proper signals to control breathing. The most obvious symptoms include loud snoring and gasping for air during sleep. Researchers estimate at least twenty-five million adults in the U.S. are affected by it. So next time you hear someone snoring, remember, it's more than just an annoying noise—it might be a sign the body is fighting to breathe. -*AASM*

"Once-In-A-Billion" Egg - *UK*
Alison Greene, a 57-year-old egg-handling guru at Fenton Farm, having handled more than forty-two million eggs in her lifetime, recently discovered a gem coming down the line. "I noticed an egg coming down the conveyor belt and it just moved differently," Greene declared. Approximately the size of a golf ball, the egg was perfectly round. She suggested to her boss that they should auction the egg and raise funds for charity. Her boss liked the idea but the auction they thought would fit was still three months away. Concerned the egg might rot; she did some preservation research and covered the egg in lard and salt to preserve it. It worked and three months later the "once-in-a-billion egg" sold for over five hundred dollars with all the money going to charity. This time, it wasn't the goose, but rather the hen, that laid the golden egg. -*Independent*

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Lightning Bolt

For contact info, see page 536

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Seam Mate

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A Plus Manufacturing





For contact info, see page 397



Do you keep breaking your **Lumber Grading Stick?** Look no farther as this stick is made of spring steel with a hardened aluminum head and walnut handle. Dealers wanted. *Review written by PCBE team member.*

Turnings direct

For contact info, see page 429

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South Run Precision Equipment

See ad for phone number that was missing in May



For contact info, see page 237

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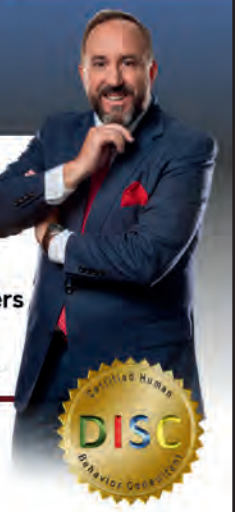

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Becoming the Employee You Would Like to Hire *by Wayne Wengerd* – Sharing ID 9262

As an employee of a company, it can be challenging to know what the owner or manager is wanting from us. How can we bring value to the business if we don't know? This session will bring clarity on what employers are looking for even when it's not clearly communicated.

Simple Ways to "Excel" Your Business *by Dennis Yoder* – Sharing ID 3172

Numbers speak–they tell the crucial information needed to manage your business. Traditional accounting software may not always provide all the information you need. This workshop will present simple ways to use Excel in your business, with common tables, formulas, and graphs every business manager can use.

Working with a Purpose *by Marcus Troyer* – Sharing ID 39450

What are your God-given talents and skills, and how do you use them in your workplace? In this session we will discuss ways of finding purpose in the workplace by discovering and maximizing the gifts God has given you and applying them where you are right now. Matthew 25:15 says that each man was given according to his ability. Are we using our talents to the full potential and for His glory?

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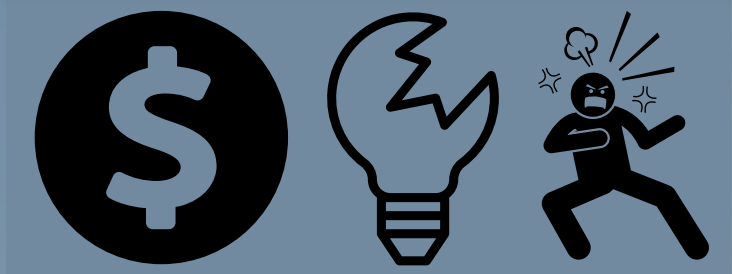

The Business Is A Beast

A business is a beast with an insatiable appetite, devouring everything in sight. It will gladly eat every dollar to your name, and every dollar you can borrow. It will eat your reputation if you are not careful. Everything it touches becomes more complicated. Every room into which it walks becomes more tense, more difficult, and more expensive.

This beast we call our business, unless tamed, will turn on you and devour your time and your hobbies. Legion are the lives that have been sacrificed on the alter of owning a business. The fires that lick up your best intentions will never be satisfied. Friendships will fall there, consumed by the flames. Marriages and families often go up in smoke on the alter of business.

Like a crying baby in the night, a business will drag you from slumber at 3 AM and demand you feed it more and more of your money and time and talent. You hope someday it will become full grown and bless you, but rarely is this the case, and never will it happen to the unwise and careless owner.

So you must be careful. You must be wise. You must be diligent. And you must become the master of your business, or it will become the master of you.

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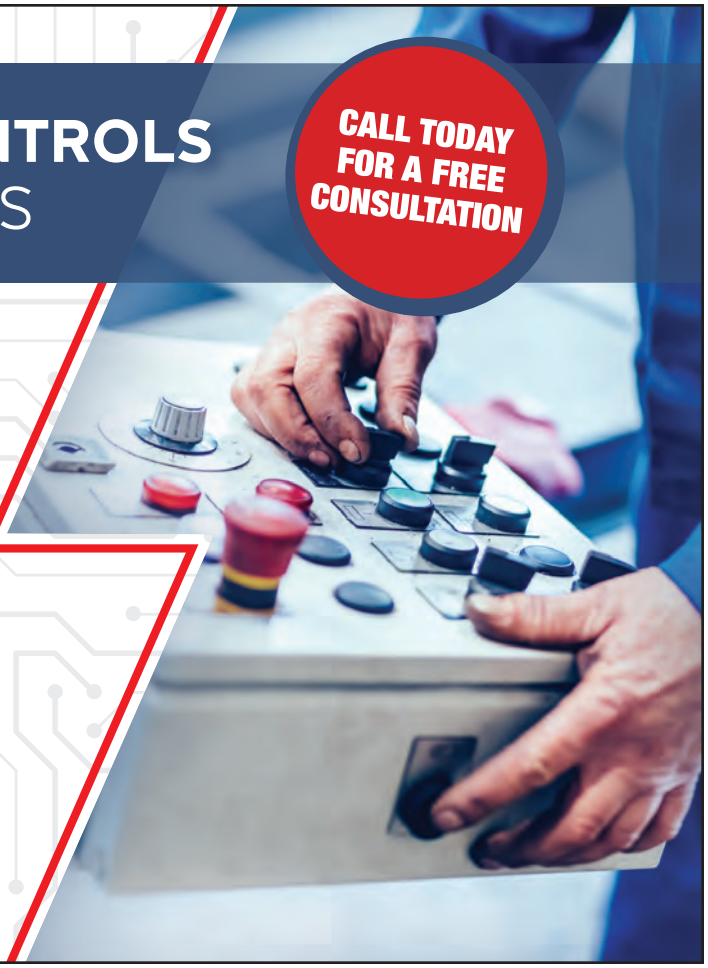

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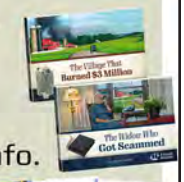

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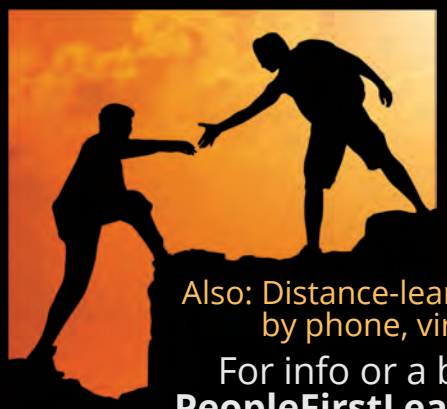

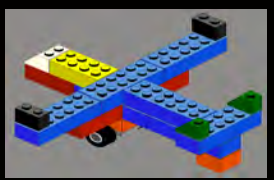

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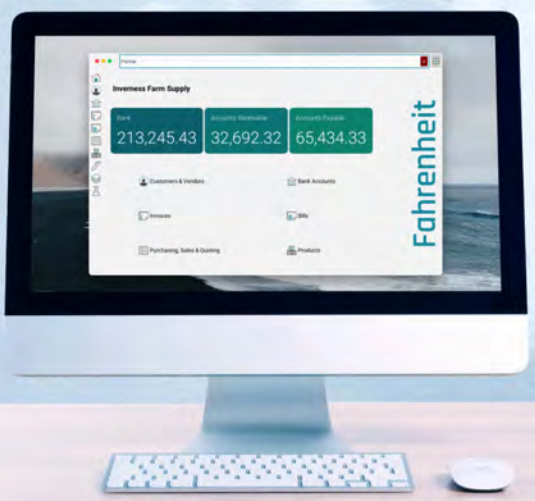

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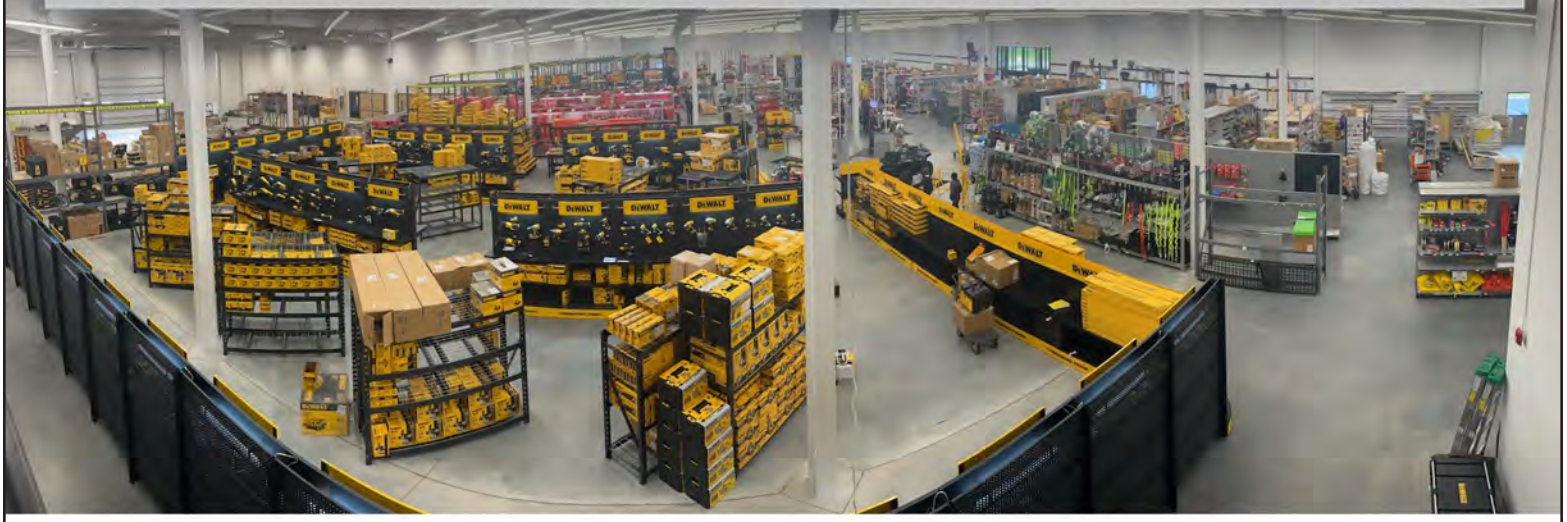

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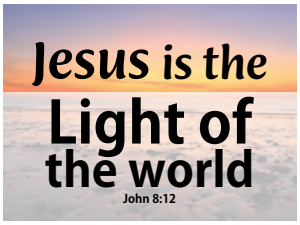

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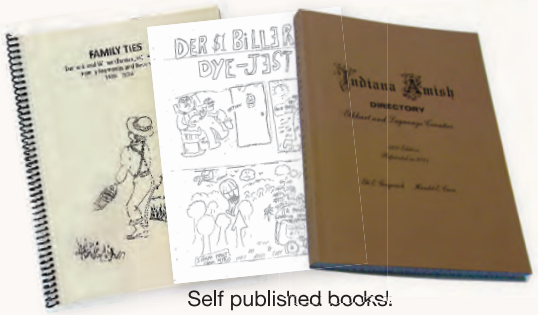

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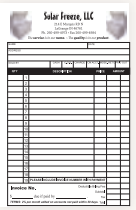

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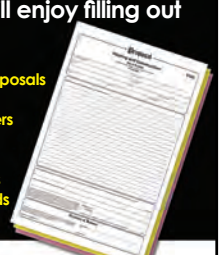

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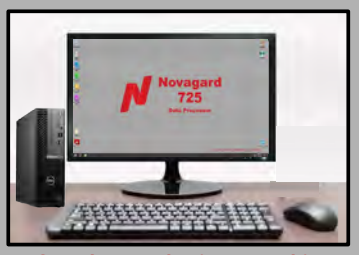
- Portable styles available
- 30 Minutes free support
- 2 yr warranty on new units

(3 configurations available)
700 All basic programs installed
725 + Digital Fax and Shipping
750 + Basic digital email capability

Novagard Data Processors



Safe and secure business machines
NO WEB BROWSING, VIDEO, or SOUND

Accounting	Publishing	CAD
• Fahrenheit	• LibreOffice	• Solidworks
• Classic Accounting	• Microsoft Office	• Qcad
• EBMS	• Scribus	• Librecad
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•Unlimited Talk & Text
•2GB Of Data
(More Phone Plans Available)

+$20 One Time Setup Fee

fig



Fig Mini
• Weather
•Waze Navigation
• 8MP Camera
• 2.25" Touchscreen
• Dual Sim Card Reader
(Apps Can Be Removed Upon Request)
Price: $263.00



Kyocera
• Talk, Text & Camera
• No Browser
$390.00



B7 Logic
•Talk & Text
•Esim
•2.8 Touchscreen
•5 MP Camera
Price: $220.00



Talk & Text
• External Volume Keys
• Music Player
• OS: Android 13
• Touchscreen
$347.00

MJZ Wireless
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Carlisle, PA
MJZWireless@outlook.com

Fig Flip Phone F45 Mini

- Dual SIM card slots
- High Definition Speaker
- USB Type C charging port
- 1.44" x 2.83" touchscreen
- 8MP High Resolution Camera
- 1450 mAh battery
- Compatible with AT&T or Verizon
- Talk and Text only – this phone is built from the ground up without internet capability
- Speech-to-text friendly, talk your text messages into the phone!
- A nice, slim, durable flip phone

Other phone options available

Retail Price $280



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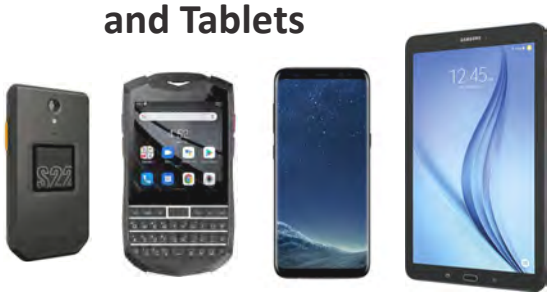
Internet-free Smartphones and Tablets



The lock-down on our smartphones and tablets can be customized to remove the internet browser and almost any other feature or app you request.

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We also have many models of:

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- Phone Kits
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- Many other products



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$319

VoIP Business Solutions

With VoIP, the possibilities are endless:

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- Multiple numbers in one system
- Multiple types of devices
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- Voicemail transcription and delivery to email
- Custom hold music





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SUNBEAM HORIZON



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F30



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- 31 lbs.
- 25.6" x 13.6" x 6.5"
- 110V
- 1/2" Water and Gas connection

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- 4.4 GPM at 35f temperature rise
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- Can be vented vertically or horizontally up to 30 feet using 2" schedule-40 PVC
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- 31 lbs. -27" x 14.5" x 6.5" -110V
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Direct Vent tankless water heater designed for 1-3 Bathroom Homes



- 8 GPM at 35f temperature rise
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Runs on D batteries, no electricity needed!



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- 27.5" x 14.5" x 5.5"
- 24 lbs.

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- **1 year warranty**
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- **Add multiple sensors and receivers to one system**

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2 CHOOSE YOUR HANDSET

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6.25" x 2" x 1"

RUGGED



- 500 contact storage
- vibrate feature
- keypad lock
- bluetooth capable
- speakerphone on handset
- built in flashlight on handset
- very durable phone

SL800 HANDSET

5" x 2" x .80"



- 500 contact storage
- vibrate feature
- keypad lock
- small compact phone
- bluetooth capable
- speakerphone on handset

E630 HANDSET

6" x 2" x 1"



- 200 contact storage
- speakerphone on handset
- good durable phone
- keypad lock
- vibrate feature
- built in flashlight on handset

552 HANDSET

6" x 2" x 1"



- 200 contact storage
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Models

F1 Pro	JUNIPER	SPRUCE	ASPEN	HICKORY	MAPLE	CYPRESS	REDWOOD	BIRCH	OAK	ELM	CEDAR
F1 Horizon	**EAGLE**	**FALCON**	**BLUEBIRD**	**DOVE**	**CARDINAL**	**WREN**	**FINCH**	**ROBIN**	**LARK**	**SWAN**	**CHICKADEE**
SMS/Text Messaging	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✗
Voice Messaging	✔	✔	✔	✔	✔	✔	✔	✔	✗	✔	✗
Picture Messaging	✔	✔	✔	✔	✔	✔	✔	✔	✗	✗	✗
Camera	✔	✔	✔	✔	✔	✔	✔	✔	✗	✗	✗
Picture Gallery	✔	✔	✔	✔	✔	✔	✔	✔	✗	✗	✗
Music Player	✔	✔	✔	✔	✔	✔	✔	✗	✗	✗	✗
Sound Recorder	✔	✔	✔	✔	✔	✔	✔	✗	✗	✗	✗
File Manager	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✗
Touch Screen	✔	✔	✔	✔	✔	✔	✔	✗	✔	✔	✗
Weather	✔	✔	✔	✔	✗	✗	✗	✗	✔	✗	✗
Waze Navigation	✔	✔	✔	✔	✔	✗	✗	✗	✗	✗	✗
Here Navigation	✔	✔	✔	✔	✔	✗	✗	✗	✔	✗	✗
Bluetooth	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
WiFi	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Hotspot	✔	✗	✔	✗	✔	✔	✗	✗	✗	✗	✗
Text-only Email	✔	✔	✗	✗	✗	✗	✗	✗	✗	✗	✗
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Portable Phone Kits



PCB Series

Built-in 8v Lithium Battery Pack with more than one day of runtime. Charge the kit with 12v DC or 120v electric. Both chargers are included. Mounted in 10" x 8" x 5" hard plastic weatherproof case.

- *Available corded or cordless.*



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POPULAR MODEL

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- *Available corded or cordless.*



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G630



- Durable
- 200 contacts
- Keypad lock
- Vibrate
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- Flashlight
- 6" x 2" x 1"

GR700



- Dust proof
- Splash resitant
- 500 contacts
- USB charging port
- Bluetooth
- Keypad lock
- Vibrate
- Alarm clock
- Flashlight
- 6.25" x 2" x .80"

G800



- 500 contacts
- USB charging port
- Bluetooth
- Keypad lock
- Vibrate
- Alarm clock
- 5.25" x 2" x .65"

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- This phone does not have a touchscreen

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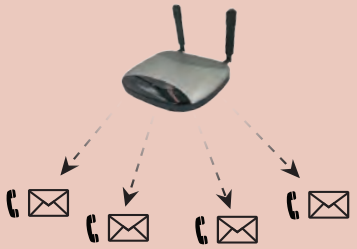
MULTIPLE VOICEMAIL SYSTEM!



Are you wishing for a voice mail system with multiple extensions but do not want to pay the price for Landline or Voip Phones? We now have a multiple voice mail plan for Black Boxes! A very affordable way to have more than just one voice mail on a black box!

- Compatible with our Starlight Phone Service for Verizon, AT&T, and T-Mobile
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Are you **Looking** for a **Job?**

Businesses Do you want to **Hire?**

Please visit our website: www.plaintalentconnection.com

Don't have internet access? Fax or Call us:
- Get the current job listings mailed or faxed to you.
- Businesses can receive a form to fill out and return for us to list your job for you.

HOW IT WORKS
- Businesses within the plain community post jobs on Plain Talent Connection.
- Plain Talent Connection advertises with a focus to reach the plain people across the nation.
- Plain people across the nation seeking jobs see the Plain Talent Connection advertisement and connect their talent with businesses.

ADVERTISING

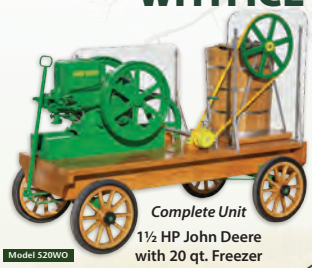
Plain Talent Connection advertises in the following print magazines:
Plain Community Business Exchange (PCBE), PCBE Extra, The Busy Beaver, The Busy Beaver Extreme, The Budget, Plain News, and Community Connection Magazine.

We also advertise on social media platforms, including *Facebook, Instagram, LinkedIn, Twitter, and email subscriptions.*

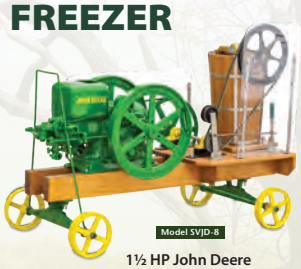
When you post your job listing on Plain Talent Connection, it will be seen by many plain people across the nation and beyond.

Connect with us on:

JOHN DEERE HIT & MISS ENGINE WITH ICE CREAM FREEZER



Complete Unit
1½ HP John Deere with 20 qt. Freezer



1½ HP John Deere 8 qt. Oak Freezer Repo JD cart

- Hit & Miss powered, Ice Cream Freezers
- Hit & Miss Engine Restoration
- Complete Units or Parts
- Valve & Head Rebuilding
- Ice Cream Freezers & Parts
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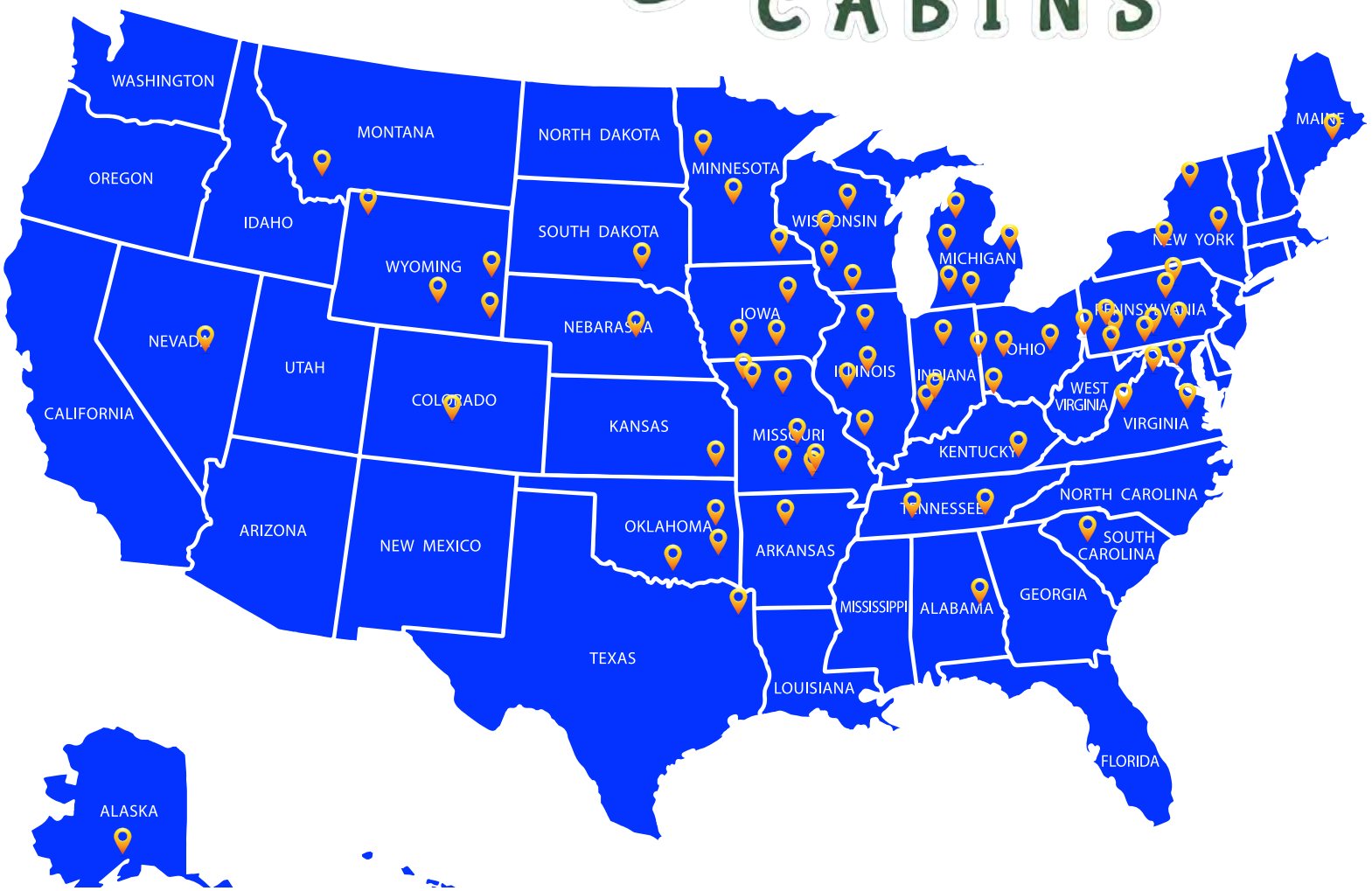

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YOU SUPPLY THE VIEW, WE SUPPLY THE WOOD



Stoney Creek
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Solid Log Walls
White Pine Log
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What We Do:
- Produce Precut Kits
- Minimize Your Assembly Time
- Ship Nationwide (And Other Countries)
- And, did we mention our Customer Service?

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- Assemble Kits
- Sell Cabins
- Deliver/Install

We specialize in portable sizes!

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Providing relief kit supplies for CAM, MCC, Samaritan's Purse and other similar non-profit organizations.

Gifts - For - Relief

Our Mission

Gifts For Relief provides relief kits (as funds are available) to be distributed to families that are stricken by poverty, disease, natural disasters and other crisis situations.



"Working Together/ Helping Others"
Providing supplies for relief aid kits



"Beloved, thou doest faithfully whatsoever thou doest to the brethren, and to strangers." III John 5



A group of students receiving School kits.

Ways you can help:

1. Donations received enable us to send more relief aid kits to be distributed to those in need.
2. Spend an enjoyable evening with family and friends assembling the relief aid kits.

Gifts-for-Relief
Warehouse address:
5711 Limeville Rd, Gap PA 17527
Ph #717-442-5262
Office address: 5556 Limeville Rd.

With community support, **Gifts-for-Relief** will change to **White Horse Relief Center** to provide more Missions-at-Home projects.

SAVE THE DATE



8TH ANNUAL Plain Communities PALLET SHOP Get-Together — JULY 17-18, 2025 —

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If you did not receive a form to register, please call Ervin Miller — 231-825-2884

There is registration fee after June 10, 2025 of $10.00 at the door.

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Cornerstone



Proposed building to start in 2026

The Dream

What if we could have a place to go to in the Anabaptist community that would offer general physical healthcare with the understanding of natural and medical procedures? What if in rehab, we could receive and help in a relaxed setting without high costs? What if my son has a broken arm and needs someone to do an x-ray and care for it? What if my daughter has a health deficiency and needs bloodwork done?

In 2010, a vision was stirred. What if this could be started as a non-profit organization? This could be run with **Christian values and the Support of Churches**.

The Present

God has opened doors! After a lot of effort and working through township restrictions. **Cornerstone Retreat** was founded in 2012. It was started in a small home with a doctor's office in New Providence, PA.

In 2018, **Cornerstone Retreat** was in need of expansion and decided to lease a commercial facrility in Gap, PA. to meet growning needs, we increased our services such as, Cold Lazer therapy, Pulse Machine, Hyberbaric Oxygen chamber, various IVs, Professional Licensed Physical therapist, Foot Detox, ERE, Water Massage Bed, Oil Massages, Oxygen Concentrators, a professional Licensed Doctor for head injurues and much more. This equaled an increase of patients and Cornerstone again is being overloaded, with real estate rental leases set at a high price. We are looking at all options. What if we could find land and build a community funded building in a clean and relaxed atmosphere?

With humble hearts we thank the community for their support in the past and present. All honor and praise to God to provide our needs.



The Vision

Cornerstone Retreat is preparing to build a single-story 30,000 sq. ft. healthcare facility in Paradise, PA. We are asking for prayers to guide our steps as we move forward. Our building plans include 12 rooms for overnight stays, biological denistry, x-rays, wound care, IVs, ultrasound, EKG, and much more! We are asking the community for funds to achieve a community-funded healthcare for our future generations. Any help towards this non-profit organization's project will be appreciated!

Funds can be sent to any branch of Bank of Bird-in Hand. The address of the main office is

309 Ronks Road, Bird-in-Hand, PA 17505

Make checks payable to CRBE (Cornerstone Retreat Building Fund)

Anonymous donations can be sent to Anabaptist Foundation and put Cornerstone Retreat Building Fund on the memo line.

Cornerstone is an arm of the Old Order Amish church and a non-profit organization and 501 C 3.

White Horse Relief Center

Gifts For Relief

But thanks be to God, who in Christ always leads us in triumphal Procession, and through us spreads the fragrance of the knowledge of him everywhere.

2 Corinthians 2:14

White Horse Relief Center
DBA: Gifts-for-Relief
a 501(c)(3) non-profit organization
Future Location, Gap, PA

We're building a new facility and would like to share our vision with you.



PHASE 1 — Purchase completed August 5th, 2024 — LAND PURCHASE

PHASE 2 — 100% funded and currently under development — SITE DEVELOPEMENT

PHASE 3 — 55% funded — BUILDING CONSTRUCTION

White Horse Relief Center exists to provide:

- relief-kit supplies for CAM, MCC, Samaritan's Purse, and other similar organizations.
- a center for quilting, sewing, soap-making, and relief-kit packing.
- a warehouse for distribution of relief supplies.
- a place for the local plain community to volunteer their time for relief and missions projects.
- an opportunity for the local elderly to volunteer as desired, possibly on a scheduled weekly basis.
- a local channel for monetary and volunteer resources to be utilized for missions abroad.
- a planned location for MCC meat canning.
- office space for Old Order Amish hospital aid.
- sorting, inspecting, packing, and shipping of area-produced relief kits

FAQ

Is this a community center?

No. Our vision is a community relief aid facility. It will not be used for fundraisers or social/sporting events.

Is this a new organization?

No. "White Horse Relief Center" has been in operation as "Gifts For Relief" since 2012. Our previous location is running out of room!

This is a place where local people, especially the elderly, can gather to donate time and help with preparing and packaging kits for missions like CAM, MCC, and Samaritan's Purse.

Call: 717-442-5262 for relief kits.



MEAT CANNING



SEWING & QUILTING



SOAP MAKING

MANY HANDS MAKE LIGHT WORK

Would you consider being a monthly donor?

Number of Donors	Monthly Commitment $ per Donor	Total Annual Donation $ per Donor	Total Annual Donation $ for Mission
500	$250	$3,000	$1.5 Million
1,000	$125	$1,500	$1.5 Million
2,000	$62.50	$750	$1.5 Million

Ministerial Committee
Mose Fisher (00A); Gap, PA
Omar J Stoltzfus (00A); Gap, PA
James Stoltzfoos (00A); Gap, PA
Allen Stoltzfus (00A); Gap, PA
Sam Lapp (00A); New Holland, PA

WHRC / GFR Board Members
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Chester Stoltzfus (AM); Honey Brook, PA
Omar F Stoltzfus (00A); Coatesville, PA
J Omar Stoltzfus (AM); Christiana, PA
Daniel S Stoltzfus (00A); Gap, PA
John Lapp (00A); Gap, PA

Financial Committee
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Sam King (00A); 717-442-8416

Isaac M Blank (00A); 717-768-0920
Peter Martin (00M); 717-354-4408
Lee Stoltzfus (00A); 484-630-7755

Building Committee
Christ Stoltzfus (00A); 717-768-0665
Ezra H Beiler Jr (00A); 717-629-5898
Elam R Stoltzfus (00A); 717-629-3159

Please complete and include this form with your gift.

Name (First & last): _____

Mailing Address: _____

_____

Phone Number: _____

Email (if applicable): _____

☐ Please mail me a receipt ☐ Please add me to your mail list

Make checks payable to: White Relief Center
Mail your donation to: PO Box 218, Narvon, PA 17555

To Make an anonymous donation, make check payable and mail to:
Anabaptist Foundation, 55 Whisper Creek Dr., Lewisburg, PA 17837

DONATION AMOUNT
☐ $25 ☐ $100 ☐ $1,000 Other: _____

I WANT TO CONTINUE SUPPORTING WHRC!
☐Monthly ☐Quarterly ☐Annually ☐One-Time
☐I would like to use ACH Automatic-Monthly-Deposit

I PREFER MY FUNDS TO BE USED FOR:
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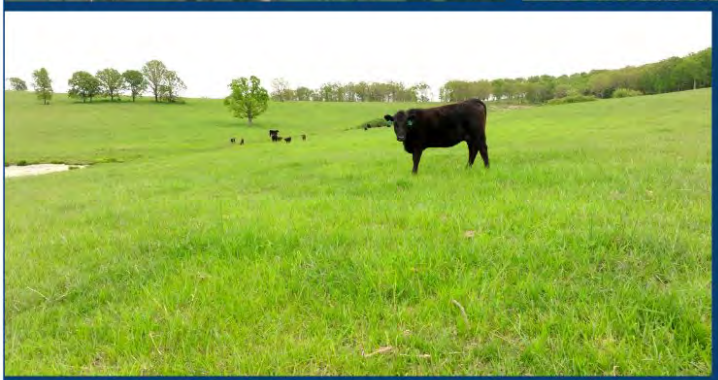





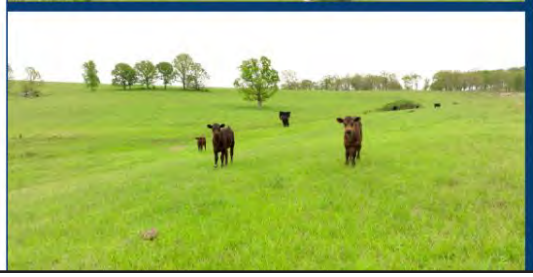

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Receiving consignments Tue-Wed-Thur auction week 8 am to 5 pm Fri. till dark. Pets Sat. Morning

Send all correspondance (not Items) to: 7562 McCarriger Rd. Ovid, NY 14521

Auctioneers: Andy Raber, David Miller, Nelson Weaver and more.

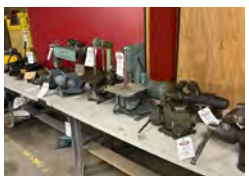


Major Liquidation of Metalworking & Woodworking Shops
















June 25-26, 2025

Lots Start Closing @ 10:00 AM EDT

Timed Online Auction – Open to All Bidders

18% Buyers Premium

Moses B. Glick, LLC is conducting a major 2-day online auction featuring the complete liquidation of multiple metalworking and woodworking shops. This event includes a broad selection of industrial machinery, shop equipment, and support tools from well-maintained operations.

Auction Highlights: Equipment from multiple retiring businesses,100s of quality lots - everything sells to the highest bidder, Inspections available by appointment, All items sold as-is, where-is, Nationwide shipping assistance available

Day # 1 350 Lots to Include: Hand Tools, Wilton Bench Vises, Allen Wrenches, Hammers, Ridgid Threader dies, Pipe Benders, Hand Files, Open End Wrenches, C Clamps, Grease Guns, Test Equipment, Hand pumps, Small Parts cabinets, Martin Sprockets, Timken, SKF, Sealmaster, Linkbelt, Dodge Bearings& Etc., drill Bits, Tig & Stick Welding rods, Welding supplies, Mig wire, 2-yale ½ ton Electric Chain Hoists, Yale 1 Ton Air Chain Hoist, Dayton 1 ton electric chain hoist, 2-Coffing Electric chain Hoist, 6-Arbor Presses, Rotary Tables, Angle Blocks, Lathe chucks, Jacobs chucks, Tsudakoma RNA-320 Rotary Table, Steel surface plates, Granite Surface Plates, Brute machine Bases w/X/Y Positioners, Bench Grinders, Benchtop Belt Sanders, Tool Holders, Milling cutters, High speed Tooling Cutters, Reamers, Collets, stronghold Cabinets, Two door Cabinets, Vidmar cabinets, Workbenches, Workbench tool cabinets, 10-Diversitech Fred Air Filter Smoke Eaters, 3-Miller CP_302 Welders, 2-Esab 352Cv welders w/mig4hd wire feeders, Miller S-74MPA Plus Wire feeder/arm, Idealarc R3S 230 Amp welder, Hobart Beta-Mig 200welder, Miller Syncrowave 250, 2-Miller Coolmate 3, Miller Coolmate 4, , Lift tables, Pallet Jack Lift Tables, Lockers, Machining Bar Stools, Plus numerous Other items.

Day # 2 Approximately 300 Lots of Metalworking & Woodworking Machinery: Bridgewood Shaper, Martin Table Saw, Grizzly GO798 Down Draft Table, Kalamazoo 18-V-10 Startrite Bandsaw, Delta Bandsaw, Powermatic Bandsaw, 2006 Selco EB70L Active Panel Saw - Precision CNC Beam Saw, Whirlwind 216 Upcut Saw w/Tigerstop Pusher Feeder , Qingdao sdr3r-p1000 Wide Belt Sander, Wysong MTH140-144 140 Ton x 12' Hydraulic Press Brake, Nice!!, RAS 74.40 Folder w/racks full of dies, Flow Dynamic Water Jet Cutting Machine, EUROMAC MTX INDEX 33 Ton CNC Turret Punch Press, Cincinnati 135CB x 10 135 Ton Press Brake, Niagara HD100-8-10 100 Ton press brake, Niagara shear, Pexto 10-U-10B 10 GA Mechanical Shear, IEMCA Master 880 MP-E Bar Feeder, MORI SEIKI SL-2 CNC Turret Lathe, DoAll Surface Grinder, MSC 7" x 12" Horizontal Band Saw, Hyd-Mech S20 Horizontal Metal Cutting Bandsaw, Fadal VMC4020 CNC Vertical Machining Center, Daewoo Puma 240 MS CNC Lathe Turning Center

Pexto 137-L 16 Ga. Foot Pedal Shear, Tennsmith H52 16 Ga Shear, Pexto 16 Ga Foot shear, Mitsubishi DWC-110H Wire EDM, Mitsubishi M35J Wire EDM, EMCO Turn240 Machining Center, 2- Emco Emcotronic T-1 Machining Centers, Kitamura Mycenter-3 Vertical CNC Machining Center, 3-Kitamura Mycenter-2 Vertical CNC Machining Center, Milling Machine Vises, 5-Bridgeport Milling Machines, Leblond Engine lathe, Monarch engine lathe, Clausing Colchester 20" Engine Lathe, Clausing Engine Lathe, Knuth Basic 180 Super Engine Lathe, Clausing Engine Lathe, Devilbiss 15 Hp air compressor 120 Gallon Tank, Champion air Compressor on tank, Gardner Denver 25 Hp Air Compressor, Atlas Copco GA50VSD Rotary Screw Air Compressor, Ingersoll Rand SSR-EP75 75 hp Rotary Screw Air Compressor, Ingersoll Rand UP6-15CTAS-125 Air Compressor, Ingersoll Rand IRN15H-CC-115H 60 CFM Air Compressor, Quincy 370 Reciprocating Air Compressor, Air Dryers, Tooling, Hudson S-325 30 Ton Press, MS SP588 Platen Press, Pedestal Grinders, Collets, Cat 5 Tool Holders, Evans Machinery Straightener, Dust Collectors, JRI Industries Parts Washer, Graco Gun Washer, Burr bench Parts Tumbler, Royson Meida Parts Tumbler, Econoline Sandblaster, Electric Kilns, Grieve Oven & plus other items to numerous to mention.

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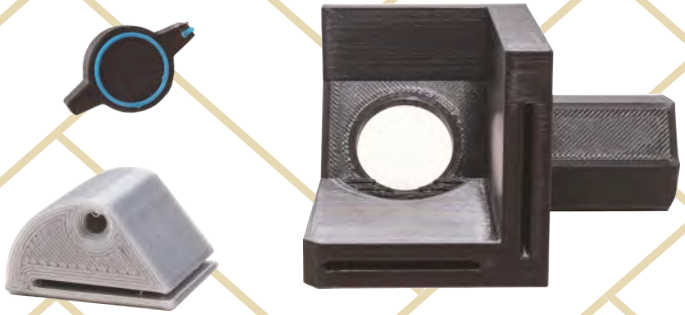

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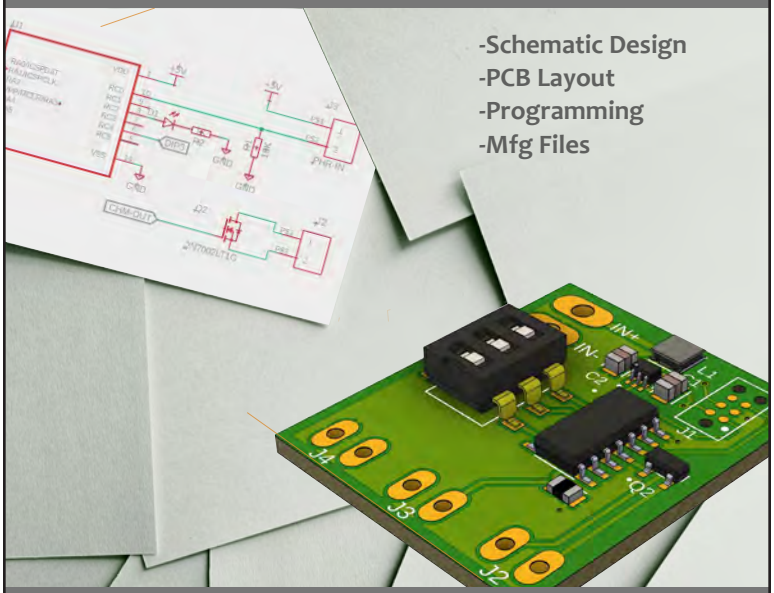

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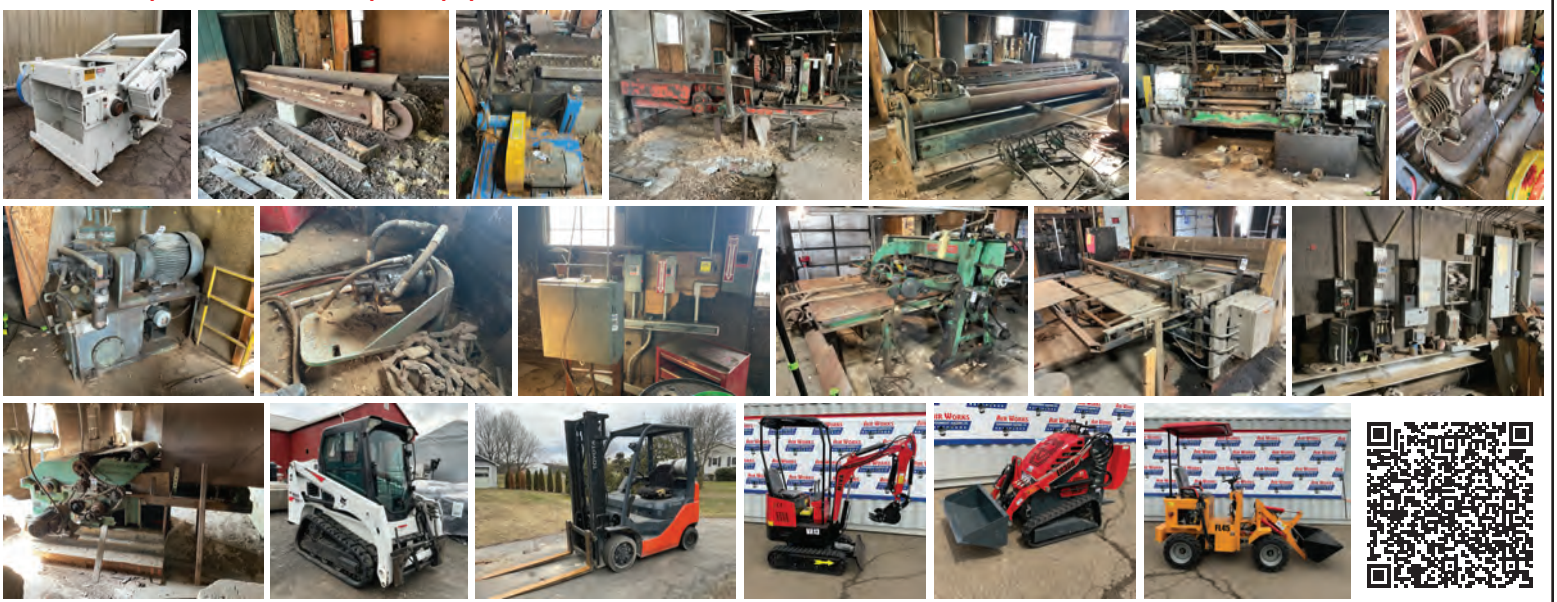

Visit our website for a complete listing. Any Questions Contact: Auction Manager Emanuel 330-749-7259 or Loadout Manager Elliot Walters 330-575-2014

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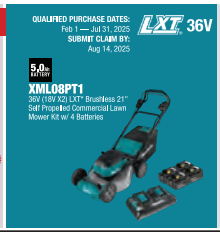

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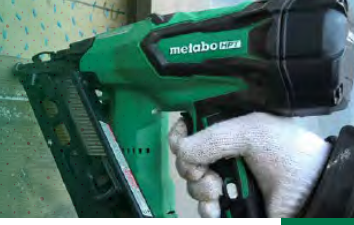

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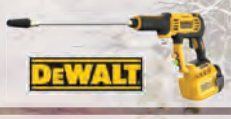

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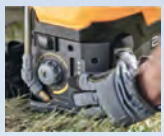

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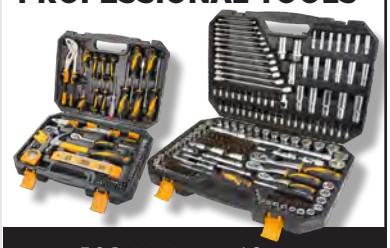

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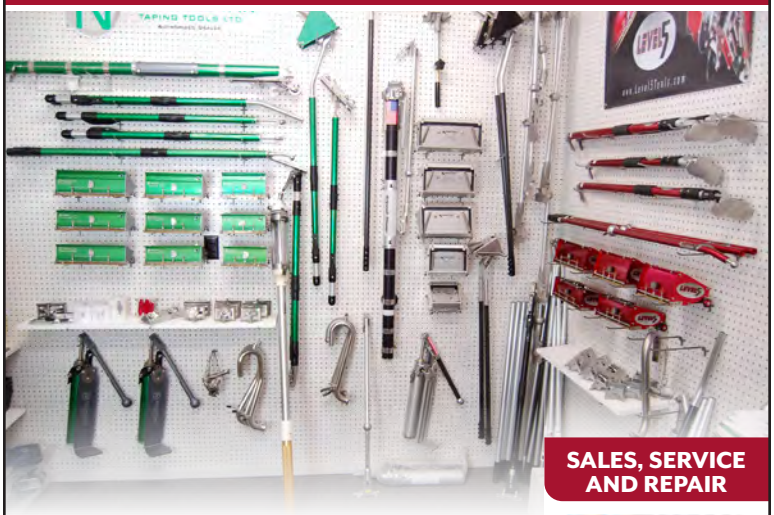

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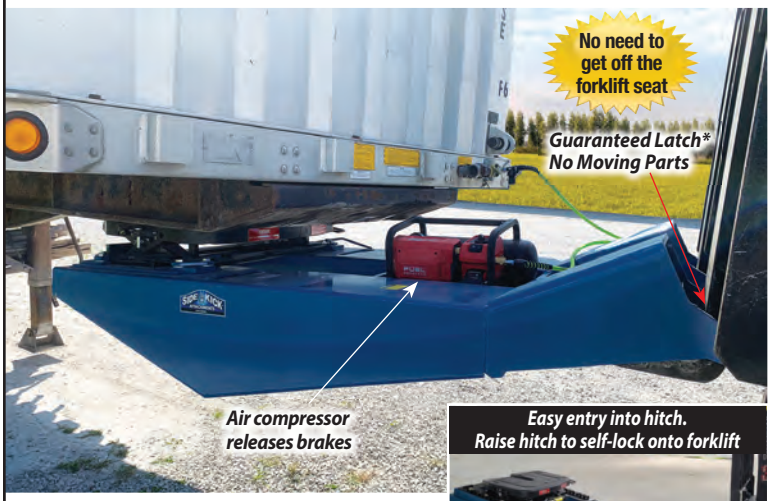



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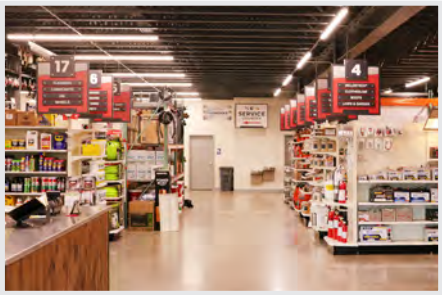

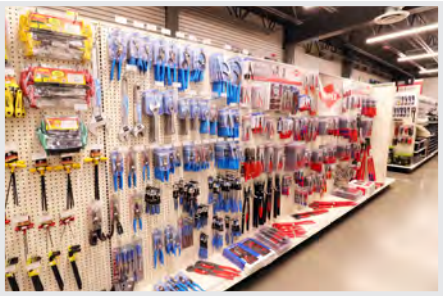



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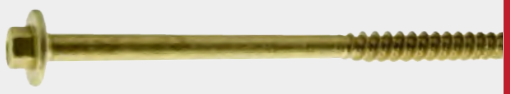

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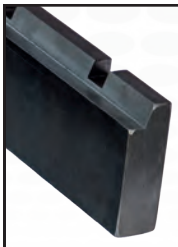

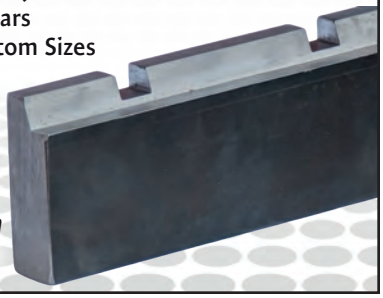

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2021 Diesel
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$32,900 UNIT #3290



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2016 Diesel
3,299 hrs.

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CAT DP70
15,000 lb. cap.
2008 Diesel
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2,524 hrs.
Price does not include LPG tank

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6,879 hrs.
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2018 LPG
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Toyota 7FDAU50
11,000 lb. cap.
2009 Diesel
10,941 hrs.

$22,900 UNIT #3183



Toyota 8FDU25
5,000 lb. cap.
2021 Diesel
6,479 hrs.

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CAT GP25N
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2019 LPG
5,657 hrs.
Price does not include LPG tank

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CAT GP25N
5,000 lb. cap.
2019 LPG
6,047 hrs.
Price does not include LPG tank

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Toyota 8FDU25
5,000 lb. cap.
2020 Diesel
3,919 hrs.

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8FGCU35U-BCS
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2,466 hrs.
Price does not include LPG tank

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Toyota 8FGU15
3,000 lb. cap.
2019 LPG
893 hrs.
Price does not include LPG tank

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Price does not include LPG tank

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Toyota 8FDU18
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4,728 hrs.

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Toyota 8FGU32
6,500 lb. cap.
2020 Diesel
11,460 hrs.

$18,900 UNIT #3342

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Toyota 8FGC35U
8,000 lb. cap.
2016 LPG
11,592 hrs.
Price does not include LPG tank
$14,900 UNIT #3369



Toyota 8FDU30
6,000 lb. cap.
2015 Diesel
10,099 hrs.
$18,700 UNIT #3355



Toyota 8FGU25
5,000 lb. cap.
2017 LPG
8,973 hrs.
Price does not include LPG tank
$16,400 UNIT #3307



Toyota 8FGU32
6,500 lb. cap.
2018 LPG
11,050 hrs.
Price does not include LPG tank
$17,400 UNIT #3339



Hyster H110XM
11,000 lb. cap.
2003 Diesel
9,192 hrs.
Price does not include LPG tank
$16,900 UNIT #3294



Inicarrier
MP1F2A25LV
5,000 lb. cap.
2015 LPG
7,615 hrs.
$15,900 UNIT #3368



Toyota 8FGCU32
6,500 lb. cap.
2018 LPG
6,541 hrs.
Price does not include LPG tank
$15,900 UNIT #3313



Toyota 8FDU20
4,000 lb. cap.
2022 Diesel
5,789 hrs.
$15,900 UNIT #3376



Toyota 8FDU15
3,000 lb. cap.
2020 Diesel
6,590hrs.
$14,900 UNIT #3292



Hyster H35FT
3,000 lb. cap.
2017 LPG
6,773 hrs.
Price does not include LPG tank
$14,900 UNIT #3216



Raymond 425-C30TT
3,000 lb. cap.
2016 Electric 36v
8,790 hrs.
$13,900 UNIT #3194



Toyota 8FGU25
5,000 lb. cap.
2017 LPG
10,849 hrs.
Price does not include LPG tank
$12,400 UNIT #3338



Toyota 8FGCU32
6,500 lb. cap.
2019 LPG
7,646 hrs.
Price does not include LPG tank
$13,900 UNIT #3305



Toyota 8FGCU25
5,000 lb. cap.
2018 LPG
7,000 hrs.
Price does not include LPG tank
$13,900 UNIT #3328



Toyota 8FGCU30
6,000 lb. cap.
2016 LPG
10,768 hrs.
Price does not include LPG tank
$12,700 UNIT #3337



Yale
GLC050VXNUSE083
5,000 lb. cap.
2007 LPG
3,577 hrs.
Price does not include LPG tank
$10,700 UNIT #3344



Toyota 8FGCU30
6,000 lb. cap.
2007 LPG
9,460 hrs.
$9,700 UNIT #3283



CAT GP25K
5,000 lb. cap.
2002 LPG
14,377 hrs.
Price does not include LPG tank
$10,900 UNIT #3350

- Units come with a warranty
- Units come leak free, serviced and ready to use.
- Call for parts or technical support when you need it
- Shipping and financing available

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Call today to plan your warehouse layout!

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FORKLIFTS FOR SALE



2018 Linde H25D Diesel, 5000 lb cap,
3 stage, sideshift, 3,667hrs
$19,100



2014 Toyota 8FGU25 LP, 5000 lb cap,
3 stage, sideshift, 2,909 hrs
$23,300



2017 Toyota 8FGCU25 LP, 5000 lb cap,
3 stage, sideshift, 5,991 hrs
$13,200



2020 Combi C6000 LP, 6000 lb cap,
3 stage, sideshift, fork positioning, 6,480 hrs
$36,700



2017 Toyota 8FGCU18 LP, 3500 lb cap,
3 stage, sideshift, 605 hrs
$16,200



2019 Doosan D25S-7 Diesel, 5000 lb cap,
2 stage, sideshift, 6,875 hrs
$11,100



2017 Toyota 8FGCU15 LP, 3000 lb cap,
3 stage, sideshift, 12,700 hrs
$6,860



2018 Toyota 8FBCHU25 EL, 5000 lb cap, 3
stage, sideshift, single double forks, 14,365 hrs
$4,900



2016 Unicarrier LP, 5000 lb cap,
3 stage, sideshift, 4,965 hrs
$8,850



2020 Crown C5 1000-50 LP, 5000 lb cap,
4 stage, sideshift, fork positioning, 8,779 hrs
$6,850



2019 Yale ESC040 EL 4000 lb cap,
3 stage, sideshift, 7,089 hrs
$6,700



2022 Toyota 8HBW23 EL, 4500 lb cap,
With built-in 120v charger
$2,900

Financing Available!

Call today for more info

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IDEAL REDI RAMP
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FORKLIFT RAMPS

7' X 30' – 16,000 LB. CAPACITY
8' X 30' – 16,000 LB. CAPACITY
7' X 30' – 20,500 LB. CAPACITY
8' X 30' – 20,500 LB. CAPACITY
6' X 18' – 6,000 LB. CAPACITY
Custom built ramps up to 30000 LBS

Width inside of Curb: 84" to 96" wide	**Incline Section:** 20' long plus 1' HD lip plate	**Hinged/ Adjustable upper level off plate:** 8' long plus 1' HD Dock plate	**Finish:** Black powder Coat
Overall Length: 30'	**Side Curbs:** 5" tall		**Loading HT:** 36" to 54" utilizing 42" hinge ht.

Built in America

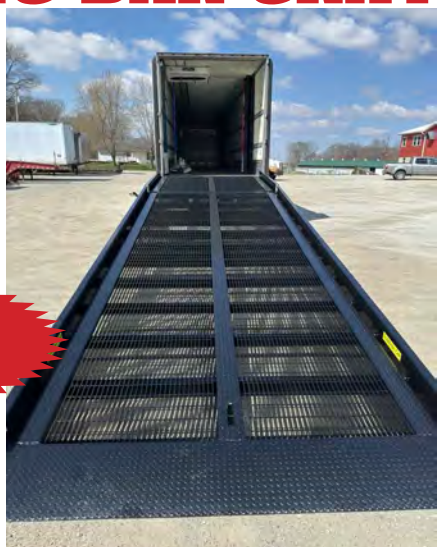
Certified by PEI

FORKLIFT DOCK RAMPS
16,000LBS – 20,500 LBS

SELF CLEANING BAR GRATE DECKING

- NO TOOLS
- NO ELECTRICAL
- NO HYDRAULICS

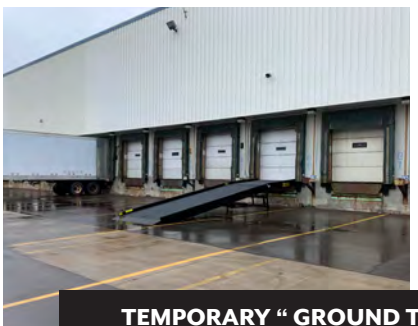
CUSTOM BUILDS AVAILABLE

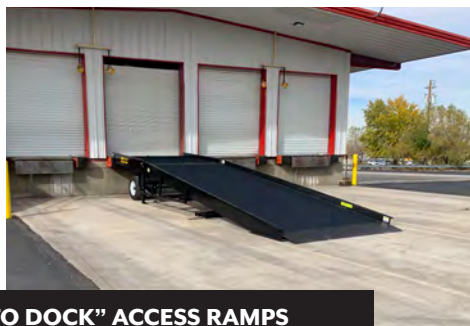


- Spring assist eliminates lowering and raising hinge height.
- Simply raise and lower handle for various loading height.



OPTIONAL WHEEL KIT WITH FORKLIFT HITCH





TEMPORARY " GROUND TO DOCK" ACCESS RAMPS

Tires for Forklifts

Air Pneumatic, Solid Pneumatic, Cushion and Forklift-to-Skid Steer Tire Conversions



Air or Solid Pneumatic Forklift Tires

- Available in Black or Non Marking
- Deep tread for maximum traction
- Premium 3-stage construction for smoother ride and better performance



Wide Track Press on Tires for Cushion Tire Forklifts

Maximize you Traction on your cushion tire forklift

- Available in traction or smooth
- Black or Non Marking
- Upgrade to a wider tire for more traction





Skid Steer Tire Conversion Kits for Forklifts

- Designed for more traction than traditional forklift tires
- Available in solid or for a smoother ride, use foam filled tires

RIM EXCHANGE OPTION.
We can press tires on your rims or ask about our rim exchange option.

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2019 CROWN FC5225-55

5500lb 3-stage 48 volt electric cushion tire forklift. Side shift with Cascade single/ double attachment. 14675 hours, Very nice and Well maintained

$8,000.00



1998 CAT 2EC25

5000lb 4-stage 36 volt electric cushion tire forklift. Side shift with 42" forks. 4660 hours Decent

$5,400.00



2016 CAT/MISTIBISHI FBC25N2

5000 lb 3-stage 36 volt electric cushion tire forklift. Side shift with 48" forks. Very nice, only 971 hours

$14,500.00



CLARK GPX25E

5000 lb 3 stage solid pneumatic tire forklift. 4 cylinder gasoline engine, 48" forks. Good condition, and runs Good. Only 2262 hours.

$8,800.00



2015 HYSTER V30ZMU

3000 lb 3 stage 48 volt electric swing reach forklift. 232" max lift, 118" lowered. Has wire guidance. Like new, only 107 hours.

$41,500.00



2018 HYSTER E40HSD3-21

4000 lb 4-stage 36 volt cushion tire forklift. Side shift with 42" forks. 7,512 hours Good condition

$6,800.00



2014 CROWN C5-1,000-50

Lp, 3-stage, cushion tires, side shift with 42" forks 7,969 hours runs good

$7,000.00



2020 RAYMOND 4750C50

5000 lb., 3-stage, 36 volt electric, cushion tires, side shift with 48" forks 1,930 hours good condition

$9,100.00



MARK STOLL

1985 Poplar Hill RD Liberty KY 42539

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FIVE STAR LIFTS

We are now servicing forklifts
and doing some diesel repairs.

2019 GLC70VX Yale
3 stage, finger tip controls, 14000 hr



$6,500.00

2008, H120 Hyster
3 stage, side shift, Cummins diesel, 18,000 hr



$11,500.00

C500 Clark
124in 2 stage, 29in tires, 7810 hr



$2,500.00

8FGCU25 Toyota
3 stage, 4 way valve, 16,800 hr

$9,200.00



Give us a call anytime for an inventory of used forklifts and/or with any questions

Call **Randall Sauder**
567-398-5448
- email: sauderauctions@ibyfax.com
- 7180 Ganges 5 Pt. Rd., Shiloh, OH 44878

2005 JCB 930

930 JCB 6000 lb.
capacity 4500 Hrs. 2wd



$19,500.00

4X4 ROUGH TERRAIN

4x4 Rough Terrain 705 Hours
6000 Lb. Cap Hyd. winch



$19,500.00

4X4 ROUGH TERRAIN

4 wheel drive rough
terrain, lift cap. 6,000,
600 hours, works good,



$27,500.00

G30E DAEWOO

6,360 hrs. 82inches
high, lift cap. 6,000 good
working condition,



$7,500.00

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Simple Basic Wiring



26 ½" Tire

Rubber Shock Axle
20" Tires.

DELIVERY ANYWHERE

Options

- Quick attach
- 3 stage
- Side Shift
- Rear foam filled Tires
- Low LP Light
- Hitch on Back
- 82" maximum height

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$34,500



V Max fork lift

Comes with quick attach side shift 8' snow blade, a set of rubber wheels and a set of belted wheels.

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LINDE BUYOUT!

These were rental forklifts all from one place that was bought out by another dealer selling other brands. Giving a rare opportunity to own some well maintained, lower hour machines. Most of these have new paint.

Genie GR12 Runabout
12' lift, extendable platform, onboard charger 104 hrs
$4900



2012 JLG Toucan E33MJ
Electric 24v manlift w/ extendable jib 297 hr on board charger
$18,500



2018 Linde E30PL
6,000lb, 80 volt, 190" lift, ss/fp, dual pedal, dual joystick fingertip controls, only 1,280 hr., barely broke in, 12.5 MPH drive speed, new base price today of $86k., (2 Available)
$38,500



2019 Linde E25C
48 volt, 5000lb, cushion tires, 3 stage with sideshift, 48" forks, 4475 hr., fingertip controls, (2 Available)
$14,900



2018 Linde E25PL
5000lb, 80 volt, 190" lift, ss/fp, dual pedal, dual joystick fingertip controls, only 1465 hr. 12.5 mph max drive speed. Really hard to find used.
$34,500



2020 Linde H25T-600
5500lb. LPG, 196" lift, fingertip controls, 4-way hydraulics, ss & 1 aux. to carriage. Keyless start, only 552 hr. like new, (2 Available)
$42,500



2019 Sprint Manlift
Powered Platform, 12' lift height (18' working height), (5) available: (2) used, up to 170 hr,
$8,500,
(3) brand new,
$12,500
still on mfg. pallet



Crown Wave
Several units available, 7' lift or 12' lift, From
$3,800



2021 Linde H45D
3 stage, diesel, 184" lift, 4-way hydraulics, 2 available, 10,826 hr.-**$26,900**/12, 311 hr.-**$26,500**, dual pedal, 9k capacity, cab with heat, doors missing.



2019 Linde Baoli KBG25C
5000lb. capacity, 185" lift, new treaded tires, new paint, ss with 48" forks, 708 hr.
$14,900



2019 Linde Baoli KBG25C
5000lb capacity, 185" lift, 1096 hr. ss with 48" forks, side panels missing, runs strong. **$13,600** as is



2016 Linde H27CT-1313
hard-to-find 1313 series forklifts, 5500lb. 185.5" lift, 4-way hydraulics on all, new tires. 3 available units, 6793 hr. ss w/ treaded tires **$15,000**
12,399 hr.ss/fp
$15,000
13,869 hr. ss
$13,500



INVENTORY REDUCTION

2015 Crown FC4525-60
6000 lb 48v 3450 hr 236" lift monotrol foot pedal 48" forks ss/fp
~~**$17,900**~~
$9,500



2012 Hyster E65XN-40
48v forklift w/turret attachment forks swivel 180 degrees and extend fully on either side 5757 hrs
~~**$19,500**~~
$9,500



2019 Linde H20CT-600
4500lb capacity 189 lift 15,503 hrs
~~**$9500**~~
$7500



2017 Raymond 5200PC30TT order pickers
180" lift 1750 &
2100 hrs very clean units
24 volt
~~**$11,500**~~
$9,500



2013 Clark ECX25
5500lb 36v 5785hrs 42" forks ss/fp
87/189" lift 3 stage
~~**$14,900**~~
$9,500



2016 Hubtex MQ25
5500 lb. 196" lift. 8 way steering, forks spread out to 90" wide. 48 volt with charger. Only 517 hr. Very compact for the capabilities.
And I used to think combi lifts were neat!
$55,000



2018 Linde H35D
7500 lb, 189" lift SS/EP w/ lumber forks
Full cab w/ heat 7,997 hr
$24,900



2019 Linde E18
3 wheel, 3500 lb, 188" lift SS Fingertip controls, 48 volt 5255 hrs
$14,250



2017 Linde E30
6000 lb, 80V sit-down 189" lift, side shift, several available
$16,500



2017 Linde H20T
4000 lb, 3-stage SS, 189" lift, 6260 hr,
$9,800



2017 Linde H30T
3 stage, 3 way hydraulics. 3150 hrs. Runs strong, needs cosmetics, cylinders need repacking, could handle new paint. Bare carriage
$9500 as is. More project machines available!



Tennant 6400 Ride-on Sweeper
2706 hr 36" main brush, 36 volt, Runs nice
$10,250



2019 Yale ECS040
stand on clean machine 241" lift SS w/48" forks
~~**$10,750**~~
$9,500



2000 Landoll Drexel Swing-mast SLT30
3 Wheel 190" lift, 3000 lb capacity, 36 volt, 6534 hrs Mast swings 90° to right & sideshifts full width of machine **$9,500**



2021 Hyundai 25B-9U
48 volt electric, 5,000lb cap., solid pneumatic tires allowing for outdoor use. Several configurations available,
3 & 4 stage masts, 3 or 4 way hydraulics, hours from 850 to 4,900, on-board scales, nice from
$9,500



2021 Hyundai 25B-9U
5000 lb, 3-stage, W/ carton clamp, 48 volt electric, 4999 hr,
$10,500



2007 Sellick S60J3-2
6,000 lb, 2wd, 169" lift, All terrain forklift, 4 cylinder JCB turbo deisel, 14,142 hr, very powerful machine, 19mph drivespeed, tinted glass, air ride seat, cab w/heat
$22,500



1997 JCB 930
Meter reads 582 hr, Perkins Diesel, new steer tires, stuck in 4wd mode, needs possible tuneup wiring etc. runs and operates well
$17,500 as is



JD Mower: 2016 John Deere Z960R mower
60" deck 1612 hrs. mulch or side discharge 999 cc Kawasaki gas engine nice
~~**$6900**~~
$5,750 OBO



1977 Worthington Monorotor Screw Compressor
195 psi max,
$3,500 OBO



Motrac stock chaser carts
36volt, standon, onboard chargers, several available, low hours
Call for details



2012 Yale order picker
36volt, 213" lift, has base side rollers for narrow aisle use, 7916 hrs, 50" forks
$8,250



Coming Soon

2 tiny Toyota mini sit-downs.

2017 John Deere 5075M tractor, 2wd, open station

MIDSUMMER CLEARANCE, 10% OFF ALL WALKBEHINDS DURING THE MONTH OF JUNE

2013 Raymond RCS30
3000 lb walk-behind, 150" 3-stage SS w/ 42" forks, 24 volt, 2 available, 273 + 476 hr,
$10,500 each



2013 Raymond
3000 lb walk-behind. 150" 3-stage lift w/ carton clamp, 29-84" spread, 1076 hr, 24 volt,
$11,000



2020 Toyota 6BWC10 counterbalance stacker
98" 2000lb lift 334 hr. new paint decals wheels 24 volt
$10,900



2020 TASK BOA3000X legless stacker
3,000 lb cap to 98" lift, only 65 hr, this is the worlds most compact walkbehind, footprint 40"x 57" long, power steering
$14,500



2011 Yale MCW040
4000 lb walk-behind forklift, 186" lift, SS w/ 42" forks, 24 volt, 1678 hr,
$11,900



2022 Hyster W45Z-HD
4500 lb capacity, W/ built-in chargers, taller load backrest to prevent, tipped loads, Nice! Many units available, From 550 to 1440 hr,
$3,250 each



2018 Jungheinrich stacker
79" lift 2200lb. Cap. 62 hrs, hardly used
$4800

Clark CS15 stacker
3000lb to 160" lift, 24v, only 7.5 hrs, 42" forks, adjustable base legs
$9,500

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2019 JCB 150X LCD 1,460 Hrs, 109HP Cab, Heat, AC, Blade, Thumb. **$89,500**



2006 Cat 324DL 12,386 Hrs, 188HP, Cab Heat, AC, Hydraulic Coupler, Aux. **$49,500**



2014 Cat 308E2 CR 10,051 Hrs, Cab, Heat COLD AC, Hyd Cplr, Blade, Nice..... **$37,500**



1993 Cat 312 3,231 Hrs, 84HP, Cab, Heat AC, Manual Thumb, Good UC..... **$26,500**



2022 Deere 35G 353 Hrs, 24HP, Heat, CLD AC, 2 Speed, Blade, Hyd Thumb..... **$45,500**



2021 Deere 50G 4,571 Hrs, 36HP, Cab, Heat, AC, Coupler, Hyd Thumb..... **$38,500**



2014 Kubota KX121-3 5,171 Hrs, 40HP, Cab Heat, AC, Hyd Thumb, 6 Way Blade..... **$28,500**



2015 Takeuchi TB240 3,096Hrs, 35HP, OROPS, Coupler, Good Tracks..... **$25,500**



2023 Cat 963 2,940Hrs, 204HP, Cab, Heat AC, 4/1 Bkt, NEW UC, Runs Good. **$260,000**



2008 Cat 963D 14,329Hrs, 189HP, Cab Heat, AC, Good UC, GP Tooth Bkt.. **$79,500**



2004 Cat 963C 14,444 Hrs, 158HP, EROPS, Cab, Heat, AC, NEW Chain, Nice..... **$56,500**



2004 Cat 953C 11,094 Hrs, 133HP, Cab, Heat, AC, Good UC, GP Tooth Bkt..... **$61,500**



2016 Cat D4K2 XL 994Hrs, Cab, Heat AC, WINCH, Good UC, Nice... **$89,500**



2006 Cat D5G XL 8,049 Hrs, 99HP, EROPS, Cab, Heat, COLD AC, Very Clean..... **$49,500**



2015 Cat D6N LGP 12,336Hrs, 182HP, Cab, AC, Fair UC, 6 Way Blade, Runs Good.. **$56,500**



1998 Cat D5C XL HST 7,917 Hrs, 90HP, OROPS, Good UC, Runs Good..... **$34,500**



2022 Case TV370B 1,143 Hrs, 74HP, Cab, Heat, AC, Hi-Flow, Hyd Cplr, Nice. **$48,500**



2020 Cat 289D3 2,617Hrs, 74HP, Cab,Heat AC, Good UC, New Bkt, Hyd Cpl **$39,500**



2020 Kubota SSV65 3,396 Hrs, 64HP, Cab Heat, COLD AC, NEW Tires, Hyd Cp. **$24,500**



2017 Cat 259D 1,289 Hrs, 74HP, OROPS Major Rust, Runs and Operates... **$13,500**



2006 Deere 3800 8,500 Hrs, 117HP, Cab, PowerTech 4045 Eng, Mech Fuel **$37,500**



2006 Deere 244J 73HP, Cab, Heat, AC, Blank Dash, Bkt and Forks, Runs... **$18,500**



2003 New Holland LS180 3,371 Hrs, Open Cab, Foot Control, Good Tires **$15,500**



2018 Branson 1905H 141 Hrs, 19HP, ROPS 4WD, Mower, Backhoe, Loader..... **$14,500**

PINE VALLEY BOLTS

4X8X34 INCH WELDING TABLE
1 inch Thick Top on casters

$1,500.00



ELLIS 3000 SWIVEL HEAD
Bandsaw 13'6"x1" band good cond.

$3,500.00



GRIZZLY G0592
Swivel Head Metal Cutting BandSaw, Condition Unknown

$1,500.00



GRADALL GW362-G3WD WITH DITCH CLEANING BUCKET
Year: 1990 , SN: G01D500, Engine: 6 cylinder Cummins. Mileage: 64,652, Meter reads: 5,100 hours.Transmission: Automatic, Drive: 2WD. Works Good

$9,500.00



HOBART/CHAMPION 10,000 WATT, 250 AMP
WELDER W 100' LEADS ONLY 77 ORG. HOURS

$6,000.00



TRITION 150KW GENERATOR
John Deere diesel, 6068HF285 Generator Model, TP-JD150-T3 -60, 277/480 V, Only 95 Hours

$17,000.00



VERMEER 1250 TURBO CHIPPER AUTO FEED II
2229 HR SHOWING HAS PERKINS DIESEL, works well

$9,500.00



VERMEER BC 600 AUTOFEED CHIPPER
27 HP Kohler Gas Motor 8733 Hrs., works well

$7,000.00





OLIVER 18 INCH CHOPSAW
Model 94-DH
3 Phase

$950.00

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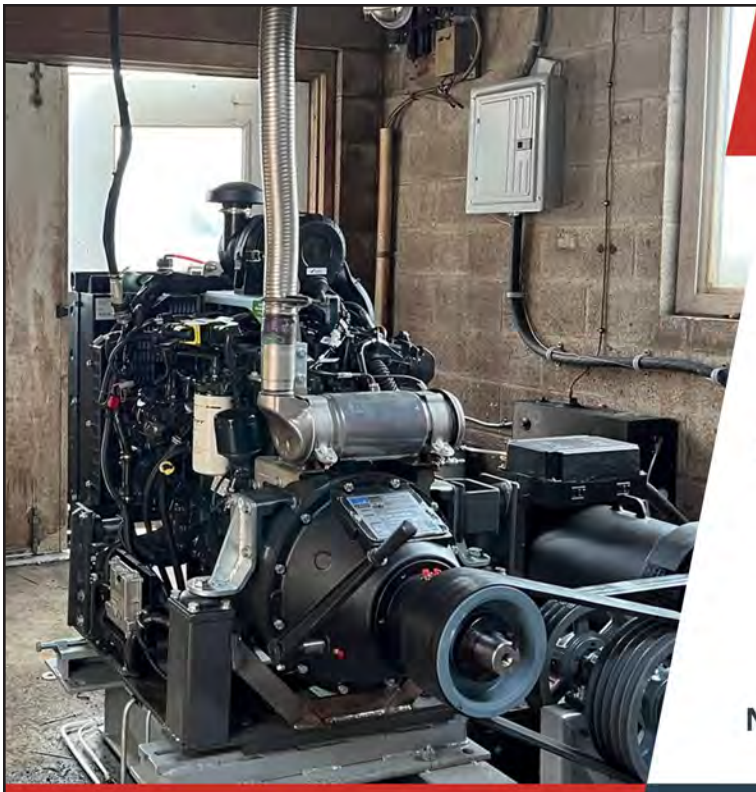

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2013 Skyjack SJ1114626
Runs well.....
$5,400.00



2019 Skyjack SJ1113219
New batteries.....
$4,200.00



2017 Takeuchi TB280FR
3158 hr., Cab, Heat, AC, blade, Hyd. Thumb, Aux. Hydraulics, 36" bucket
$45,000.00



2020 Takeuchi TL12V2
2940 hr., Cab, Heat, AC, 84" tooth bucket, Hi-Flow, Camera, NEW tracks
$45,500.00



2015 Genie GS3246 Electric Slab Scissors, 32' height, 46" wide, Runs, drives and operates .....
$5,400.00



2001 Genie GS2646, Nice condition, New batteries, Rebuilt cylinder, Works well...
..... $4,900.00



2014 JCB 512-56
4000 hr., Cab, Heat, AC, Very nice.....
$61,500.00



2015 JLG 1932RS,
Runs well.....
$3,300.00



2015 JLG 400S, 3770 hrs. Deutz Diesel, FF Tires, 4WD, nice condition.....
..... $23,500.00



2015 JLG 660SJ, Originally 2007, Factory RECON in 2015, 2999 hr., Deutz Diesel, FF tires, Generator.....
$26,500.00



2016 Genie Z80/60, 3,895 hr., Deutz diesel, 4WD, 4-Wheel-steer, FF tires.....
$27,500.00



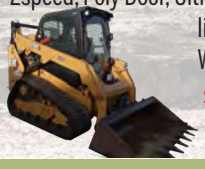
2022 Kubota KX033-4, 996 hr., Thumb, Angle blade, Very good condition...
$45,500.00



Knapheide Enclosed Service Body, Came off 2005 Chevy w/ low miles, Ladder racks, Very nice.....
$1,500.00



2023 Cat 259D3 710 hr., Hi-Flow, 2speed, Poly Door, Ultra Cab Pkg, LED lights, Telematics, Warranty til July.....
$61,500.00



2016 JLG 460SJ, 3200 hr., Deutz dsl, New paint & decals, FF tires, Generator ...
.....$28,000.00



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LIFTS FOR SALE

FINANCING AND SHIPPING AVAILABLE

JLG 600SJ. 2006 FRAME (RECONDITIONED BY JLG 2020). DEUTZ DIESEL. 4WD. 60 FT PLATFORM HEIGHT. 1018 HRS. 10 OTHER IDENTICAL MACHINES AVAILABLE

$29,000



JLG 600S. 2005 FRAME. RECONDITIONED BY JLG 2019. Only 1,512 HRS. DEUTZ DIESEL. 4WD.

$27,000



2021 KUBOTA SVL65-2. CAB HEAT AC. STANDARD FLOW. HYD QUICK ATTACH. 1050 HRS.

$39,000



2007 TEREX CONCRETE MIXER. 10 YARDS. CUMMINS DIESEL. RUNS AND OPERATES.

$12,000



2013 JLG 600S. DEUTZ DIESEL. 4WD. NICE MACHINE. 4252 HRS.

$25,000



2016 GENIE 5519. DEUTZ DIESEL. 5500 LBS 19 FT. 1746 HOURS.

$30,000



2024 KUBOTA SVL97-2. OPEN ROPS. STANDARD FLOW. ONLY 330 HOURS. FACTORY WARRANTY.

$52,000



JOHN DEERE G. HAND START. RUNS GOOD.

$5,000



2013 JLG 600S. DEUTZ DIESEL. 4WD. 60 FT. 5357 HRS.

$22,000



2016 JLG G5-18A. CAB WITH HEAT. 60 INCH FORKS. 5500 LB 18 FT. 2842 HRS.

$32,000



2019 WACKER NEUSON ST28. CAB-HEAT-AC. NEW TRACKS. 74 HP. JOYSTICK. NICE MACHINE. 1159 HOURS.

$31,000



2020 UNICARRIERS PF20. LP GAS. 2 STAGE SIDE SHIFT. 1979 HRS.

$11,000



2015 JLG 400S. DEUTZ DIESEL. 40 FT. 4WD. 3984 HOURS.

$22,000



2014 GENIE 5519. DEUTZ DIESEL. 5500 LBS 19 FT. 2132 HOURS.

$25,000



2016 TAKEUCHI TL12. KUBOTA DIESEL. JOYSTICK. OPEN ROPS. 4002 HOURS.

$24,500



2020 UNICARRIERS PF20. LP GAS. 2 STAGE SIDE SHIFT. 5K LBS. 3045 HOURS.

$10,000



2001 GROVE T80. CUMMINS DIESEL. 4WD. 4 WHEEL STEER. 80 FT HEIGHTS. 5421 HRS.

$14,000



2013 JCB 507-42. CAB WITH HEAT. 7K LBS 42 FT. 2832 HOURS.

$37,000



2020 DITCH WITCH SK800. HAS EXTRA WEIGHT KIT INSTALLED. KUBOTA DIESEL. SINGLE JOYSTICK. 547 HRS.

$25,000



2018 TOYOTA 8FGU30. GAS OR PROPANE. 6K LBS. 3 STAGE, SIDE SHIFT AND FORK POSITIONER. 3699 HOURS.

$15,500



2006 (RECONDITIONED BY JLG 2017) **JLG 800S.** DEUTZ DIESEL. 4WD. 2081 HOURS.

$24,000



2017 SKYJACK SJ643TH. DEUTZ DIESEL. 6K LBS 42 FT. ONLY 1634 HOURS.

$40,000



2017 GEHL AL750. DEUTZ DIESEL. 74 HP. 6000 LB LIFT CAPACITY. CAB HEAT AC. ONBOARD SCALES. HYD QUICK ATTACH. DIFF LOCK. 2097 HRS. NICE MACHINE.

$47,500



10 FT TELEHANDLER PLATFORM.

$3,500



2015 GENIE S80. DEUTZ DIESEL. 4WD. 3782 HRS.

$24,000



2017 SKYJACK SJ1056TH. DEUTZ DIESEL. 10K LBS 56 FT. CAB WITH HEAT AND AC. 4249 HOURS.

$42,000



2017 GENIE 5519. DEUTZ DIESEL. 5500 LBS 19 FT. 2083 HOURS.

$33,000



TELEHANDLER PLATFORMS. 3 SIZES TO CHOOSE FROM.

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2011 John Deere 326D 2-speed, cab, heat ,air $18,500

2008 Snorkel TB85J
5,000 hours $18,500



2000 Genie S300 7,300 hours, diesel like new basket $13,000





2015 Genie S-60X deutz dieel, 4,032 hours $21,000

2008 (recon2017) JLG600AJ 2382 hours..... $21,500



Ingersoll Rand VR-1044, exellent foam filled tires, non-computerized Cummins diesel, 4800 hours $26,500





2016 Skytrack 8042 3,880 hours, Cummins diesel $35,000

2015 JLG G10-55A
5256 hours, Cummins diesel, choice 6ft or 8ft forks..... $33,000





2009 Yale 5000lb forklift 4,600 hours
3 stage sideshift $7,000

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DEUTZ DIESEL 5600 HRS
$14,000.00



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4200 HRS GREAT CONDITION, CLOSE CAB
$31,00.00



2016 JLG G5-18A
2500 HRS
$27,000.00



2014 GENIE 5519
DEUTZ DIESEL 2200 HRS
$26,000.00



2014 almond light tower
4300 hours koher diesel
$2,200.00



2006 JIG 800S
DEUTZ DIESEL 1600HRS
$18,000.00



2007 JIG G9-43A
great condition, 4100HRS
$32,000.00



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2025 HummerBee 774R
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- Diesel Fuel
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- Liquid filled tires

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2020 Case 21F
Cap. 6,500 lbs.
Hrs. 2,732
- Diesel Fuel
- Enclosed Cab
- Heat & Air Conditioner
- Grapple Bucket
- Air Tires

$42,000



UNIT# 13

2017 CAT 906M
Cap. 8,600 lbs.
Hrs. 3,253
- Diesel Fuel
- Bucket
- Air Tires

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4000HRS. 35K



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4700HRS. 45K



2017 JLG 1255
3300HRS. 70K



2016 SKYTRAK 10054
4000HRS 42K



2016 SKYTRAK 8042
2300HRS. 42K



2014 GENIE 844
3600HRS. 35K



2017 SKYTRAK 10054
2800HRS. 48K



2017 GENIE 844
2100HRS. 42K



2016 GENIE 1056
3060HRS 42K



2014 SKYTRAK 6042
3100HRS. 29K



2014 JCB 510-56
5800HRS. 38K



2016 JCB 507-42
3800HRS. 29K



2015 JCB 507-42
4800HRS. 27K



2015 JCB 509-42
3600HRS 38K



2017 SKYJACK
SJ843TH
3000HRS. 42K



2016 GENIE 5519
3400HRS. 28K



2016 JCB 525-60
1800HRS. 33K



2016 CAT 226D
2700HRS. 25K.



019 kubota kx155-5
6700hrs 26k



2023 kubota scl1000
750hrs 28k

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•2,669hr •Kubota Diesel •$19,500



2015 SkyJack SJ45T
•45ft Max Platform Reach •4x4
•4,510hr •Deutz Diesel •$19,500



2012 SkyJack SJ46J
•46ft Max Platform Reach •4x4
•Foam Filled Tires •2,632hr •Deutz Diesel •$19,500



2006 Combi-Lift C8000
•This machine has only 881 actual hours on it!
•In Very Good Condition •Fork Spreader Attachment
•3 Stage Mast •Multi-directional Forklift
•8,000lb Capacity •LPG •$59,000



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(Very Good Condition) •Fingertip Controls
•Forward/Reverse Lever •13,525hr •$5,000



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•118hr •New Batteries in May 2024
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2020 Hyundai HX180XL 422hrs cab,heat/AC **$99,000.00**



2024 Hyundai 35Z-9A, 31Hours, Steel Wrist Coupler, 7K lbs, Like New **$55,000.00**



2022 XCMG XE35U cab,heat/AC 410hrs 7k lb **$26,000.00**



2020 Kato 85V4, cab, heat, Yanmar engine 18k lb, AC, 800 hours **$48,000.00**



2019 Yanmar VIO35, cab heat ac 1285 hr, 7k lb **$38,000.00**



2023 JCB 35, 125 Hours, like new, 7k lb **$35,000.00**



2019 Kubota KX057-4, cab, heat/AC, 12k lb, 2900hrs **$48,000.00**



2022 Kubota KX080-4S, cab, heat/AC, 17k lb, 1,500hrs **$52,000.00**



2019 Case TV370, cab, heat/AC, 75hp, 1160hrs **$35,500.00**



2019 Kubota SVL75-2, cab, heat/AC, 3595hrs **$31,000.00**



2017 Kubota SVL95-2 347hrs cab,heat/AC **$55,000.00**



2023 Bobcat T66, cab, heat/AC, 385hrs, Hand&Foot Controls **$42,000.00**



2018 Bobcat T450, 805hrs Hand&Foot Controls **$26,000.00**



2024 Multiquip WBH-16F Concretebuggy 83hrs **$6,500.00**



2006 Deere 550J LT Winch 6way blade 5,450hrs **$53,000.00**



2017 John Deere 650K, 4,500 hours **$58,000.00**



2009 New Holland T2410, cab, heat/AC, 40hp, 925Hours, Gear drive **$19,500.00**



2022 Kubota M7-132 Deluxe, 26mph. 30speed power shift cab suspension 215hrs **$87,000.00**



2016 Cat TL642D, 6k lift, 42ft reach, 1,210Hours **$55,000.00**



2021 JCB 507-42, 7k lift, 42ft reach, 1,535hrs **$49,000.00**



2004 Lull 944E, 9k lift, 44ft reach, 5,520Hours **$25,000.00**



2009 Bobcat V518 VersaHandler 958hrs 5k lift, 18ft reach **$37,000.00**



2015 JLG G5-18, 5k lift, 18ft reach, 2700 hrs. **$32,000.00**



(4) 2024 Raymond 8210, 24Volt On board charger **$6,500.00EACH**



2020 Komatsu FG25T-16 Dual Fuel 1,254hrs **$17,000.00**



2021 Vermeer SPX25, Vibratory Cable plow, 325 hrs. **$19,000.00**



2017 Dynapac CA1500D, 1150hrs **$52,000.00**



2023 Genie S45XC, 90hrs, on board 3kw generator, Like new, current ANSI inspection **$75,000.00**

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2012 SkyTrak 10054, Cab w/Heat, Wide Tilt Carriage, 48" Forks, Cummins, Low Use Tires, 4,390 hrs. ... $39,500.00



2018 Bobcat MT55, Narrow Track, Kubota Diesel, 36" Bucket, Aux. Hyd, 975 hrs $13,900.00



2005 JLG G10-55A, Cab w/Heat, Tilt Carriage, John Deere, 48" Forks, 2596 hrs. Runs & Works Good, Engine has Minor Blow-by $24,900.00



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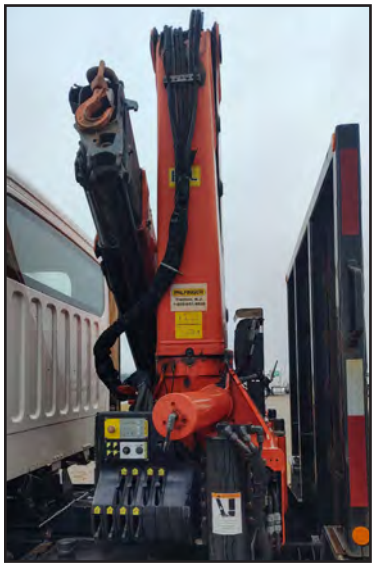

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unknown hours
$10,500



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38 hours
$16,500



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3766 hours
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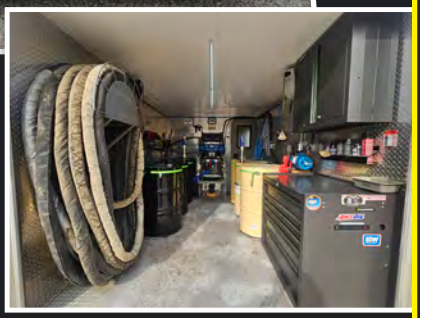

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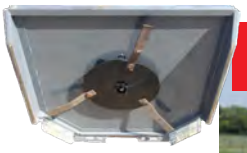



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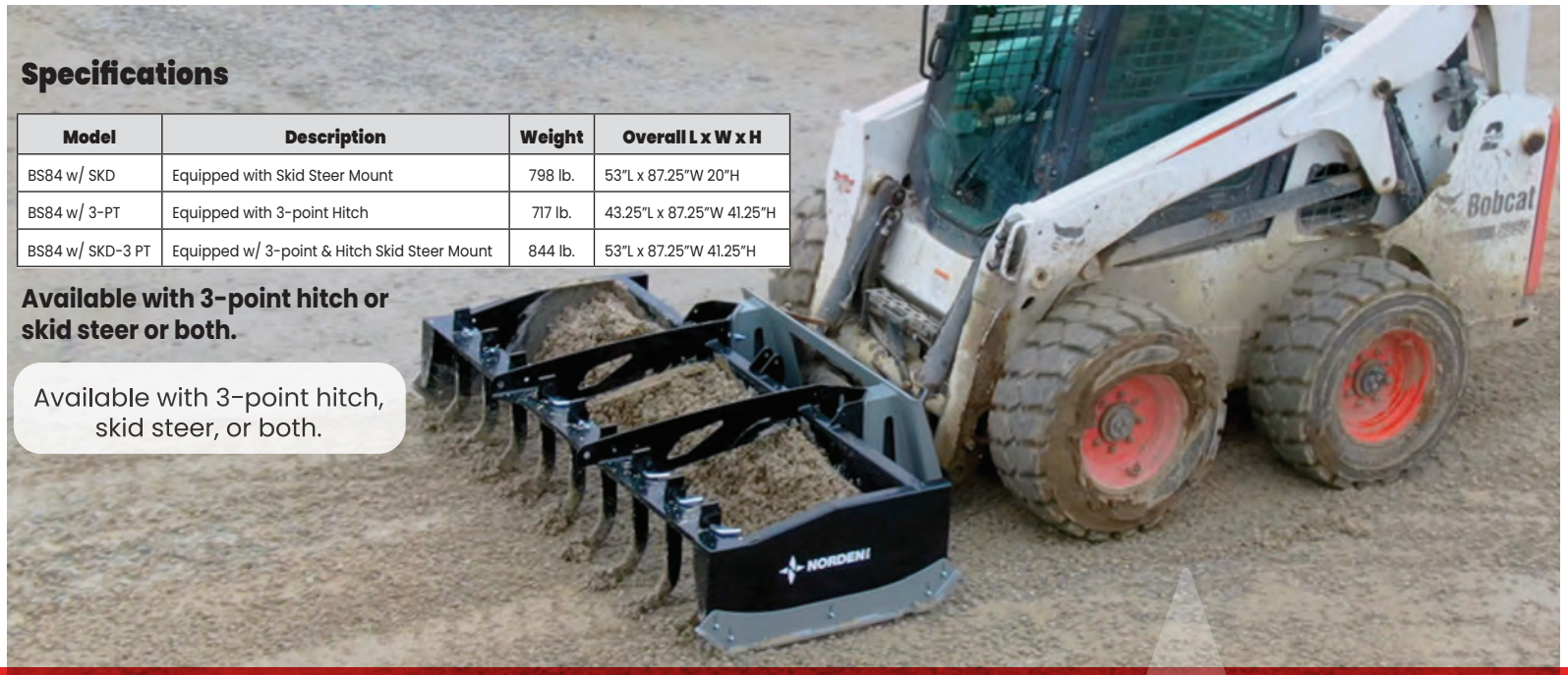

Specifications

Model	Description	Weight	Overall L x W x H
BS84 w/ SKD	Equipped with Skid Steer Mount	798 lb.	53"L x 87.25"W 20"H
BS84 w/ 3-PT	Equipped with 3-point Hitch	717 lb.	43.25"L x 87.25"W 41.25"H
BS84 w/ SKD-3 PT	Equipped w/ 3-point & Hitch Skid Steer Mount	844 lb.	53"L x 87.25"W 41.25"H

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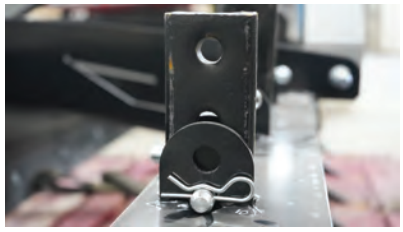

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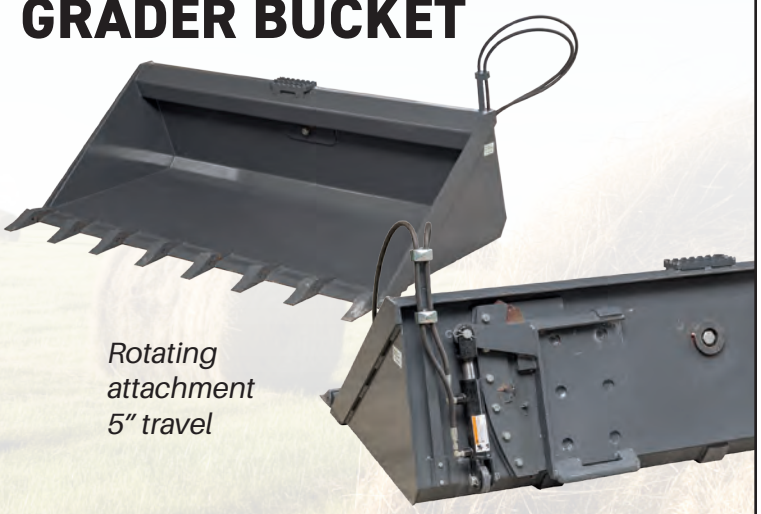

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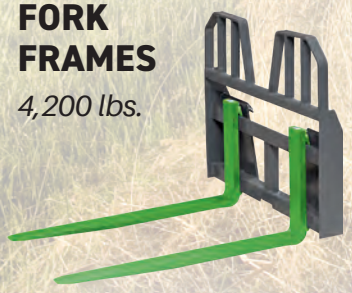

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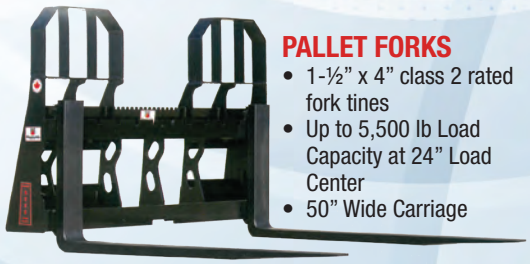

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2022 Cat 289D3, 1600 hr, cab/ht/ac, power attach, Nice!
$46,500



John Deere 270, 1500 hr, cab/ht/ac, nice!
$18,500



2022 Kubota KX057-5, 140 hr, cab/ht/ac, thumb, angle blade
$69,900



2022 Kubota U48-5, 158 hr, cab/ht/ac, angle, blade, hydraulic thumb,
$59,800



2021 Kubota U55-5, 1200 hr, coupler, blade,
$39,500



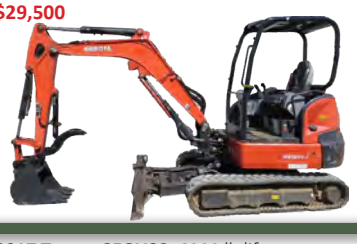
2023 Kubota KX033-4, 30 hr, cab, thumb, angle blade
$43,500



2022 Kubota U48-5, 400 hr, thumb, angle blade,
$39,900



2019 KX033-4, 1500 hr, hydraulic thumb, coupler, angle blade,
$29,500



Bryant, WI

2007 Bobcat T190 2600 hr, hand and foot, bucket
$18,500



2018 Takeuchi TL6, 1800 hr, cab/ht/ac, power attach, Nice!
$27,500



2014 Toyota GFU25, 1700 hr, 3 stage, side shift, Good low hr lift!
$13,500



2017 Toyota 8FGU32, 6000 lb lift, fork positioning, new engine! 7900 hr
$10,500



Inventory changing weekly, call with what you are looking for.

2 - locations to better serve you.
PA & WI

Bryant, WI

2017 Wacker Neuson TH522,
1400 hr, cab/ht/ac,
quick attach, Nice!
$46,500



2012 Deere 27D,
2000 hr, coupler, 18" bucket, Runs good!
$17,500



2018 Bobcat E85,
2700 hr, cab/ht/ac, thumb, 19000 lb
$46,500



2012 Hitachi ZX50, 1100 hr, cab, thumb,
Solid machine, needs some glass **$30,000**



2017 Genie GTH5519,
1500 hr, 4x4, Very nice!
$33,500



2017 Genie GTH844,
3100 hr, good tires, rotating forks, Very nice!
$33,500



2015 JLG G6-42,
3300 hr, foam filled tires, swing forks
$28,500



2017 Deere 550K LGP,
2800 hr, 6-way blade,
good dozer!
$72,500



2014 Skytrak 6042,
4900 hr, foam filled tires,
$24,500



2017 JCB 525-60,
2000 hr, skid steer quick attach, good tires
$29,500



2017 JCB 509-42,
3900 hr, filled tires, Nice!
$29,500



2015 JCB 507-42,
3600 hr, cab, filled tires, Nice!
$35,500



19'-26' scissor lifts,
10 plus available
Starting at
$2,500



2015 JLG 400S
1600 hr, 4x4, filled tires, diesel, Nice!
$25,500



2017 Skyjack SJ45T,
2500 hr, 4x4, diesel, jib
$17,500



2013-2015 JLG 450AJs,
diesel, 4x4, 1300-2500 hr,
Starting at $17,500



2016 Skyjack SJ6826RT,
diesel, 4x4,
2000 hr,
outriggers
$16,500



2015 Genie Z62/40,
2900 hr, 4x4, diesel, 2 available
$24,500



2015 JLG 600AJ,
3800 hr, 4x4, diesel,
$19,500



2015 Skyjacks SJ40T,
4x4, diesel, 2700 hr
$15,000



2017 Niftylift SD50,
4x4, Kubota diesel, nice!
$29,500



2015 Genie GX150,
3500 hr, generator, 150' lift, diesel
$85,000



2015 JLG 460 SJ,
4800 hr, diesel, 4x4, filled tires
$19,500



2015 JLG 400S,
3800 hr, 4x4, diesel, 4 available
Starting at $16,000



2016 Genie S40,
3000 hr, mechanical deutz diesel, Nice!
$16,500



2015 Genie S45,
4x4, diesel, 2400 hr, new cage
$25,000



2013 JLG 4800 hr, 4x4, diesel, Rough and
missing 1 hood, Runs and works good!
$8,800



2016 JLG 660SJ,
5600 hr, 4x4, diesel, turf tires,
$21,500



Getting telehandlers, boom lifts, and scissor lifts in each week!

G & J Equipment LLC

Notice FREE DELIVERY....of all equipment in eastern and central time zones!!!

TL12 Takeuchi
OROPS, 2 spd, joystick controls, man. q-tach, 18" tracks, 110 hp, LR 2833 lb.
$26,900



2015 JCB 225T
open cab, 2sd, 3010 hours, joysticks, 18"track, man. q-tach, 74 hp, LR 2250, reversing fan
$24,900



2019 Case TR 270,
cab heat AC, 2 spd, hyd q-tach, 1069 hrs, selectable joys. controls, 75 hp, LR 2200 lbs **$29,500**



Komatzu SK 815,
OROPS, 2 spd, joysticks, 1600 hrs., new tires, man. q-tach, 47hp, L.R. 1600 lbs
$16,900



2017 New Holland C238
Cab heat, AC, 2 spd, hyd q-tach, ride control, self-leveling, hi-flow, JJC, 635 hrs, 90 hp, LR 3800, w/SJC controls **$43,500**



NOT ACTUAL PHOTO

Ingersollrand VR 1044C



open cab, joystick, crab steer, 48" hd. forks, 2924 hrs, extreme duty foam filled tires, 3spd powershift, cummins diesel, frame lift, pre-emmissions **$24,900**

FREE DELIVERY

2002 Mustang 2105,
Cab heat AC, 2 spd, foot controls, 14x17.5 tires, man q-tach, 110hp, LR 3,600 lbs **$17,500**



NOT ACTUAL PHOTO

2007 Gehl CTL 60
Open cab, 2 spd, joystick controls, showing 1156 hrs (not believed correct) 67 hp Yanmar, LR 1850 lbs.
$18,900



Genie GTH - 844
opencab, crab steering, 3spd powershift, 48" forks, low hours, frame lift, 8000 lb LR, 44 foot heigth **$33,500**

FREE DELIVERY



NOT ACTUAL PHOTO

2007 Mustang 2109,
OROPS, 2 spd, 2356 hrs, foot controls, ride control, 100hp, LR 3,850 lbs **$19,000**



Bobcat E35,
Open Cab, 2sd, hyd. thumb, selectable joys. controls, 24" bkt, long arm, pre-emissions, auto idle, Deluxe Display, keyless start, 3 stage aux hyd, X-change coupler **$21,500**



2018 Bobcat E50,
2200hr, 48hp, 11,900lb, 26" bucket, coupler, hyd thumb **$30,000**



2012 Deere 85D
2000hr, 54hp, 19,000lb, hyd coupler, C/H/A ..... **Call for price**



2017 Hitachi ZX35U-5N,
780hr, 23hp, 8,000lb, Hyd thumb available..... **$27,500**



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982 Centerville Road East Earl, PA 17519 | *Call* - 717-445-0357

Skid Loader Quick Attach
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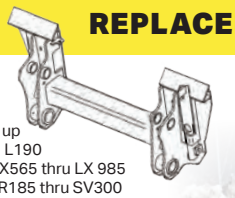

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  Also fits NH LX565 thru LX 985
- CASE SV & SR185 thru SV300

Installation Kits
- KT-NH200 — kit to install weld-on bosses for boom ends
- KT-NH160 — kit to install weld-on bosses for boom ends

Uses OEM Replacement Parts
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All Skidloaders And Parts
1-877-806-2727



NOT ACTUAL PHOTO

WACKER NEUSON
2020 SW28
- 1230 hrs.
- 2800 lb rated lift
- 74 hp – high flow
- Cab - Heat and AC
- Heated Air Ride Seat
- Loaded

$35,000.00

RG Repair
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3/8" Grabber Plate
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All pivots Are Greasable

TX 1300 Telescoping Boom

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- Tillers
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  - Auger Bits, will ship to your door, lots of sizes for all size skid steers



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FOR SALE Call 440-313-4586





Gehl 5240 P2, 5,460 hrs, CH, power attach, T-bar, with bucket
$17,000
Plus Repair



Gehl 4840, 8760 hrs, open, 2 spd, man attach, hand-foot control, with bucket,
$11,500



Gehl 3725, 1,795 hrs, open, gas, low hr. machine, runs great,
$8,500



Hydra Mac 1300 2,550 hrs, open, 37hp, 1300lb lift cap, T handle, aux, runs good,
$9,500



2010 Gehl RT210, 2,350 hrs,CHA, 2 spd, pwr attach, pre-emission, 72hp,
$35,000



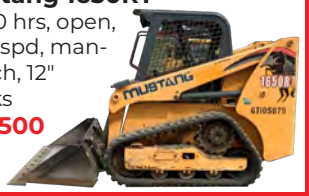
Mustang 1650R CHA, joystick, loaded, 800 hrs
$41,500



Gehl RT105, 180 hrs, CH, T Bar, Manuel Tach, 54" Bkt
$32,000



Mustang 1650RT 2,400 hrs, open, joy, 2spd, man-attach, 12" tracks
$27,500



John Deere 240, 740 original hours, open, side windows, foot control, man-attach, good machine
$19,500



2012 Gehl RT135 600 hrs, CH, Pwr attach, joy, nice clean machine,
$34,800



John Deer 575, 1,500 original hrs, 32hp, runs good,
$7,500



New Holland LX865, 6,300hrs, open, 1 spd, weight kit
$12,000



FINANCING AVAILABLE

M.W. Repair & Sales LLC
11315 W 400 S
Millersburg, IN 46543
Ph: 574-642-3556 — **Fax:** 574-900-1010

THESE MACHINES HAVE BEEN SERVICED, REPAIRED AS NEEDED, AND ARE READY TO WORK UNLESS NOTED OTHERWISE

Gehl RS5-19 Telehandler Open, 2,400 hrs, aux, 5,500 lbs. pd lift, 19' reach hard rubber tires,
$38,500



2017 Gehl V270 Gen2, 1,850 hrs, CH, 2spd, P-tach, 12 tires, t-bar, nice unit
$36,000



2015 Gehl R190, 2700 hrs, CHA, T bar, pwr attach, 2 spd,
$29,500



RAISING THE STANDARD



WHILE NARROWING THE FOOTPRINT

- *1200 LBS Operating Capacity*
- *4.5 MPH Travel Speed*
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- *Attachment Float Option*
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- *Smooth Joystick Operation*
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- *25 HP Kubota Diesel*

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Lynx Equipment LLC ■ 14632 Old State Rd. Middlefield, OH ■ PH: (234) 830-1692 ■ sales@lynxequipment.net

Machinery Yard

Item	Price	Condition	Ad Details
			Aaron Hershberger 835 Buckeye Ridge Rd, Chesterhill, OH 43728 Please Write
Moulder	$5,000 OBO	Good	Smithway 2"x 4", lineshaft ready, with heads for profile trim, Vari- speed feed
Walnut	$1.50 OBO	Air Dry	8/4 rustic, kiln drying available, planing available
Bandmill	$15,000.00	Working	Horizontal band, carraige, 26 in steel band wheels, write for details
Walnut	$3.00	Fresh	Walnut live edge, cut to your thickness, free limited delivery
			AJ Welding LLC 2102 W 48th St, Fremont, MI 49412 Phone: 231-924-4955 Fax: 1-231-924-7780 Email: steelfab24@gmail.com
Welder	$5,000.00	New	HTP ProPulse 300 w/36 series steel gun & 26 series aluminum gun package *Compare to OTC
			Albert Graber 22271 Ice Ave, Bloomfield, IA 52537 Phone: 641-664-1209
Electric Hoists	$Call	Used	5 - 3phase 480 volt cable hoists, 1,000 - 2,000 lb, various lift rates & speeds
			Allen Schlabach S3570 Snyder Ln, Viroqua, WI 54665 No Phone, Please write
Slab Muncher	$9,500.00	Good	16 inch with infeed belt conveyer, extended frame to mount motor, extra set knives
			Alvin Lapp 8350 WE Oler Rd, Williamsburg, IN 47393 Phone: 765-238-8255
Teletruk	$19,500 OBO	Very Good	2020 JCB 30DTLT, skidsteer quick attach, grapple bucket, 5,000 lb capacity, telescoping boom, 4800 hours
			AM Enterprises 11821 Anderson Rd, Litchfield, MI 49253 Phone: 517-542-0158 8:00 - 8:30 AM
Genset	$6,500.00	Good	150 KW Detroit diesel, 318 hp, enclosed unit, under 2,000 hrs
Reefer	$7,500.00	Good	Carrier 7,405 hours, 405 hours on reman pump
Stake Pointer	$2,500.00	Good	Dyna Model #SP200, air clamp
			Amos Hoover 640 Mayhew Rd, Scottsville, KY 42164 Phone: (270) 622-8783
Radial Arm Saw	$3,800.00	Excellent	Radial Arm Saw, Margi brand, 48 inch cut
			Andrew Yoder 24125 County Hwy A, Wilton, WI 54670 Please Write
Wanted Hardinge	Write	Good	Hardinge threading attachment for Hardinge model HC or HCT chucking machine/lathe
			Austin T Martin 35965 Hwy E, Latham, MO 65050 Phone: 660-337-2133 Fax: 1-660-458-8100
Skidsteer	$51,250.00	Excellent	2018 Bobcat T770, 1197 hrs, CHA, ride control, NICE original paint! back up cam, 2 spd, radio, new 84 inch bucket, good tracks, reversing fan
Tractor	$20,000.00	Excellent	John Deere 4320, EHydro, 400X loader, 4 WD, 1 remote, 2013, 2225 hrs, field ready skidsteer attach available for loader, just serviced!
			B&B Concrete 301Whisman Rd, Flemingsburg, KY 41041 Phone: 606-584-6671
Concrete Business	$55,000 OBO	Fair	Advance Concrete Form Business for sale! Opportunity!!
Panels	146 - 9 ft panels, 130 - 9 ft trim pieces, 25 - 9 ft corners		
Panels	144 - 5 ft panels, 25 - 5 ft trim pieces, 7 - 5 ft corners		
Panels	215 - 4 ft panels, 100 - 4 ft trim panels, 18 - 4 ft corners		
	1/2 skid ties, all forms are in carrying racks, skidsteer attachment for racks, walers, turn buckles, and more.....		
			Blackwater Anvil LLC 114 NW 501st Rd, Centerview, MO 64019 Phone: (660) 262-4012 Email: curtis@blackwateranvil.com
Tube Bender	$975 OMO	Good	Ensley 665 Tube/Conduit/Pipe Bender, 5 available, Shipping available
Fuel Pump	$245 OMO	Brand New	GPI RP-10 Rotary Hand Pump Gas, Diesel, Oil -free shipping
Excavator Pin	$400.00	Brand New	Genuine Cat Pin 1865637 HE03 Excavator PIN for Cat 3.54" dia X 33.7
Air Cylinder	$200.00	New	Bimba CYL-A-022175 5x23.625 Bore/Stroke 1,000PSI-free shipping
CAT Exhaust Bellows	$400 OMO	New	Caterpillar Exhasut Bellows 597-8688 fits cat C9.3B or 972 Loader 3 available
Fire Training Prop	$5,499.00	Brand New	Steel "Palmer Style" house for Fire Fighter Training - portable on casters
			Blue Ball Machine Co Inc 4225 Division Hwy, East Earl, PA 17519 Phone: (717) 354-4478 Email: dawson@blueballmachine.com
Press Brake	$30,000.00	Like New	Betenbender 6FT 70T Hyd Press Brake Automec Control 48HRS!
Press	$49,000.00	Good	Steelweld AH3 1/2-14 Mechanical Stamping Press 160/240 T
Planer	$11,500.00	Excellent	SCMI S630 24" Spiral Head Planer 12HP 3PH
Planer	$7,500.00	Good	Zuckermann 32" Single Side Planer 4 Knife 3PH
Disc Sander	$2,500.00	Good	Disc Sander Max 24" Disc Sander HD 3PH
CNC	$39,000.00	Good	New CNC 5x10 Router w Lathe Attachement/W Vaccum Pumps
Dust Collector	$2,450.00	Excellent	Oneida Supercell 14Gal Cyclone 4" Port 220V 1PH
Shaper	$4,950.00	Good	US Concepts FAS-106T arch profile shaper 1-1/4" Spindle
Planer	$20,500.00	Good	Custom Built Powermatic 225 Beam Planer 24"x24" Cap Spiral Head Rvs Feed
Sander	$9,500.00	Good	Sander Extrema 37" Single Head Wide Belt Sander 20HP New Contact Roller/Platen
Anvil	$790.00	Good	Used 250 lb anvil on oak wood stump
Anvil	$1,745.00	New	New Emerson 200 lb anvil, 4140 steel 48-50 RC hardness, 100% USA made!
Anvil	$1,259.00	New	New Emerson 150 lb anvil, 4140 steel 48-50 RC hardness, 100% USA made!
Weld Table	$3,250.00	New	New Flextur 36 x 72 steel welding table with fdixture blocks and clamps
Welder	$4,875.00	New	New Lincoln Idealarc K1053-8 250 amp stick welder
Welder	$1,000.00	Good	Used New Lincoln Idealarc Tig 300 Tig/Stick welder, 3 ph
Welder	$1,200.00	Good	Esab Helicarc 250 AC/DC Tig/Stick welder
Sander	$1,500.00	Excellent	Like new Jet 12 inch metalworking disc sander, 1 ph, 115 volt
Grinder	$1,950.00	New/Demo	New demo model Jet 3 x 79 belt grinder, 220 v, 1 ph, #414610
Grinder	$Call	Fair	Thompson 6 x 18 surface grinder, repainted, As Is

Machinery Yard

Item	Price	Condition	Ad Details
			Blue Sky Repair, Aaron Martin W9026 Pine Rd, Thorp, WI 54771 Phone: (715) 773-8616
Power Unit	$4,800.00	Rebuilt	20 hp D1105 Kubota with radiator, panel and stub
Power Unit	$5,200.00	Rebuilt	25 hp V1505 Kubota with radiator, panel and stub
Power Unit	$6,500.00	Rebuilt	45 hp 4TNV86 Yanmar with radiator, panel and stub
Power Unit	$6,500.00	Good	45 hp V2203 Kubota, low hours, ready to run
Power Unit	$Call	New Reman	55 hp 4TNV84T Yanmar on frame with radiator
Power Unit	$9,500.00	Great	85 hp 4039T John Deere with clutch
Bare Engine	$7,500.00	Rebuilt	115 hp 4276T John Deere engine
Power Unit	$10,400.00	Rebuilt	85 hp Kubota with radiator, clutch and panel
Power Unit	$7,500.00	Good	150 hp DT466 International, ready to run
Power Unit	$Call	543 hrs	210 hp 5.9 Cummins, 24 valve mechanical setup
Power Unit	$10,500.00	Good	230 hp 8.3 Cummins, ready to run
Power Unit	$Call	In Stock	Over 75 engines in stock, Custom built 20 to 600 hp units
			Bradley Horst 5747 S Dickey Rd, Brodhead, WI 53520 Phone: (608) 921-4092
Finish Mower	$9,500.00	Good	Befco 20 ft finish mower, 2 folding wings, 540 pto, mows great, hydraulic lift
TIG Welder	$1,200.00	Great	Lincoln 185 Precision Tig, new torch, foot pedal, very nice
Generator	$3,000.00	Brand New	Yanmar 5500 watt generator, diesel engine, 120/240 volt, 50% discount
Pocket Hole	$4,000.00	Like New	Ritter pocket hole machine, 120 volt, 1 phase, 2024 model
Spindle Sander	$900.00	Good	Grizzly spindle sander, comes with extra spindle, 120 volt, 1 phase
Pallet Jack	$600.00	Fair	Burret 12 volt paller jack, 1 ph or 3 ph charger available, 2,200 hrs, 2 available
Finish Mower	$1,200.00	Very Good	King Kutter 72 in finish mower, 540 pto, works great
Generator	$17,500.00	Good	Wacker Neuson G100, trailer mounted, tandem axle, (removeable) 1 ph &3 ph, 150 hp JD diesel
Snow Blower	$3,500.00	Like New	JD 84 in 3 pt snow blower, 540 pto, completely rebuilt, sandblasted, repainted, hydraulic chute
			Brandon Fuller 1306 N Exeter Ave, Indianapolis, IN 46222 Phone: (317) 690-7048
Weaver Shaper	$Call	Good	6 shaper cabinet door system, 3 standard, 3 large top, air jigs, patterns, spare cutters, 3 phase
Unisaw	$Call	Like New	Delta unisaw, single phase, left tilt, 52 fence
			Brookside Machine Shop 24077 Rockdale Rd, Cambridge Springs, PA 16403 Phone: n/a (Write with phone #)
Sawmill	Write	Good	00 Frick rebuilt 3HB carriage on 15 ft frame, has 4th bunk w/out HB, includes parts for improved style power receder system and new 40 ft track, willing to build band headrig for complete setup
			Brookside Repair 582 Trailer Rd, New Holland, PA 17557 Phone: 717-354-6552
Stand-on Skid	$16,500.00	Call	2016 Vermeer S800TX stand on skidsteer, new tracks
Tractor	$2,000.00	Fair	John Deere 1050, 2 wd, loader
Tractor	$13,500.00	Good	1999 John Deere hydro compact tractor, 460 loader
Engine	$6,800.00	Rebuilt	John Deere 6.8, runs good
			Bruce Janik 5429 Comstock Rd, Lockport, NY 14094 Phone: (716) 433-4224 (12 noon is best) or (Please leave a message)
Straightline Rip	$14,500.00	Excellent	Straight line rip Saw-Diehl Wide ARM variable speed feed thru, glue line accurate
Edge Sander	$Varies	Very Good	Edge belt sander-Oakley -oscillating - heavy duty
Jointer	$Call	Very Good	16" capacity heavy duty- easy convert
Moulder	$14,900.00	Very Good	SCMI - (5) head -5"x9" capacity- tooling knives and heads
Spindle Boring	$Varies	Very Good	Multiple spindle boring- vertical or horizontal- adjustable spacing
Lathe	$Varies	Very Good	Centaurio- T-4—64" hydraulic copy lathe- tracer knife- used for baseball bats
			Bylers Diesel & Hydraulics 771 Raymond Smith Rd, Munfordville, KY 42765 Phone: 270-925-7202
Diesel	$18,000.00	Rebuilt	S60 Detroit 12.7L, complete rebuilt
Diesel	$8,000.00	Good	S60 Detroit 12.7L, good runner
Diesel	$8,000.00	Rebuilt	471T Detroit power unit with panel and clutch
Diesel	$7,200.00	Excellent	4039T John Deere power unit, low hours
Diesel	$4,500.00	Rebuilt	3TNE72 Yanmar, 20 hp power unit
Power Units	$Call	Custom	Custom Hydraulic power units
			Chester Lapp 11972 Robinson Rd, Hagerstown, IN 47346 Phone: (765) 238-2864
Forklift	$8,000.00	As-Is	Pettibone GS-200, 20,000 lb capacity, blown engine, everything else works
Forklift	$14,000.00	Excellent	2018 Hyster, 6,000 lb, 5,217 hrs, cab, 3 stage, sideshift, fork positioner
Mini Skidsteer	$18,500.00	Excellent	2020 Ditchwitch SK800, 1,942 hrs, like new tracks, 48 in bucket
			Christian Graber 12975 Gilmore Rd, Camden, MI 49232 Please Write
Resaw	$24,000 for all	Good	Morgan resaw,excellent shape, lineshaft ready, 20 ft of 2in lineshaft, Morgan deduster
			Christian Light, Steve Good 1051 Mt Clinton Pike, Harrisonburg, VA 22801 Phone: (540) 480-3112 Email: steve.good@christianlight.org
Hytrol Conveyers	$4,000 ea	Like New	3 - 27 ft x 22 in, includes motor (110-220) brake, legs, 90 degree turn

Machinery Yard

Item	Price	Condition	Ad Details
Chupp Enterprises 318 US Hwy 6 Unit 2, Nappanee, IN 46550 Phone: 574-773-7998 Email: rachupp@gmail.com			
Baler	$3,000.00	Good	New Holland 269 small square baler
Wagons	$1,000.00	Fair	Gravity boxes on running gears with good tires
Wheels	$500.00	Good	New Idea manure spreader wheels - new tires
Wheels	$500.00	Fair	Rear steel wheels for Deutz 5506
Wheels	$500.00	Fair	Rear steel wheels for Deutz 6006
Brush Mower	$1,000.00	Fair	5' Howse - 3 pt. mower
Tractor	$2,500.00	Good	IH Farmall M - runs good - high/low transmission - hydraulics
Tractor	$2,500.00	Fair	Ford 8N - runs good replaced clutch and main engine seals
Tractor	$15,000.00	Good	Deutz 13006 - changed transmission - runs and operates good
Tractor	$12,500.00	Good	Deutz 6260 - canopy - runs and operates good
Tractor	$5,500.00	Fair	Deutz 5506 - runs and operates good
Manlift	$12,000.00	Good	JLG 80 - 80 ft. manlift - Deutz Diesel - operates great
Scissor Lift	$4,000.00	Good	JLG battery scissor lift - extendable platform - new paint - works good
Forklift	$7,500.00	Good	TCM - 6,000 lb lift - rebuilt cylinders, water pump & radiator - new paint
Forklift	$7,500.00	Good	Yale - 3,500 lb lift - new head gasket - new paint - 3 stage - ready to go
Forklift	$7,000.00	Good	Mitsubishi - 4,000 lb lift - new paint & water pump - ready to go
Forklift	$6,000.00	Good	Mitsubishi - 4,000 lb lift - new paint & seat - short mast - ready to go
Genset	$7,500.00	Good	Deutz F3L912 - 25 kw 3 phase Lima generator - runs great
Generator	Make Offer	Fair	15 KW 3 phase generator head with new circuit board
Generator	Make Offer	Fair	20 KW 3 phase generator head - recently rewound
Diesel	$5,500.00	Great	Deutz F3L912 - complete rebuild - rebuilt injectors & pump
Air Compressors	$Call	Fair	Various sizes and conditions - call with your needs
			Pictures available by request. We also have more equipment available.
Clay Hydraulics 18589 Autumn Dr, Wheeling, MO 64688 Phone: (660) 659-2140 Fax: (660) 659-2141			
Crimper	$3,250.00	Like New	Gates 420 hose crimper, 110 volt pump, 1/2 inch and 3/4 inch dies
Hose	$450.00	New	Gates 16M3K 100R17 hydraulic hose, 50 ft roll
Hose	$450.00	New	Gates 16M2T 100R16 hydraulic hose, 50 ft roll
Hose	$Call	New	Gates 6G1 100RI hydraulic hose
Hose	$3,000.00	New	Gates 16EHR5K 100R13 hydraulic hose 100 ft
Lapper	$1,500.00	Used	Spead Fan 36 in Lapper, set up as a polisher, pneumatic down arms
Country Millwork 4325 Rte 241, Randolph, NY 14772 Phone: n/a (Please Write)			
Moulder	$8,000.00	Fair	6 head Weinig moulder, line shaft ready, 5" x 7"
Heads	$6,000.00	Excellent	21 pc 1.5 inch spindle moulder heads
Both	$12,500.00	Take All	Take all, must go, BEST OFFER!
Motor	$2,500.00	Excellent	4 cylinder MWM 80 hp with clutch and murphy, just rebuilt, 2200 hrs
Sharpener	$2,300.00	Excellent	Weinig Profile knife sharpener, line shaft ready
Countryside Equipment & Repair 998 N 1300 St, Shobonier, IL 62885 Phone: 618-846-2102 Fax: 1-618-846-2994			
Tractor	$Call	Fair	15 McCormick X6 420, open station, 4 WD, 115 hp, showing 1800 hrs, deleted, trans issues
Tractor	$34,750 OBO	Great	JD 6415 4WD, 5185 hrs, Powerquad trans, reverser, 640 loader, runs, operates excellent!
Tractor Parts	$Call	Parting Out	John Deere 6200, 6400 tractors, loader brackets, loader valves, scv blocks, shields etc
County Line Fabricating 11600 W Washington Rd, Sumner, MI 48889 Phone: 989-331-1498 Email: clfab@mailprint.net			
Daystar	$2,400.00	New	2 - 4x4 Daystars, charcoal, 4/12 pitch, 7 ft shaft, free shipping
Forklift	$13,000.00	Runs Good	Hyster H50FT, Yanmar diesel, 3185 hrs, 5000 lb capacity, side shift, 3 stage mast
Crist Yoder 845 Willow Lane, Sharpsburg, KY 40374 Phone: 606-247-2021 8:00 - 8:15 AM M-F			
Ironworker	$17,000 OMO	Like New	75 t. Edwards, air/hydrau set up, 4 work stations, punch, flat bar shear, angle shear, notcher
Komatsu Turbo	$2,500 OMO	Like New	KTR110G-776B part number R6505-52-5510
Crosscut Haven 5765 Polktown Rd, Waynesboro, PA 17268 Phone: 717-331-6369			
Shaper	$1,000.00	Very Good	United, 3/4 inch spindle, 3 hp, single phase, 28 x 32 table
Curvin Garman 300 Evergreen Rd, New Bloomfield, PA 17068 Phone: 717-582-6684 Email: curvingarman@icloud.com			
Turkey Equipment	$Call	Used	Pan feeders, heaters, nipple lines, bell waterers, winches
Curvin Shirk 4585 Middle Rd, Rushville, NY 14544 Phone: (585) 554-4289			
Drive Shafts	New		For final drives in Kubota SVL 75 and comparable models, IN STOCK NOW, Proven Quality
Shaft	$290.00	New	Drive motor shaft
Shaft	$190.00	New	Planetary Gear shaft
Router	$12,000.00	As Is	Thermwood CNC router, 5 x 10 table, 2 1/2 D drawing software, 6 tool changer

Machinery Yard

Item	Price	Condition	Ad Details
			D & J Generator Sales 9767 Masillion Rd, Dundee, OH 44624 Phone: (330) 231-2634
Generator	$3,500.00	Very Good	Marelli 240 KW belt drive with duraflex coupler
Generator	$5,500.00	New	Kubota 7 KW diesel low boy with tank
Genset	$35,000.00	Very Good	Taylor 250 KW Doosan 14L NG engine on GN trailer
Genset	$9,500.00	Good	Kohler 45, NG/Propane, enclosed, 451 hrs
Genset	$11,500.00	Like New	Cummins 42 KW NG/Propane, Quiet site enclosed, 4 hrs
Genset	$10,500.00	Good	Kohler 60 JD 4039 diesel, open skid, 629 hrs
Genset	$8,500.00	Good	Kohler 45, NG/Propane, open skid, 511 hrs
Genset	$22,000.00	Good	Cat 260 3406 diesel, open skid, 2459 hrs
Genset	$5,500.00	Good	Kohler 20 NG/Propane, enclosed, Ford 2.5L, 857 hrs
Air Compressor	$3,500.00	Good	15 hp electric Palatek screw w/tank, 208 volt, 24K hrs
Air Compressor	$5,000.00	Like New	10 hp 480 v, Ingersoll Rand, screw w/tank, 1700 hrs
Air Compressor	$5,000.00	Very Good	15 hp 480 v, Ingersoll Rand, screw w/tank, 8K hrs
			D&M Plywood Sales 13487 CR 22, Middlebury, IN 46540 Phone: 574-825-9024 Email: melvin.dms@sle.email extension 3
Gang Rip	$7,000.00	Good	Merreen Johnson 52" Plywood Gang rip (automatic loading & unloading) $100,000+ system!
Laminator	$2,000.00	Good	62" laminating line complete with heat lamps and control panels (Used for insulated panels)
Hoist	$750.00	Good	CM Lodestar 1,000 lb. electric chain hoist system
CNC	$10,000.00	Good	Multicam 5 X 12 CNC Router with tool changer and vacuum system - works great
CNC	$4,000.00	Good	Multicam 4 X 4 CNC Router with tool changer and vacuum system
Transfer	$500.00	Good	Generac Automatic transfer switch (for switching between 2 generators)
Edge Bander	$1,000.00	Fair	Ima Advantage 70 - premill and corner rounding - newer glue pot - needs work
			See ad photo ad on page 453 for pictures of several items. More pics available by request.
			Daniel Glick 2158 S Wimmer Rd, Rockville, IN 47872 Phone: 765-592-7796
Forklift	$10,500.00	Excellent	2016 Yale LP, 3 stage side shift, 6,000 lb, 28 in tires, 7,190 hrs, call for pics
			David Beechy 9326 County Road H, Montpelier, OH 43543 (Please Write)
Blower	$750.00	Very Good	6 inch and 8 inch combination, lineshaft ready
Blower	$750.00	Very Good	9 inch, lineshft ready
			David Leid 927 Centerville Rd, New Holland, PA 17557 Phone: 717-917-1875
Mini Skid	$27,900.00	Excellent	Baumalight tracked mini skidsteer, diesel (90 hours) with bucket
			Donegal Hydraulics, GT Amos Beiler 102 Haiti Rd, Quarryville, PA 17566 Phone: 717-786-7003 Fax: (717) 786-7005
Lathe	$23,500.00	New	GH1440 ZX heavy duty, includes taper attachment, DRO, 3 1/8 spindle bore, weight 5780 lbs
Milling Machine	$12,900.00	New	6325A, 10 x 50 table with R8 collet opener/X power feed, 4 axis digital readout
2 Spd Motor	$1,150.00	New	Bondioli hydraulic motors, 58 cc/29 cc, 4500 psi, SAE B, 15 T shaft
			E&M Custom Cabinets 600 N 450 E, Montgomery, IN 47558 Phone: 812-259-5627
Shaper Syetem	$20,000.00	Good	6 Weaver shapers to make cabinet doors, 2 with feeders, 1 1/4 in spindles, 3 ph
Door Clamp	$2,500.00	Good	JLT door clamp, 26 x 62
Tooling	$Call	Good	Various cutters for cabinet doors
Dump Trailer	$7,500.00	Good	2013 Corn Pro 14 ft dump trailer
Tractor	$28,000.00	Good	2019 New Holland Workmaster 60 with loader, 1170 hrs
			Eagle Hill Woodworks 124 Smithdale Rd, Shippensburg, PA 17257 Phone: 717-477-0758 Fax: 1-717-477-8870
Upcut Saw	$2,250.00	Good	Lobo 18 in, 7.5 hp, 3 phase, reasonable offers considered
			Echo Meadows Repair 7443 E Hwy 70, Eubank, KY 42567 Phone: 606-341-4403 Fax: 1-606-328-5955
Grillo Tiller	$3,800.00	Excellent	G85D 9 hp Honda, 27 in tiller, 5 shank cultivator, hiller/furrower
			EH Woodworking 1763 Weaverland Rd, East Earl, PA 17519 Phone: 717-445-6595
Jointer	$1,200.00	Good	8" Powermatic Jointer, Electric
Mortiser	$5,000 OBO	Very Good	MS-25A Northtec Mortiser, 2 Phase Electric
Track Skidloader	$15,000.00	Good	ASL 300 Polaris, Professional Series, Skid Loader
			Elam King 13235 Lonnie Walker Hwy, Herndon, KY 42236 Phone: 270-271-9506 7:30 -8:00 AM
Welder	$2,500 OBO	Runs Good	Miller Big Blue welder/generator, 1944 hrs, 27 hp Deutz diesel, 20 KW
Welder	$3,800 OBO	Like New	Millermatic 255, used very little, still under warranty
Forklift	$8,000 OBO	TCM FG25, 8695 hrs, LP, manual, 2 spd trans, 3 stage, side shift, led lights, runs, operates good, no issues	
Tool Chest	$2,200 OBO	New, 7' wide, 57" h, 22" d, 35 drawer w/side door & top, black w/stainless drawer fronts, 100 lb drawer cap	
Pallet Jack	$3,500 OBO	Excellent	Yale 6,000 lb ride on/walk behind, 456 hrs, new lithium battery
Paint Sprayer	$1,700 OBO	Good	Titan Aircoat 423, stand mount, new hose, gun included, 2 yrs old
Carport	$1,500.00	New	12' x 20 x 9' high, new in box
Safety Cage	$500.00	New	3' x 3', fork mount, fold down railings

Machinery Yard

Item	Price	Condition	Ad Details
Eli D Schrock For brochures or to place an order write to: 4250 S. Funk Road, Wooster, OH 44691 (Please Write)			
Green Giant Forklift	$10,319.40	New	6000 LB Capacity, 120" Rise, 50" stra, Honda Powered, Mech. Dr., w/steel wheels
Green Giant Forklift	$13,154.40	New	10,000 LB Capacity, 120" Rise, 50" stra, Honda Powered, Mech. Dr., w/steel wheels
Green Giant Forklift	$8,164.80	New	3000 LB Capacity, 120" Rise, 42" stra, Honda Powered, Mech. Dr., w/steel wheels
Green Giant Forklift	$7,484.40	New	3000 LB Capacity, 60" Rise, 42" stra, Honda Powered, Mech. Dr., w/steel wheels
Custom	Write	New!	Want a wider Strattle, Add 5%, Want a higher reach, Add 10%
Optional	Write	New!	Strattle Wheels w/steering to go sideways or Zero Turn, Add 10 %
Eli Yoder 7448 Elkhorn Rd, New Paris, OH 45347 Please Write			
Trackloader	Make Offer	Used	450 Case w/bucket, no engine, "For Parts", some new parts, lots of good parts
Elmer J Miller 206 Palmer Rd, Dickinson Center, NY 12930 Please Write			
Diesel	$7,400.00	Good	Deutz F6L912, 88 hp, air cooled with clutch
Diesel	$1,500 OBO	Good	Yanmar 3 cylinder, 25 hp, with clutch
Elton Burkholder 3577 Stringtown Rd, Elkton, KY 42220 Phone: 270-265-5077 Fax: 1-270-265-5385			
Panel Saw	$650.00	New Motor	Milwaukee panel saw
Elvin Sauder 202 Martin Rd, New Holland, PA 17557 Phone: 717-936-4844			
Pipe Bender	$22,000.00	Great	Knuth KPB 61, double pinch roller, touch screen control, bend up to 2.5 in sch 40 pipe
EMHO Machine, Eli U Hochstetler 4705 Route 241, Conewango Valley, NY 14726 Phone: n/a Email: Write			
Pocket Hole	$2,475.00	New	Machine, Pocket Rocket, pocket hole machine, lineshaft
Ervin Nissley 10001 E Elm Rd, Clare, MI 48617 Phone: 989-371-8374			
Skidloader	$20,000.00	Good	2002 Takeuchi TL130, 3300 hrs
Forklift	$20,000.00	Good	All Terrain, 4 Wheel drive, 6000 lb lift
Skidder	$29,500.00	Good	640 John Deere Cable, Rebuilt Engine, Still being Used Daily
Eugene Martin 1030 Lincoln Rd, Lititz, PA 17543 Phone: (717) 466-0349			
Engine	$2,500.00	Good	Isuzu C240, rebuilt injectors and pump
Post Pounder	$750.00	Good	Danuser MD5, 3 point post pounder
Vacum Lifter	$2,000.00	Like New	Vacumworx PS1 vacum lifter
Litter Pultizer	$1,200.00	Good	Big B litter pultizer, 3 point, PTO powered, 72 in
Tractor	$25,900.00	Low Use	Mahindra 2660, 60 hp, cab, hydrostatic transmission, 140 hours
Fuel Tank	$Call	Used	300 gallon gas tank,
Air Compressor	$Call	Used	Saylor Beall 80 gallon, 5 head, 3 phase, 17 CFM
Fairview Woodworking 8655 W 100 S, Shipshewana, IN 46565 Phone: (260) 768-3255 Fax: (260) 768-4466			
Dust System	$12,000 OBO	Good	Honeyville dust system with baghouse, 10 hp, 12 inch inlet
Rip Saw	$3,000 OBO	Good	Madison straightline rip saw
Boiler	$500 OBO	Good	Indoor wood or coal boiler
FDS Repair 334 Twp Rd 1101, Nova, OH 44859 Phone: (419) 566-4108			
Diesel	$4,900.00	Low Hours	4-71 Detroit power unit, 125 hp
Diesel	$4,850.00	Good	3-71 Detroit power unit, 85 hp
Truck	$Call	Good	2000 FL60 Freightliner 5.9 Cummins, cab-chassie, new fuel tanks & repainted frame
Diesels	$Call	Call	2-53 Detroits, Perkins, we also rebuild diesel engines
Floyd Chupp 7944 S W Washington School Rd, Fredericksburg, IN 47120 Phone: 812-572-3692 Email: cwpcarmel@ibyfax.com			
Pin Router	$1,800.00	Excellent	SCMI overhead pin router, 440, 3 phase
Widebelt Sand	$10,000.00	Good	2000 SCMI 37 inch, single head, 3 phase, includes belts and transformers
Dust Collector	$3,000 OBO	Fair	Dustkop cyclone and baghouse 16 inch inlet, 230 - 460 volt, 3 phase
Genset	$18,000.00	Excellent	Ford LP genset, approximately 6,500 hours, 76 KW, 480
Genset	$8,000.00	Fair	Mitsubishi, approximately 36,000 hours, 175 KW, Lima-Mac, 3 phase generator
Garret Ball 44 American Legion Blvd, Pine Grove, PA 17963 Phone: (717) 926-2596			
Shaper	$1,250.00	Good	ATD spindle shaper 1 1/4" spindle. Good condition. 3 phase electric. Includes fence
Widebelt Sander	$10,500	Very Good!	Sandingmaster 52" wide, 2 head. 1st Head rubber contact, 2nd head is finishing platen Includes approximately 15 brand new belts. Currently 3 phase electric
Upcut Saw	$1,000.00	Whirlwind model 1000, 8.5" max width cut capacity, Electric motor with air activated blade. 2 available	
Widebelt Sander	$9,500.00	Good	SAC 2 head 43" wide belt sander, 1st Head is rubber contact. Second head has finishing platen, Just removed feom service due to buying a brand new machine. 3 phase electric
Waste Grinder	$12,000.00	Cresswood 24" wide waste wood grinder. New bearings, shaft balanced. Main shaft was removed and balanced and new bearings purchased, but still needs to be reassembled. Includes approximately 15 ft vibratory feed conveyor	
Gang Rip	$9,500.00	Mereen Johnson 312dc, 12" long arbor, 14" max blade diamter. 3 1/2" depth capacity. Includes laser stand	
Straightline Rip	$4,500.00	Mattison 404 straight line rip saw. 15hp 3 phase electric, 14" max blade. Chain looks to be in good condition	
Widebelt Sand	$4,500.00	Sale Price	Aem 37" wide belt sander. Single head with platen. 10hp 3 phase electric
Table Saw	$1,350.00	Grizzly G9957 12" table saw, 7.5hp 3 phase electric motor. T square fence, miter gauge, over arm guard	
Air Compressor	$2,200.00	Good	Gardner Denver ebe99n rotary screw air compressor. 15hp 3 phase electric, 125 psi max.
Gingerich Stoves 19091 180th St, Bloomfield, IA 52537 Phone: 641-722-3540			
Stovepipe	$Call	New	24 ga SS snaplock, 6 in - 7 in - 8 in, wholesale and retail
Sliproll	$2,850.00	Fair	Pexto 4 ft sliproll
Duct Machine	$4,000.OBO	Fair	Maplwood D-18 duct fitting machine w/12 + die sets
Chimneys	$Call	New	Chimtek and stainless steel

Machinery Yard

Item	Price	Condition	Ad Details
Grabers Bandmill 10722 N 1000 E, Odon, IN 47562 Phone: (812) 636-7117			
Diesel	$9,000.00	Rebuilt	6 BT Cummins, 190 hp, radiator, start box, on skid
Belt Conveyer	$1,500.00	Good	Woodmizer incline belt conveyer, hydraulic drive
Rollcase	$1,000.00	Good	28 inch x 16 ft rollcase, 6 -6inch xc 28 inch rollers, no drive
Unscrambler	$500.00	Good	7 ft wide x 10 ft long x 5 ft tall, 481X chain drive, 1 in x 3 in solid bars, no drive
Dust Blower	$3,000.00	Good	SW12 Whirlwind, hydraulic drive, spare motor, new in 2020, 10 in stainless elbow
Vibrating conveyer	$7,000 for all	Good	2 10 ft drive, 5 10 ft sections, Mellott, will separate
Generator	$500	Good	Meccalte belt drive, single ph, 25 KW
Hamilton Tool and Supply 401 7th Ave, Beaver Falls, PA 15010 Phone: 800-783-4766 Email: hts401@yahoo.com			
Air Notchers	$500 @ pr	Fair	Air notchers lock former brand on stand fair condition
Bandsaw	$1,499.99	20 inch	Bandsaw 20 inch Powermatic
Bandsaw	$1,500.00	Good	Metal Bandsaw 9 inch x 16 inch Peerless HB916U
Bandsaws	$500-$700	14 inch	14 inch band saws multiple ones to choose from $500-$700
Bar Folder	$450.00	30 inch	Bar folder pesto arrow 30 inch
Brake	$1,999.99	Nice	8'x18 gauge brake. D&k Chicago. Nice condition ready for work
Generator	$1,200.21	New	Belt drive, 20 KW, single phase, belt driven generator
Hobart Mixer	$900.00	Good	A-200-FT, 30 quart
Jointer	$1,777.71	12 inch	Jointer 12 inch J.Fay & Egan magnificent
Lock Former	$1,200.00	24 gauge	Pittsburgh machine with easy edger
Lock Former	$5,995.00	22 gauge	22 gauge slip and drive machine with extras
Mortiser	$800.00	Heavy Duty	Mortiser Crescent, heavy duty, hollow chisel mortiser
Notcher	$555.55	Nice	Diacro notcher heavy duty nice condition $555.55
Panel Saw	$2,200.00	72 inch	SSC6800 72 inch capacity, Ritter R375 pneumatic door clamping table call for pricing
Planer/Moulder	$1,999.99	Nice	Woodmaster 18 inch single phase
Plasma Cutter	$444.44	Great	LTec great for sheet metal shops
Pressure Washer	$999.99	Hot,	Snap On brand, South Bend lathes 9"-16" priced at $800-$1600
Punch	$2,468.10	Loaded	Hydraulic punch 15 ton strippit loaded with tooling and gauging
Radial Saw	$888.88	1 phase	16 inch radialSaw Delta multiplex 33-371 1 phase Turret style 25" travel
Roller	$375.00	Nice	Sheet metal roller, 36 inch pesto 22 gauge nice condition
Rolls	$350.00	Extra	Sheet metal corrugating rolls extra heavy duty
Shaper	$2,223.24	Delta	Shaper Delta RS – 15 heavy duty
Shear	$775.00	37 inch	Shear 37 inch Niagara Goode back gauge $775
Shear	$1,895.00	Good	52 inch shear Jet jump shear good front and back gauges
Slitter	$1,750.00	Nice	Tennsmith 2416 16 gauge 24 inch capacity really nice
Spindle Sand	$999.99	Like New	Shop Fox W 1686 like brand new
Stroke Sander	$1,314.15	Like New	Stroke sander grizzly G5394 like brand new
Unisaws	$1,000-$1,200	Proven	Delta Unisaws proven industrial table saw
Welder	$1,200.00	Miller	AC/DC, Rigid pipe threader model 535 thread pipe or rod or bolts 2 inch capacity $1314.15
Wood Lathes	$800-$1,200	Powermatic	# 90 variable spd, heavy duty, Raised panel shaper Laguna RPM five new condition call for pricing
HarSue Repair 201 Amishtown Rd, New Holland, PA 17557 Phone: 717-355-0715			
Parts Washer	$6,100.00	Good	Typhon Power Spray Washer, cabinet, 40 in turntable, 2000 lb capacity, heater, 3 phase
Henry Beechy 712 SW Hwy F, Jamesport, MO 64648 Phone: 660-684-6227			
Stringer/Notcher	$50,000.00	Like New	Evergreen notcher with 5.9 Cummins and blower
Forklift	$10,000.00	Good	Komatsu FG25ST LP-12, 5000 lb, 3 stage, side shift, 3,400 hours
Henry Beiler Jr 3152 State Rte 25, Millersburg, PA 17061 Phone: (717) 953-1071 Email: henry@pcbe.us			
Bandsaw	$2,000.00	Used	17" Grizzly bandsaw, 220 elec
Tablesaw	$1,500.00	Used	Delta Table saw 10" tilting arbor saw (right tilt) 220 elec
Planer	$1,500.00	Used	15" Delta spiral head Planer, 220 elec
Jointer	$1,000.00	Used	Jointer 6" x 55" parallelogram shop fox jointer, 220 elec
Drill Press	$200.00	Used	Floor drill press line shaft or air ready used $200
Belt Sander	$200.00	Used	6" x 22" belt sander with 9 disk line shaft or air ready
Mobile Table	$1,200.00	Flip top table with storage and spiral head bench top planer(13") and jointer(8") listed separately below	
Mobile Table	$600.00	Used	Flip top table with storage
Planer	$500.00	Used	Wahuda tools 13" spiral head bench top planer
Jointer	$400.00	Used	Wahuda tools 8" spiral head bench top Jointer
Pictures	$Call	or Email	email or text for pictures on all machines

Machinery Yard

Item	Price	Condition	Ad Details
		Herschbergers Trading Post 8390 11 Mile Rd, Bear Lake, MI 49614 Phone: 231-882-6078	
Resaw	$30,000.00	Good	4 head resaw with return
Edger	$3,500.00	Excellent	30 inch Dixon edger, 3 blades, 2 stationary, and 1 moveable
		Hickory Acres Metalworking 641 Buchland Rd, Narvon, PA 17555 Phone: (717) 537-5175	
Uni Punch	Call	Good	Large selection of Unipunch, Unitool, Strippet, tooling & holders, used
		Hidden View Sawmill N2901 County Rd G, Marion, WI 54950 Phone: (715) 754-5699	
Resaw	$19,000 OBO	Excellent	Morgan 2 head with return, variable feed speed
Deduster	$2,000.00	Good	Go Fast, extra wire brush, hydraulic
Diesel	$2,500.00	Good	Cat engine with pony start @ 70 hp
Sawmill	$18,500 OBO	Good	Frick 2 HB carriage, 12 v over air, 40 ft track, F style blade, Husk
Chipper	$5,000.00	Good	6 knife, no drive, also chipper chutes
Blower	$1,500.00	Good	28 inch with pulley
Chop Saw	$1,000.00	Good	Norrthtec upcut with blade, air
Band Sharpener	$800.00	Good	Brubaker with extra grinding wheels
Resaw	$9,000.00	Good	Go Fast single head
Carriage	$2,000.00	Fair	Frick parts carriage, manual setworks, good condition
		Hillside Truss 1036 TR 1193, Ashland, OH 44805 Please Write	
Bridge Crane	$10,000.00	Good	5 ton bridge with 5 ton crane, 38 ft span
Gable Press	$1,500.00	New	Manual, on wheels, works very good!
		Hiowa Machine Sales, Menno Hostetler 9029 Twp Rd 659, Dundee, OH 44624 Phone: (330) 275-5249	
Assembly Table	$7,200.00	Excellent	Ritter model R-250 6 ft x 12 ft capacity, clamps vertically, horizontally, and downward
Baghouse	$9,000.00	Excellent	15 hp Disa NFP-2H-OP, 12 in inlet, 6,000 CFM
Baghouse	$7,500.00	Good	Belfab 20 hp, 72 Tube filters, manual shaker, 16 in inlet, 6,000 CFM
Baghouse	$2,500.00	Good	Dust Kop filter unit, 40 tube filters, 33"x51"x13 ft tall, 12" inlet, shaker
Band Chopper	$2,500.00	Excellent	Sweed model 450 AL DX, 1 hp, single phase, chops bands into small pieces
Bandsaw	$2,300.00	Excellent	Milwaukee Cresont 20 in bandwheels, nice heavy duty older saw, rebuilt
Bandsaw	$2,250.00	Rebuilt	Walker Turner model 3321 16 in vertical wood/metal
Bandsaw	$1,900.00	Like New	Grizzly GO514, 19 in bandwheels, fence, 2 hp, 1 phase
Bandsaw	$3,750.00	New	Stonewood 24 in heavy duty bandsaw, 220 volt, 3 phase
Bandsaw	$4,500.00	Good	Tannewitz TP GH, 5 hp, 3 phase, 36 in bandwheels
Belt Sander	$800.00	Very Good	Rockwell 31-520, 3 phase, 1 hp, 6 in x 48 in belt
Blower	$2,500.00	Like New	28 in x 9.5 in, belt drive, 11 in inlet, completely rebuilt and painted
Blower	$2,500.00	Excellent	Whirlwind 30 in dia x 8 in wide, hydraulic powered, 10 in inlet
Blower	$2,200.00	Good	Indutrial Air Teck, 10hp, 13" inlet, material handling blower
Boring Machine	$1,800.00	Good	Woodtek BM-301, 4 in max stroke, up to 3 spindles, 2 hp, 1 phase
Chair Leg	$1,750.00	Good	Leveler designed to trim the bottom of chair legs, complete air operatred
Chair Leg	$15,000.00	Good	Comec MM053LCA automatic chair leg motizer, hopper feed, 3 oscillating spindles
Chisel Mortiser	$15,000.00	Good	Lari-Lari swing chisel mortizer, designed for high volume square hole mortizing
Clamp Carrier	$26,000.00	Excellent	Taylor automatic, 40 section, 8', 6" wide, (240) 32 in clamps, 2004 model
Clamp Carrier	$18,000.00	Excellent	Taylor 20 section 8'6" wide, 32" clamps, all air powered, semi automatic
Clamp Carrier	$8,000.00	Good	6 section 8'6" wide, 32" clamps, manual or air powered, call for more details
Clamp Rack	$2,700.00	Excellent	6 ft JLT with 18 - 32 inch clamps
Clamp Rack	$3,500.00	Excellent	JLT 12 in with 24 - 32 in clamps
Clamps	$85.00	Excellent	JLT 32 in clamps for clamp racks or carriers
Cyclone	$2,000.00	Excellent	Hammond blower & cyclone, set up for negative pressure, 7.5 hp, 10" inlet
Denibbing Sander	$7,500.00	Excellent	Fladder 300/AUT1000, year 1999, feed trough belt 36" wide
Door Clamp	$2,500.00	Good	JLT 717A 26"x62" clamping capacity
Door Shaper	$6,200.00	Good	Unique model 250, dedsigned to make all the profiles of a cabinet door
Dovetailer	$8,500.00	Excellent	Laguna DT18 single spindle automatic 2020 model, 2 hp, 3 phase, 40 - 50 boxes per hr
Dovetailer	$3,500.00	Good	All manual, single spindle dovetailer, 18 in capacity, rebuilt spindle
Dovetailer	$4,000.00	Good	Derda model 5L-500 single spindle, manually operated, 18 in capacity
Dowel Machine	$1,200.00	Good	Newton B-100 2 spindle horizontal boring machine, easy to set up manually
Doweler	$1,800.00	Good	Newton 2 spindle horizontal borer, model BA100 with air motor
Dowell Cutoff	$1,800.00	Excellent	Semi automatic rod cutoff saw, gravity feeder, max diameter 3 inch
Drill Press	$1,000.00	Good	Clausing model 1678, 15 in, Gast air motor, heavy duty
Drill Press	$1,000.00	Good	Delta variable speed, 17 in, square table, pneumatic stroke controls

Machinery Yard

Item	Price	Condition	Ad Details
			Hiowa Machine Sales, Menno Hostetler 9029 Twp Rd 659, Dundee, OH 44624 Phone: (330) 275-5249
Drill Press	$1,900.00	Good	Doall 24 in variable speed, designed for metal, heavy duty
Drill Press	$600.00	New	General 17 in, 1 phase, model 75-165 MI, variable speed
Dust Collector	$600.00	Good	Lobo 3 hp, 1 phase, 8"outlet, 2 bag design
Dust Collector	$1,500.00	Good	Northtech 7.5 hp, 2 bag dust collector, 2007 model, 8 in inlet, 12 filters
Dust Collector	$2,500.00	Excellent	Dustek 7.5 hp, 12 in inlet, good filters
Dust Collector	$4,000.00	Like New	Usonic LS-1000ACD self contained dust collector, cartridge filters, 4,800 CFM
Dust Collector	$3,250.00	Good	Rodger Murfy Cyclone style, 5 hp with one collection barrel, 2 filter bags
Edge Bander	$2,000.00	Good	Viratex Model EB25 designed for preglued, very compact
Edge Sander	$4,800.00	Good	Ekstrom Carlson 112A double sided, platen size 58 in x 9 1/4 in, oscillating
Edge Sander	$3,500.00	Excellent	Oscillating, single sided, 5 hp, 3 phase, 7 in x 48 in platens, Lasm NTS-1000
Edge Sander	$6,500.00	Excellent	Wysong Miles model 604, double sided, oscillating, platen size 11 in x 55 in
Exhaust Blower	$1,200.00	Very Good	Explosion proof for finish room, Dayton 30 " diameter, no motor
Hauncher	$3,000.00	Good	Pistorious Hm-1-S, vertical operation, 7.5 hp, 3 phase, 4 in capacity under the nut
Hinge Drill	$1,900.00	Like New	Grass Pro 1, 45 mm spacing, 1 hp, for Blum hinges
Hinge Drill	$1,500.00	Good	Hettich 3 phase on metal stand, air stroke includes hinge press
Horizontal Borer	$2,000.00	Excellent	Delta 2 spindle, 1 phase, pneumatic controls
Horizontal Borer	$2,000.00	Very Good	Ritter 4 spindles, adjustable from 1 in to 15 in, 110 volt
Inverted Pin Router	$5,000.00	Excellent	Onsrud model 36210, 10 hp, 3 phase, 36 in throat, factory rebuilt spindle
Inverted Rout	$4,000.00	Good	Onsrud model 3025 pin router, 5 hp, 3 ph, 43 in x 30 in table
Jamb Router	$800.00	Fair	Norfield 250M Strike jamb router, 1 phase, call for more details
Joint Cutter	$5,000.00	Good	Stegherr KSF closed halving joint cutter. Designed fro cutting mullins in beaded face frames
Jointer	$3,000.00	Excellent	Delta DJ20 8 in x 76 in bed, new helical head, 1 phase
Jointer	$2,199.00	New	Grizzly GO856, 8 in x 72 in , helical head, 3 hp, 1 phase
Jointer	$2,525.00	New	Grizzly GO858ZX, 8 in x 76 in parallelograin w/helical cutter head
Jointer	$4,500.00	Excellent	Grizzly model G4178, 12 in x 74 in, spiral head, 3 hp, 220 v, 1 ph
Jointer	$1,400.00	Good	Jet 6 in with new spiral head, hydraulic motor, model JT-6CSX
Line Borer	$3,519.00	New	Grizzly GO642 15 spindle, 32 mm spacing, manual operation, 1 hp, 1 phase
Line Drill	$3,500.00	Excellent	23 spindle model LBM 32/23, head slides forward for second row
Lineborer	$2,900.00	Good	Ritter R-113 13 spindle vertical lineborer, manual operation, 3/4 hp, 110 volt
Lineborer	$7,000.00	Excellent	Ritter R46, 2 rows drilling from the top, 23 spindles per row, completely rebuilt
Milling Machine	$2,400.00	Excellent	Lobo 8 in x 28 in, keyless chuck, 5 in stroke, 2 hp, 1 phase
Mortizer	$7,500.00	Very Good	Balistrini 2, 2 head oscillating slot mortizer, complete rebuild
Moulder	$5,000.00	Good	Mattison 226 6" x 12" 4 sided, lots of extra heads, 14,500# machine
Moulder	$17,000.00	Good	SCMI Super Set XL 5 head, 5 x 9 capacity, lots of heads, 2006 model, 1 13/16 spindles
Multi-Router	$2,200.00	Excellent	JDS model 101-L Bosch air router
Oil Cooler	$1,000.00	Like New	Vickers with cooling fan, 32 in x 28 in x 10 in, 1.5 in ports
Panel Crafter	$1,000.00	Excellent	24 in wide coping sled for panels or coping air glide
Planer	$6,500.00	Good	Grizzly G9961 extreme duty w/ spiral head, 2006 model, 10 hp, 24" x 9" capacity
Planer	$8,000.00	Excellent	Rockwell RC-63 24 in, rebuilt w/new helical head
Planer	$6,500.00	New	24 in Timberteck with spiral head compact & well built
Planer	$1,800.00	Good	Delta 18 in wedge bed, straight knife
Planer	$3,065.00	New	Grizzly GO4532, 15 in spiral head, 3 hp 1 phase, 2 speed feed
Planer	$4,065.00	New	Grizzly GO454 20 in wide, spiral head, 5 hp
Planer	$5,000.00	Excellent	Powermatic 180 18 in x 6 in capacity, new helical head, 5 hp, 3 phase
Planer	$8,500.00	Excellent	Powermatic 225 24 in x 8 in capacity, new helical head, 25 hp, 3 phase
Planer	$6,000.00	Excellent	Northtec 24 in spiral head, lineshaft ready, segmented infeed roller
Planer	$2,500.00	Good	Woodmaster 24 in, set up for lineshaft, straightknife
Planer	$8,500.00	Excellent	26" spiral head, 2 segmented infeed rollers, very compact and heavy duty
Planer	$950.00	Good	Belsaw 12 in, this machine is perfect for the do it yourselfer, plane & mould your own lumber
Planer/Jointer	$1,000.00	Good	Hitachi model F-1000A 12 in planer/6 in jointer, 110 volt, 1 phase, compact design
Planer/Moulder	$1,800.00	Like New	Shop Fox W1693 7 in mini planer moulder, 2007, 2 hp, very little use
Planer/Sander	$28,000.00	Excellent	Timesaver,1st head spiral planer 43 in wide, 2 sanding heads, model 243-KIAC
Pockethole	$4,000.00	Good	Castle TSM35, 3 phase
Pockethole	$3,250.00	Excellent	Kreg DK1100 FE, 1.5 hp, 1 phase
Pockethole	$2,750.00	Good	Kreg DK1100 benchtop model, all pneumatic operation
Pockethole	$3,250.00	Good	Kreg DK1100 floor model, pneumatic machine
Power Feeder	$1,200.00	Like New	Maggi Steff 2038CI track feeder

Machinery Yard

Item	Price	Condition	Ad Details
			Hiowa Machine Sales, Menno Hostetler 9029 Twp Rd 659, Dundee, OH 44624 Phone: (330) 275-5249
Power Feeder	$1,100.00	Like New	Maggi Steff 2044, 4 roll power feeder, 1 hp, 3 phase
Power Feeders	$750 - $1100	Good	Lots of rebuilt power feeders, 3 roll, 4 roll, 1 hp
Profile Grinder	$6,000.00	Excellent	Weinig Rondamat 168 2003 model
Profile Sander	$2,250.00	Excellent	Unique model 275, 1 head powered with Baldor single phase motor, variable speed
Radial Arm Saw	$3,000.00	5 hp	Omga RM700 14 inch blade, 36 inch stroke, 5 hp
Rustic Log	$15,000.00	Good	Custom made machine to mill rustic hand hewn log cabin siding, electric set up
ScrewCompressor	$5,500.00	Excellent	Ingersoll Rand U 15 H, 5100 hrs, 15 p, 70 cfm, 125 psi, no tank
ScrewCompressor	$6,000.00	Excellent	Sullair ES-6, 10 hp, 230 volt, 1600 hours only! On approximately 100 gal horizontal tank
Seat Boring	$Call	Call	Diehl TE-20 chair seat boring machine, drills from top and bottom
Seat Sander	$12,500.00	Excellent	Goodspeed EBS-1 chair seat sander, 10 hp, 12 segmented sections, automatic
Seat Scooper	$11,500.00	Good	McKnight No 1E web feed, all manual, lineshaft ready
Shaper	$3,000.00	Excellent	Extrema ET120/1 table size 30" x 28", 5 hp, 1 phase, 1 1/4 spindle
Shaper	$3,000.00	Good	Accura table size 29" x 23" 1 1/4" spindle, sliding coping table w/ manual hold down, lineshaft ready
Shaper	$800.00	Good	CMP-2 table size 20" x 20", 3/4" spindle, 2hp, 1 phase, micro adjustable fence
Shaper	$12,000.00	Like New	Blue Steel PS-515 HSK 1 1/4 spindle, programmable, 10 hp, 3 phase, 51 w table
Shaper	$1,600.00	Very Good	Delta 43-375 table size 27 in x 28 in, hydraulic powered, 3/4" spindle
Shaper	$2,500.00	Like New	Delta 43-454, 1 1//4" spindle, 5 hp, 220 volt, 1 phase
Shaper	$1,750.00	Good	Jet WSS-3 table size 30x26 5HP, 3 phase, 3/4" spindle
Shaper	$2,000.00	Excellent	Kufosect SK-28SP, 3 hp, 1 phase, tilting spindle, 3/4 in spindle
Shaper	$8,000.00	Excellent	Martin T25 tilting spindle,1.5 in made in Germany, absolutely top quality
Shaper	$2,500.00	Excellent	Master Machinery 3/4 in spindle, has pneumatic controlled coping sled attach
Shaper	$2,500.00	Excellent	Northwood 1 1/4 in spindle, table size 27 x 31, 5 hp, 3 ph
Shaper	$800.00	Good	Reliant, 1 1/2 hp, 1 phase, 3/4 in spindle, table size 20 in x 18 in, 2 speed
Shaper	$5,000.00	Excellent	SAC TS 110, 1 1/4 in diam spindle w/large tennoning attachment, could be used for finger jointing
Shaper	$4,500.00	Excellent	Tilting spindle Jet TWSS-3-3, 1 1/4 in x 5 in spindle, 5 hp, 3 ph, tables size 35 1/2 x 27 3/4
Spindle Sand	$1,200.00	Excellent	Linmac heavy duty, completely rebuilt, hyd power, easy to convert to lineshaft
Spindle Sander	$1,200.00	Good	State oscillating, table size 20x20, electric, heavy duty
Straight Line Rip	$12,000.00	Good	Deihl SL52WA wide arm, up to 48" wide rip capacity
Straightline Rip	$9,000.00	Good	Diehl ESL-20 16" blade, bottom arbor, 19" rip capacity, 70" x 65" overall size
Table Leaf Drill	$5,500.00	Excellent	Northteck NT-HBM-4, up to 6 spindles, 60 in capacity, 4 hp, 3 phase, MFG 2006
Table Saw	$1,500.00	1 phase	10 American Machine & Tool, 2 hp, 1 ph, 52 in rip capacity, Biesemeyer style fence
Table Saw	$1,000.00	Good	Delta model 10 contractor's style, Biesemeyer fence, 18 in rip capacity, 2 hp, 1 ph
Table Saw	$2,250.00	Right Tilt	Enco 10 in right tilt, 52 in rip with Beisemeyer fence, Excaliber sliding table attach
Table Saw	$2,750.00	Good	Powermatic 72A, 14 in blade, 1 in arbor, 52 in rip capacity, heavy duty
Table Saw	$3,100.00	Excellent	Jet 10 in JT95XL left tilt, 52 in rip capacity, hydraulic powered
Tablesaw	$2,500.00	Good	Northteck NT-TA16-10, 16 blade capacity, 10 hp, 50" rip capacity
Tablesaw	$2,100.00	Excellent	Jet 10 in, 52 in rip capacity, right tilt, hyd motor
Tablesaw	$2,400.00	Good	Powermatic 66, 10" left tilt, 52 in rip capacity, easy convert to lineshaft
Upcut Saw	$4,500.00	Excellent	CSI model CS14ML, 7.5 hp, 14 inch blade, mechanical linkage to raise & lower blade
Upcut Saw	$4,500.00	Excellent	Ogam cut off saw, up to 24 in wide cut, up to 6" hi capacity, made in Italy
Upcut Saw	$5,750.00	Good	Whirlwind model 216L, 10 hp, 20 in blade, up to 40 cycles per minute, 1 in x 18 in capacity
Upcut Saw	$6,250.00	Good	Whirlwind 216L hydraulic powered, (1 in x 18 in) to (6 in x 8 in) capacity
Widebelt Sand	$5,000.00	Good	SCMI Sandya 1 Uno 36 in, platen combo head, 60 in belts
Widebelt Sand	$7,500.00	Good	Cemco 2000 UF-2137 single hd 36" combo platen, 20 hp, 37" x 75" sand belts, manual thickness control
Widebelt Sand	$18,000.00	Excellent	Costa 60 CT2 1st head rubber, 2nd head platen, 43" x 103" belts, 42 hp total, panel brush
Widebelt Sand	$8,000.00	Excellent	Ramco 37 in platen combo head, 20 hp
Widebelt Sand	$2,500.00	Fair	Bridgewood BWS 15 in open end sander w/combination style head, was used on lineshaft
Widebelt Sand	$20,000.00	Excellent	Timesaver 1300, 2 head, 42 in wide, some new bearings
Widebelt Sand	$10,000.00	Excellent	Timesaver 2 hd, 37" wide, model 137-2HD, 1st hd spiral grooved rubber, 2nd platen
Widebelt Sand	$5,000.00	Excellent	Jet JWB-25P 24 in single head, sander is new, never installed, 15 hp, 3 phase
Widebelt Sand	$10,000.00	Good	AEM 42 in single head, nice compact machine, comes with extra contact roller
Widebelt Sand	$17,500.00	Good	SCMI 10/S M2 110, 43 in x 105 in belts, 2 head, 2002 model
			Honey Brook Woodcrafts 630 White School Rd, Honey Brook, PA 19344 Phone: 610-273-2928
Widebelt Sand	$2,900.00	Like New	Powermatic 1632-3, open end, hydraulic, calibrated
			Imagine Machining 37 McCall Dam Rd, Loganton, PA 17747 Phone: 570-725-2011
Hydraulic Oil	$39.90	Star Fire Premium AW46, 5 gal containers, call for quantity Discounts, Dealer Inquiries Welcome	
Hydraulic Cylinder	$Call	Good	Hydraulic cylinder rebuilding, custom machined cylinder rods and parts

Machinery Yard

Item	Price	Condition	Ad Details
			Innovative Solutions, Melvin Chupp 29503 CR 42, Wakarusa, IN 46573 Phone: (574) 360-0789 Email: melvinchupp@gmail.com
CNC Router	$16,000.00	Great	2007 Weeke 5 X 12 CNC router in very good condition W/vacuum pumps
Widebelt Sander	$4,000.00	great	Cantek 24" Widebelt sander w/ platen - ready to go
Table Saw	$450.00	Good	2 - tablesaws - 1 is single phase 1 is 3 phase
Spark Arrestor	$500.00	Great	SparkBuster 13" spark arrestor for dust collector (new over $5,000)
Air Cleaner	$500.00	Great	Lots of industrial air cleaners: floor model Torit, AirKing, Delta & Smog Hog
Shape & Sand	$1,000.00	Works	Northtech 4500 Shape & Sand for parts
Pocket Hole	$14,500.00	Great	J&P Automatic pocket hole machine - drills both sides at once! Hopper Feed! Super fast!
Drilling Machine	$3,000.00	Good	Hirzt F6 CNC drilling machine - production drilling of cabinet parts - pass through
Air Makeup	$3,500.00	Good	Huge air makeup system - Nat gas - includes filter bank and controls
Genset	$8,000.00	Great	Duetz F3L912 - 250 hrs - 20 KW 3 phase - mounted on trailer with fuel tank
Genset	$5,500.00	Great	Kubota Light tower with 6 KW genset
Genset	$3,500.00	Good	Lister Petter with 10KW 3 phase Lima Generator
Genset	$3,500.00	Good	Kubota 5 KW genset
Scissor Lift	$2,500.00	Good	Marklift - 19' scissor lift - newer batteries - rebuilt cylinders - ready to go
Forklift	$12,500.00	Good	Toyota - 6,000 lb lift - new paint - new tires - no leaks - ready to go
Forklift	$9,500.00	Good	Linde H30D - 6,000 lb lift - diesel - fork positioner - fresh tuneup - cab with heat
Forklift	$7,500.00	Good	Crown - 2016 6,000 lb lift - fork positioner - looks and runs great
Forklift	$6,000.00	Good	Cat - 6,000 lb lift - rebuilt cylinders - looks good - runs great
Forklift	$6,500.00	Good	Crown - 2016 - 5,000 lb lift - fork positioner - looks good and runs great
Forklift	$6,500.00	Good	Airtrax - omnidirectional - 3,000 lb lift - 48 volt - joystick control - even moves sideways!
Forklift	$2,000.00	Good	Several more available - battery and LP - sit down or walk behind - LP tanks included
Racking	$ 100.00 +	Good	We have a large assortment of pallet racking and stackable racks at a fraction of new
See ad on Page 453 of this issue for pictures of several items.			More pics available by request. We also have more equipment available.
			J Miller Engine & Repair 1429 TR 80, Millersburg, OH 44654 Phone: 330-432-5283 Fax: 1-330-422-3190
Boring Bar	$15,000.00	Good	Rottler F2B, complete with all tooling and fixtures
Hone	$7,500.00	Good	Peterson self stroking with honing oil
Valve Grinder	$1,000.00	Good	Bench top valve grinder, in good condition
Head Surfacer	$3,000.00	Fair	Van Norman surfacer with coolant pump
			J Miller Sons 7378 S Eberhart Ave, Clare, MI 48617 Phone: 989-386-9377
Crawler/Loader	$Call	Fair	943 Cat crawler/loader with bucket
			J Schwartz Lumber & Pallet 21423 Spruce Ave, Keosauqua, IA 52565 Phone: 319-677-6082
Resaw	$6,000.00	Fair	Baker double head resaw, Line shaft ready
			Jacob L Swarey 667 Deemer Rd, Jackson, OH 45640 Write with call back number
Dozer	$19,000.00	Good	Cat D5 1970s with winch, limbrizers and screens
Track Loader	$15,000.00	Write	1992 450G 6270 hours, PowerTec deisel, new injectors, write w/phone # for more details
			Jared Royer 62159 Beech Rd, Mishawaka, IN 46544 Phone: 574-206-5174 Email: royerjared3@gmail.com
Skidloader	$25,250.00	Fair	2015 Bobcat S 650, 2500 hrs, foot controls, cab w/heat, AC, hi-flow hydraulics, 2 speed
Mower	$16,500.00	Excellent	2023 JD Z994R 130 hrs, diesel engine, 60 in mulcher deck, Tweel tires
Mower	$13,500.00	Excellent	2024 JD 960M, 87 hrs, 31 hp gas, 60.in mulcher deck, Tweel tires
Mower	$5,000.00	Used	2018 Hustler Susper 104, 4780 hrs, 37 hp gas, 104 in deck
			JBS Woodwork Shop 631 Lumber Hill Rd, Port Trevorton, PA 17864 Phone: 570-374-4883
Crane Hoist	$9,000 OBO	Excellent	R&M Space Master SX electric 5 ton bridge crane hoist w/double girder trolley
			Jerry Martin 418 Knight Rd, Cerulean, KY 42215 Phone: n/a Please Write
Diesel	$1,200.00	Good	Yanmar 2 cylinder, 7.5 KW, new filters, alternator, starter and stub shaft
Lathe	$3,000.00	Fair	Clausing Colchester 18 x 80, gear head, needs TLC, off site
			Jesse Gingerich 1739 Indiana Ave, Independence, IA 50644 Phone: 319-264-0355
Edger	$12,500.00	New	Riehl Stiehl 2 blade, 1 moveable, lasers, 2 1/4 inch x 24 inch
Resaw	$4,500.00	Fair	Baker single head with return, Would sell both for $16,000.00
			JL Stauffer Engine 1592 Bloomfield Rd, Roaring Spring, PA 16673 Phone: (814) 225-8990
Case IH	$27,500.00	Repairable	2010 Case IH Magnum 245. MFWD. upper engine compartment fire damage
			J-Miller Ag Equipment 54 Christiana Pike, Christiana, PA 17509 Phone: (610) 593-6112
			Manufacturer of bale wrapping equipment & firewood processors, will service all brands of bale wrapping
			Joe Miller 10127 241st Ave, Staples, MN 56479 (Please Write)
Hemmer	$22,750.00	Rebuilt	2017 Accuform single or double side, lineshaft ready
			John H Byler 1585 District Rd, Fredonia, PA 16124 (Please Write with phone #)
Band Sharpener	$10,000 OBO	Very Good	#2 Armstrong right hand with shape up
Bandsaw	$2,500 OBO	Very Good	Sharpener Tooling, Swager, Shaper, lots of extras
Band Sharpener	$800 OBO	Fair	CBN sharpener for up to 3 inch bands with clutch
Band Wheels	$3,500 OBO	Good	42 inch heavy duty band wheels for 6 inch bands

Machinery Yard

Item	Price	Condition	Ad Details
		John Hochstetler 11880 W 450 N, Middlebury, IN 46540 Phone: (574) 825-9590 extension 7	
Diesels	$Call	Rebuilt	Lister A1, LT1, SL1, SR1, ST1, TS1
Diesels	$Call	Rebuilt	Lister SR2, TS2, TX2
Diesels	$Call	Rebuilt	Lister SR3, ST3, TS3, TR3, HR3, PRICES ON REQUEST
		John Hochstetler, 5325 W 700 S , Topeka, IN 46571 Phone: 260-293-2378 extension 2	
Genset	$7,000 OBO	Excellent	30 kw Nat.gas GM Motor Marathon Generator only 680 hrs
Tractor	$24,000 OBO	Excellent, 2022	Bobcat CT4045 45HP 4WD Rear hyd, front loader only 450 hrs, nice clean machine
		John Miller, 15130 565th St , Centerville, IA 52544 Phone: 641-856-7824	
Diesel	$3,500.00	Good	35 hp, 4 cylinder, complete unit with speed clutch
Forklift Mast	$600.00	Good	Off of 8400 lb lift capacity Hyster with sideshift
Forks	$450.00	Good	Lumber forks, 8 in x 48 in, class 4
Forks	$600.00	Excellent	7 in x 72 in, class 4
Forks	$450.00	Excellent	6 in x 48 in, class 4, with high back wall
Milling Machine	$3,200.00	Good	1.5 hp Bridgport milling machine, includes bits, located in Rising Sun, WI
Lathe	$1,800.00	Good	West Bend metal lathe, 13 in x 40 in, with tooling, located in Rising Sun, WI
		John Yoder 3508 S30th Rd, Humansville, MO 65674 Phone: (417) 754-1124	
Injector Tester	$Call	Brand New	Brand new injector tester, 6 inch, easy to read, 6,000 psi gauge, coming soon
Service	$30 - $35.00		Now providing Common Rail injector testing
		Johnny Hershberger 2167 465th St, Isle, MN 56342 Phone: n/a Please Write	
Seat Scooper	$3,800.00	Fair	McKnight Seat Scooper
		Jonathan Zimmerman 5001 John Green Rd, Dundee, NY 14837 Phone: 607-243-5386	
Deutz	$2,750 OBO	Good	Runs good, burns some oil, F4L912
Shibaura	$3,000 OBO	Rebuilt	J843 complete, fan thru flywheel
		Jonathan Zook 5195 Slate River Mill Rd, Dillwyn, VA 23936 Phone: (434) 390-8642	
Diesel Unit	$7,000.00	Good	Iveco 8045 with 3 phase, 43 KW generator, 5 hp air compressor
Shaper	$2,800.00	Fair	Delta/Invicta RS15, electric
		Joni Graber 15494 Decoy St, New Cambria, MO 63558 Phone: 660-226-5600	
Diesel	$950.00	Good	4TNE/V86 Yanmar Thermo King diesels, 35 hp
Diesel	$950.00	Good	D201 Isuzu Thermo King diesels, 35 hp
Thermo King	$Call	Good-Used	Carrier & Thermo King parts, very reasonable priced
Wheelloader	$15,000.00	Good	JCB 1110 92 hp Perkins, turbo, 2650 hrs, 2425 # rated capacity
		JS Maytag 40010 Beaver Lane, Leanardtown, MD 20650 Please Write	
Diesel	$3,950.00	Rebuilt	Kubota V2203, 40 hp, w/radiator, alternator, air cleaner, new starter, includes skid
Diesel	$4,500.00	Good	Deutz F3L912, 45 hp, skid, stubshaft, new Lofa switchbox, cylinder & head rebuilt
Diesel	$4,000.00	Good	Detroit diesel 3-71, low hrs, hospital takeout, includes hyd governor, skid, pto, heat exchanger
Diesel	$5,000.00	Rebuilt	Detroit diesel 3-53, includes nice JD radiator, new alternator, switch panel and rebuilt starter
		Kanagy Steel, Sylvanus Kanagy 5856 Rte 414, Romulus, NY 14541 Phone: (607) 222-5602	
Assembly Table	$7,200.00	Excellent	Ritter model R-250 6 ft x 12 ft capacity, clamps vertically, horizontally, and downward
Forklift	$27,000.00	Like New	JCB930 all terrain 4 WD, 6,000 lb lift capacity, 4000 hrs
Forklift	$5,000.00	Good	Clark 5000 lb, diesel
Forklift	$19,900.00	Good	Linde H70 diesel, 14,000 lb lift, new dual wheels, 8 ft forks, fork positioner
Forklift	$4,500.00	Good	Mitsubishi warehouse forklift, 2 stage, side shift, LP
Forklift	$11,500.00	Excellent	Nissan 50 5000 lb, 3 stage, side shift, 2500 hours, very nice
Forklift	$4,500 - $6,500	Great	2010 - 2018 Utilev, low hours, 3 stage, side shift, several available
Log Loader	$34,700.00	Very Good	Cat knuckleboom loader, low hours on new engine, 10,000 original hours
Power Unit	$12,500.00	Great	535 hp Cummins with clutch and radiator, low hours
Power Unit	$9,500.00	Excellent	175 hp Detroit, low hours
Dozer	$42,000.00	Very Good	650 John Deere, 4,000 hours
Dozer	$9,500.00	Works Good	D5 Cat with winch, good undercarriage
Diesel	$4,500.00	Fair	370 hp air cooled, 10VL513 Deutz, 2 available, running, take out
Diesel	$3,500.00	Fair	3126 Cat, 210 hp, running, take out
Power Unit	$9,750.00	Excellent	L21 5.9 Cummins, 165 hp, new clutch, radiator, panel and skid, low hours
Diesel	$3,750.00	Good	3029 John Deere, excellent runner, 58 hp
Genset	$8,500.00	Good	235 KW with 12V71 Detroit
Diesel	$4,250.00	173 hp	6.7 Iveco power unit, 173 hp, radiator and clutch, need injection pump,
Debarker	$Call	Call	640 Morbark with log deck, infeed conveyer and barn sweep
Sawmill	$Call	Call	Chip blowers, log decks, rollcases, lumber carts, chip shakers
Feller Buncher	$15,900.00	Good	Hydro - Ax Cummins diesel, runs and operates good
Forklift	$7,900.00	Works Good	Linde H30CT, 3 stage mast, side shift, 8300 hrs, LP,
Dozers	$Call	Excellent	450, 550, and 650 John Deere dozers, call for details and pricing

Machinery Yard

Item	Price	Condition	Ad Details
Kenton Chair Shop 291 Blackiston Rd, Clayton, DE 19938 Phone: (302) 423-7842 Fax: (302) 653-4970 Email: ethan@qualitywood.net			
Chair Bow Drill	$1,800.00	Includes adjustable depth control for each spindle hole	
Tenoner, Tao 2	$6,000.00	Balestrini Tenoner, Tao 2	
Bag Sander,	$675.00	Double Sided Balloon/Bag Sander, Vonnegut 3PH, 1HP balloon/bag 3x9 and 4 x 9	
Inspecto Light	$100.00	Carter Inspecto Light, 2 bulb 110V	
Drill Press	$1,350.00	Clausing 20" 1 1/2HP 3PH	
Drill Press	$1,000.00	Powermatic 1150HD 15" Forward and Reverse 1HP 3PH	
Drill Press	$900.00	Powermatic 15" Drill Press 1150A Ser 8815S216 3/4HP 1PH	
Drill Press	$900.00	Powermatic 1150A Ser 8415S131 3/4HP 1PH needs quill spring	
Planetary Sand	$5,000.00	CA MFG Planetary Sander 236	
Air Compressor	$1,300.00	10 hp	Air Compresser and motor, Industrial Gold Compressor 7.5HP 3PH motor
Stroke Sander	$3,400.00	motorized	Stroke Sander with motorized table elevation
Offers	Offers	Open	Open to Offers on all above Equipment
Kevin Shirk 221 Turtle Hill Rd, Ephrata, PA 17522 Phone: (717) 859-5776			
Tractor	$36,500.00	Excellent	2016 Kubota M7060 with loader, C/H/A, 4 wd, rear remotes, only 529 hours
Tractor	$7,900.00	Good	2002 JD 4410, Ehydro w/cruize, 4 wd, 35 hp, turf tires, 2791 hrs
Tractor	$9,500.00	Good	2000 JD 4400, HST, loader w/universal Qtach, 4 wd, 35 hp, 3000 hrs
Tractor	$18,500.00	Excellent	2022 JD 3039R w/loader, power reverser, 4 wd, 39 hp, 2600 hours
Tractor	$8,500.00	Needs Work	2013 Mahindra 6110 with cab, 857 hrs, compression in radiator, runs
0 Turn	$3,500.00	Fair	2001 Kubota ZD28, diesel, 60 in hydraulic lift deck, 2300 hours, 28 hp
Stand On	$28,500.00	Good	2021 Vermeer CTX160, 40 hp, 1,600 lb lift, new bucket, 633 hours
Key Machine, Titus Miller 1769 Harrisville Rd, Stoneboro, PA 16153 Phone: (724) 301-0545 Email: sales@keymachinellc.com			
Bandsaw	$1,950.00	Excellent	Jet JWBS-18 18" bandsaw with hydraulic motor. Very Nice Clean Cond
Bandsaw	$1,800.00	Great	Griggio Formula T1 Bandsaw, 23" throat, 28"x24" table, 3.6HP 220v 3PH
Bandsaw	$2,250.00	Excellent	Mini Max Centauro, S400 P, 16" vertical bandsaw. 220V 3Ph, 15" throat.
Belt/Disc Sander	$500.00	Very Good	Shop Fox model W1676 combination belt/disc sander. 120V Electric
Door Clamp	$3,900.00	Call	Doucet 30"x72" single miter door clamp, pneumatic.
Downdraft Table	$2,900.00	Excellent	Denray 4'x6' downdraft table, new filters, in excellent cond
Drawer Clamp	$4,500.00	Very Good	Ritter model R875 heavy duty, pneumatic drawer clamp.
Dust Collector	$7,500.00	Excellent	Nederman S-750 Indoor Baghouse dust collector. 7.5 HP 3Ph. Excellent Cond.
Edgesander	$790.00	Excellent	Grizzly model G1140, 6"x80" belt. 29 3/4" platten. 1.5 HP 220V
Edgesander	$950.00	Good	Ritter R-700 double sided non-oscillating edgesander. 4" belt, 46" platten
Face Frame Clamp	$4,200.00	Very Good	Ritter model R200E, 5'x12' face frame assy table. 5 pneumatic clamps
Hinge Drill	$1,900.00	Good	Blum Hinge Boring Machine, 220V 1PH, with air stroke
Hinge Drill	$1,900.00	Great	Omal Insert Cm hinge boring machine. 120V 1PH, manual stroke. New Bits
Hinge Drill	$2,200.00	Good	Ferrari hinge boring machine. Drills Blum pattern. Very nice hinge drill!
Hurst Pull Drill	$6,500.00	Excellent	Hurst KP1600 series knob and pull drilling station. Pneumatic
Inverted Pin Router	$4,500.00	Good	CR Onsrud 3025 inverted pin router, 30" throat, 5HP electric motor
Lineboring Machine	$6,500.00	Excellent	Maggi system 35, 35 spindle line boring machine. Vertical and horizontal boring capabilities.
Lineboring Machine	$3,100.00	New	Stonewood STO-16, 13 spindle line boring machine. Manual stroke.
Lineboring Machine	$3,750.00	Excellent	Conquest 23 spindle pneumatic lineboring machine. New in 2019, 220V 1PH
Lineboring Machine	$5,600.00	Good	Ritter R-46, double row 46 spindle line boring machine. 220V 3PH, pneumatic stroke
Phase Converter	$5,000.00	Like New	Booster digital rotary phase converter. Model F30-22T, 30KW, 40HP
Planer	$4,500.00	Good	Lobo 24" spiral head planer. New head and bearings, Lineshaft conversion available.
Pockethole Machine	$4,950.00	Excellent	Safety Speed model SPM 301 pockethole machine. 120V 1PH, Excellent Cond!
Pockethole Machine	$4,500.00	Good	Kreg muti spindle pockethole model DK5100. 3 spindles, Air powered
Powerfeed	$700.00	Great	Delta 3 roll powerfeed, 220v 3Ph electric. 4 speed.
Profile Sander	$975.00	Good	Whirlwind model 700 profile sander. 1HP variable speed motor.
Radial Arm Saw	$1,250.00	Good	Omga RN600 Radial arm saw, 220V 3PH
Sawstop	$4,200.00	New	Sawstop, Industrial tablesaw. 5HP, Brand New. Minor shipping damages save you money!
Shaper	$4,250.00	Excellent	Northtech model 625 shaper, with 1 1/4" spindle. 7.5 HP, 220V 3PH -PRICE REDUCED
Shaper	$3,995.00	Very Good	Mini Max Formula T1 shaper, 47" x 28 3/4" table, 230V 3PH, 1 1/4" spindle
Shaper	$2,500.00	Excellent	Paoloni model T900, shaper, 1 1/4" spindle, Nice compact, machine. Made in Italy!

Machinery Yard

Item	Price	Condition	Ad Details	
Key Machine, Titus Miller 1769 Harrisville Rd, Stoneboro, PA 16153 Phone: (724) 301-0545 Email: sales@keymachinellc.com				
Shaper/Tenoner	$8,000.00	Excellent	SCMI T130 Shaper, set up with coping sled, and horizontal spindles for tenons	
Spindle Sander	$1,200.00	New	Grizzly G1071 Oscillating Spindle Sander. Complete set of spindles. New never used.	
Spray Pump	$1,600.00	Nice	Binks Spray Pump with Trophy AA gun and hoses. Cleaned and checked	
Tablesaw	$1,950.00	Good	Rockwell 14" tablesaw with hydraulic motor, and 52" fence. Heavy Duty Saw	
Tablesaw	$2,500.00	Good	Powermatic model 72, 14" tablesaw with 52" fence system	
Tablesaw	$1,950.00	Good	Powermatic model 66, 10" tablesaw, with 52" fence, new bearings.	
Tablesaw	$1,900.00	Good	Rockwell 10" Unisaw, with 52" fence and overarm guard system	
Tablesaw	$2,150.00	Great	Delta Unisaw with 53" Unifence. Wixey digital reaout. Great Condition	
Tablesaw	$2,750.00	New	Oliver model 4016 tablesaw with 53" fence and table. 5HP 1PH 220V	
Tablesaw	$1,750.00	Good	Jet 10" tablesaw with 52" Jet fence and table.	
Tablesaw	$1,950.00	Great	Delta Unisaw with 50" fence system. 5HP 3PH	
Tablesaw	$1,950.00	Great	Delta Unisaw with 36" Unifence system. 1PH 220V electric	
Toekick Notcher	$6,500.00	Great	Pistorius MN302, 14" toekick notcher/double miter saw. New Arbor bearings and blades.	
Toekick Notcher	$8,900.00	Great	CTD model N80 toekick notcher, 2- 14" staggered sawblades. 460V 3PH	
Upcut Saw	$4,200.00	Good	Whirlwind 212R upcut saw with infeed/outfeed tables, 18" blade, 2"x12" cap.	
Vertical Panel Saw	$8,500.00	Very Good	Holz-Herr 1265 Super Cut vertical panel saw. 5X10 cap, 220v 3Ph. Great Cond.	
Widebelt Sander	$12,500.00	Excellent	Oliver 25" double head wide belt sander 75" belts. Purchased new in 2021	
Widebelt Sander	$7,900.00	Good	Sandingmaster 37" single head widebelt sander, 37x75 belts, 230v 3PH	
Widebelt Sander	$14,500.00	Call	Timesavers 2300 series, 42" single head sander. 460V 3PH. New arrival	
Widebelt Sander	$24,900.00	Excellent	SCMI Sandya 7S, 42" double head widebelt sander. 84" belts. Nice Clean Machine!	
Freight	Affordable	Easy	Get your machinery delivered! We offer delivery, or freight options nationwide!	
Kickapoo Valley Hardwoods S1050 Old Hwy 131, Ontario, WI 54651 Phone: No Phone (Write)				
Wood Grinder	$17,500 OBO	Like New	Montgomery 18HD40 top feed Biohog, complete rebuild, 10 ft heavy duty hopper	
Diesel	$7,800.00	Rebuilt	Detroit 471TA complete power unit, 200 hp, 600 hrs on rebuild	
Kings Repair 3155 Davis Rd, Seymour, IA 52590 Phone: 641-203-9169				
Trackloader	$42,500.00	Very Good	2017 Cat 259D, CAH, 2 spd, no emissions, hydraulic, QA with bucket, 1360 hours	
Trackloader	$25,000.00	Very Good	2009 Takeuchi TL240 cab, heat, 2 spd, manual QA, 3200 hours	
KW Welding & Mfg 17722 212th St, Bloomfield, IA 52537 Phone: 641-722-3104				
Baghouse	$3,500.00	Good	12 in inlet with 80 bags, 80 in long, 7 ft x 8 ft x 20 ft h	
Forks	$450 ea	Good	5 in wide x 42 in long, 20 in between hooks, 2 sets	
Screw Machines	$Call	Good	Brown & Sharp, good, some w/bar feeder, 7 machines	
Lathe	$1,500.00	$Call	Warner & Swassey no 3 turret lathewith 3 jaw chuck	
Lathe	$1,800.00	Good	Warner & Swassey 3-A 6 in tru hole 21 in 3 jaw chuck	
PVC	$40 ea	New	4 ft x 8 ft pvc panels, 1/2 in white	
Gates	$430 ea	New	Stainless dog kennel fronts, 49 in h x 71.75 in wide, 36 pc	
Stoves	$200 ea	Fair	2 large barrel stoves, heavy built with fan	
Diesel	$4,000.00	Fair	Perkins 6 cylinder with stub shaft, runs good	
Diesel	$5,500.00	Fair	John Deere 4039T, 110 hp, runs good, uses oil	
Pipe Bender	$400.00	Good	16 ton hand pump, up to 3 in dies	
Sweeper	$800.00	Good	Walk behind with gas engine	
Steam Engine	$Call	New	1/2 scale Case 6S steam engine, built to order	
Buggies	$800 ea	New	2 aluminum buggy tops, unfinished	
Lancaster County, PA Phone: (717) 335-8181				
Diesels	$Call	$Call	7 hp to 90 hp. Yanmar power units	New, Used, or Rebuilt
Diesels	$Call	$Call	12 hp. to 85 hp. Kubota power units	New, Used, or Rebuilt
Diesels	$Call	$Call	55 hp to 375 hp. John Deere power units	Used or Rebuilt
Diesels	$Call	$Call	25 hp To 350+ hp.Caterpillar power units	New Or Used
Diesels	$Call	$Call	80 hp. To 375+ hp. Cummins power units	New Or Used
Diesels	$Call	$Call	55 hp. To 182 hp. Deutz power units	New, Used, or Rebuilt
Diesels	$Call	$Call	100 hp To 248 hp FPT Iveco power units	New Or Used
Diesels	$Call	$Call	Detroit series 60 11.1 L, 12.7 L, and 14.0 L power units	Used or Rebuilt
Parts	$Call	$Call	Used Yanmar Parts	
Parts	$Call	$Call	Stub shafts & fan spacers machined to your specs	
Panels	$350. - $570	New	Murphy control panels, prewired with safety shutdowns	
Lancaster Vegetable Farmers 362 Kurtz Rd, Ephrata, PA 17522 Phone: 717-354-3350 Fax: 1-717-354-3353				
Air Conditioner	$4,500.00	Good	Self contained unit, just run duct work, 7.5 hp, 240 volt, 3 phase	
Cooling Unit	$Call	Used	Used evaporators and condensers, 20 hp system, see photo ad on page 371	

Machinery Yard

Item	Price	Condition	Ad Details
		Leroy Byler 6948 Atlantic Lake Rd, Hartstown, PA 16131 Phone: 814-547-2548 Work Phone	
Grinder	$7,000 OBO	Fair	Model 357 Foley Carbide saw grinder with flexible shaft and lots of parts
		Lester Hoover, W2043 County Line Rd , Dorchester, WI 54425 Phone: 715-654-5195	
Front PTO	$7,000 OBO	New	Front 3 pt pto, 2021 Zuidberg, fits MTX 160-200, never mounted, missing shaft
		Lester Troyer 5558 Pringle Road, Decker, MI 48426 Please Write	
Steel Lathe	$1,000.00	Good	LeBlond heavy duty lathe, 18 x84, two 3-jaw and one 4-jaw chucks
		Levi Miller N4899 Fuchs Rd, Bangor, WI 54614 Phone: 608-696-9512	
Clamp Carrier	$10,500.00	Good	30 section 9 ft wide, 36 in clamps, lineshaft ready with clutch
Glue Spreader	$3,000.00	New	9 ft long SS grid and pan has foot pedal on both sides
Upcut Saw	$50,000.00	Good	Northfield, lineshaft ready with clutch, all mechanical, no air
Straightline Rip	$24,000.00	New	Northtech SLR-16SC, lineshaft ready with clutch
Clamps	$35.00	New	50 pony clamps, 41 in long
Gutter Machine	$12,000.00	Good	Newtech 5 in setup with a gas motor and clutch in a 8 ft x 16 ft trailer
		Lyndell Martin 1275 State Line Rd, Waynesboro, PA 17268 Phone: (301) 992-3526	
Parts	$Call	Used	Parting out JD 555 crawler loader with backhoe
Parts	$Call	Used	Parting out New Holland and Gehl grinder mixers
Scales	$Call	New	Scales for farm equipment and most custom applications
Scale Kits	$Call	New	Complete scale sets for grinder mixers
		Mahlon Byler 9775 Hardins Creek Rd, Leesburg, OH 45135 Phone: 740-505-9599	
Truss Press	$9,000.00	Good	Hershberger mechanical truss press in good condition
Truss Saw	$5,500.00	Good	Hershberger truss saw in good condition, includes extension tables
		Manny Lapp 322 Hatchery Road, Dalmatia, PA 17017 Phone: 570-495-0270	
Trackloader	$26,000 OBO	Good	Kubota 90-2, enclosed cab, hi-flow hydraulics, 3,550 hrs, reman engine
		Marc Wickey 730 Riley Gravel Switch Rd, Gravel Switch, KY 40328 Phone: 606-235-0770 Email: mistyridge@@upwardmail.com delivery possible	
Table saw	$2,500 OBO	Very Good	Grizzly G1023SL Table saw, Includes tabletop with 52" cut fence, sliding table, overarm blade guard, mobile base, 220V, single phase
		Marlin Yoder 6905 E CR 1100 N, Butlerville, IN 47223 Phone: 812-592-4398	
Diesel	$6,000.00	Good	140 hp 5.9 Cummins w/clutch, murphy panel, turbo, radiator
Diesel	$6,500.00	Excellent	John Deere 4219 w/clutch, murphy panel, 500 hrs, 65 hp
Sawmill	$7,500.00	Good	42' carriage, 56 in portable cicle blade, 2 head block cuts 20', ready to go
		Martins Woodworking Machinery 4761 State Rte 14A, Dundee, NY 14837 Phone: 607-678-4374 Email: sales@mwmachineryny.com	
Upcut Saw	$3,900.00	Good	Cantek 18" Left hand double palm push button
Coping Sled	$1,100.00	New	Timbertech coping Sleds 12" max width, manual clamping
Moulder	$40,000.00	Like New	2022 Northtech NT-S525 5 Head Moulder
Pin Router	$6,500.00	Good	CR Onsrud 36210
Planer	$2,200.00	Good	Powermatic 180 18" Planer straight Knife
Profile Grinder	$15,000.00	Good	Weinig Rondamat 960 Profile Grinder 1-13/16 Arbor
Shaper	$3,750.00	Good	Bridgewood BW510TS Sliding Table Tilting Spindle with 3 roll feeder
Shaper	$3,900.00	Good	Invicta TI-14 Sliding Table 3/4" and 1-1/4" Spindle
Widebelt Sand	$10,000.00	Good	Sandingmaster Double Head 37"
Widebelt Sand	$5,500.00	Good	Cemco 1000 37" Single Head
		Marwood Doors 896 S Kinlos Ave, RR5 Lucknow,, Ontario, Canada, N0G 2H0 Please Write	
Widebelt Sand	$3,000.00	Good	Single head 38 inch widebelt sander, contact Platen combination, hyd drive, pneumatic control
		Mast Engine Service 19658 Flora Ave, Bloomfied, IA 52537 Phone: (641) 722-3080	
WPT Clutches	$Call	New	Wholesale/Retail, over 175 units in stock
Diesels	$Call	Low Hours	Very low hours, Deutz 2.9L, tier 4
Diesel	$Call	Low Hours	Very low hours, Cat C3.4B, tier 4
Diesels	$Call	New	New and low hours, Cat C4.4, tier 4
Diesels	$Call	New	New Yanmar 24 hp power units
Diesel	$Call	New	New Volvo 280 hp power unit, tier 4
Diesels	$Call	New	New Isuzu tier 4 enigines, various models
Diesel	$7,500.00	Used	Used John Deere 4045T 75 hp power unit
Diesel	$4,500.00	Used	Used Cummins/Case IH 200 hp? bare engine
Diesel	$10,500.00	Used	Used Cummins 110 hp power unit, 7462 hours
Controls	$Call	Several	Dynagen auto start, several models
		Melvin Weaver 7751 Maple Grove Rd, Nashville, MI 49073 Phone: 269-284-9188	
Screw Compressor	$7,500 OBO	Excellent	Sullair 185 cfm, John Deere 4045, enclosed, no trailer, 1800 hours
Generator	$6,500 OBO	Excellent	85 KW 480 volt, 3 phase, Onan Cummins diesel, 487 hrs

Machinery Yard

Item	Price	Condition	Ad Details
Metal Profile LLC 1663 Martin Wolf Rd, Rose Hill, VA 24281 Phone: (276) 832-2358			
Panel Wrapper	$10,500.00	Good	Heartland metal panel wrapper
Forklift	$8,500.00	Good	Clark forklift, 12,000 lb lift capacity
Forklift	$11,500.00	Good	Hyster forklift, 12,000 lb lift capacity
Micah Wagoner 6630 Sheller Rd, Chambersburg, PA 17202 Phone: 717-375-2439 Fax: 1-717-375-2439			
Dust Collector	$9,500.00	Good	Indoor Nederman S1000 with relay blower to blow dust outside
Radial Arm Saw	$600.00	Good	16 Dewalt with infeed and out feed tables, 24 in cut
Midwest Hay N Straw S8130 County Road G, Augusta, WI 54722 Please Write			
Roller Mill	$15,000 OMO	Good	RMS 10 x 40 dual roller grinder, complete with gravity scalper, full width pull out magnets and 2 - 40 hp TEFC electric motors, rated at 17 ton per hr @700 Microns, Mill in good condition, roll condition at 75%, owners manual included
Midwest Machine Sales 2500 SW CR 10528, Rich Hill, MO 64779 Fax: 1-417-395-2321			
Milling Machine	$7,750.00	Excellent	Kearney & Tracker 205-S12 late model, !984!, nice, nice mill with verticalhead on swing away arm cross, travel tolerance 0.0015!
Milling Machine	$6,500.00	Great	#4 Kearney & Tracker vertical mill with power feed, head travel & twin screw HD knee, fresh out of tooling company, Nice!
Rotary	$5,500.00	3 Jaw	Troyke brand 30 inch rotary table with 25 inch 3 jaw chuck, horizontal or vertical mounting option, USA made, very minimal wear, original paint
Palfinger	$17,500.00	Very Clean	Knucle Boom, 26 ft reach, model 23500, very clean, low hours, 2016, mounts to trailer or truck, with remote
Midwest Power Units 675 N 1400 St, Shobonier, IL 62885 Phone: (618) 846-2011 Fax: (618) 846-2003			
Diesel	$Call	Rebuilt	350 hp 11.1 L 60 series Detroit DDEC IIII
Diesel	$12,000.00	Rebuilt	275 hp 6 CTA8.3 Cummins mechanical Bosch MW pump
Diesel	$10,000.00	Very Good	250 hp 6 CTA8.3 Cummins mechanical Bosch MW pump, 4000 hrs
Diesel	$10,500.00	Rebuilt	174 hp 6 BT5.9C Cummins mechanical Bosch MW pump, 4000 hrs
Diesel	$6,800.00	Excellent	157 hp BF4M1013FC Deutz mechanical fuel pump
Diesel	$Call	Rebuilt	115 hp 4045TPowertec John Deere mechanical pump
Diesel	$6,000.00	Rebuilt	80 hp F5L912 air cooled Deutz
Diesel	$4,800.00	Low Hrs	45 hp F3L912 air cooled
Info	$Call	Included	All Listed Engines include Engine Mounts, Clutches, Murphy Panel, Air Cleaner
Mike Yoder 9264 TR 659, Dundee, OH 44624 Phone: 330-600-8995			
Belt Grinder	$1,400.00	Excellent	Jet 3 x 79 belt grinder, 4 hp, 220 volt, 1ph
Miller Lumber 3030 W 100 N, Lagrange, IN 46761 Phone: (260) 463-3461 Email: vhmlmaint@outlook.com			
Wanted:Linde H-30, H-32 and H-35 CT indoor, H30 & H35T enclosed outdoor triple stage mast propane models, call for only the models listed			
Maple	$400.00	Curly	Lot# 716 431' 5/4 Pecky wormy Maple 9'-10' $400
Maple	$950.00	Wormy	Lot#703 1036' 6/4 Pecky wormy Maple 6-14' $950
Maple	$400.00	Wormy	Lot# 729 484' 8/4 ruff-sawn wormy maple 7'-8' $400
Red Oak	$400.00	Red	Lot# 723 490' 4/4 Red oak 2-com 6' - 10 ' $400
Red Oak	$875.00	Red	Lot # 709 913' 5/4 Red Oak 2-com 6-12' long $875
Red Oak	$100.00	Red	Lot# 710 112' 6/4 red Oak 2-com 11'-12' long $100
Red Oak	$800.00	Red	Lot# 714 844' 8/4 Red Oak 2-com 8'-12' long $800
Hickory	$850.00	Hickory	Lot# 721 1051' 5/4 Hickory 2-com 9-12' long $850
Cherry	$125.00	Cherry	Lot# 726 151' 5/4 Cherry 2-com7'-12' long $125
Cherry	$999.00	Cherry	Lot# 722 1226' 4/4 Cherry 2-com 7'-12' long $999
Cherry	$125.00	Cherry	Lot# 720 148' 6/4 Cherry 2-com 9'-10' long $125
Cherry	$550.00	Cherry	Lot # 733 690' 8/4 Cherry 2-com 5'-10' $550
Maple	$3,600.00	Wormy	5130' 6/4 Wormy Maple 2-com
Delivery available to; MI, PA ,IL, MO, WI, & surrounding areas, All lumber is kiln dried and surfaced to standard thickness, Please Note; this list is current stock, 1st come 1st serve, THIS IS SECONDS for a discounted price, NO RETURNS			
Miller Machine Shop LLC 69101 Beech Rd, Nappanee, IN 46550 Phone: 574-773-2900 extension 2 Fax: 1-574-773-2904 Email: mms@ibyfax.com			
Lathe	$3,000 OBO	Excellent	#5 Warner Swassey M-2250 with bar feeder, hydraulic square head
Lathe	$1,500 OBO	Excellent	Hardinge HC chucker
Lathe	$800 OBO	Rough	Hardinge HC chucker, holds good tolerances, looks rough
Misty Mountain Woodworking 64 Whipporwill Way, Farmville, VA 23901 Phone: 434-569-3185 Email: mistymtnww@gmail.com			
Widebelt Sander	$4,000.00 OBO	Excellent	18 inch widebelt sander, air over hydraulic, Grizzly model
Moses J Borntreger 2387 140th Avenue, Murray, IA 50174 Please Write			
Complete Chip-Pack, Chipmaster chipper, model 48A, serial 79-02-26, no motor, Roto-Flow chip screen model BS 515 serial 09-73-27 with electric motor,cyclone with dual discharge pipes, 36 inch chip blower with electric motor, it all mounts on a heavy frame that is included but dissassembled fror transport	$16,750 OMO		

Machinery Yard

Item	Price	Condition	Ad Details
Mountain View Enterprises 1484 W Valley rd Loganton, PA, 17747 Phone: 570-725-2081 extension 0			
Propane Forklift	$9,000.00	Excellent	1998 Clark Forklift, Low Hrs, All terrain, 3 Stage, Nice tight machine
Diesel Forklift	$15,000.00	Good	Hyster, H-80 8200 lb. lift, Gravel Tires, New Seat, SS Solid Machine
Diesel Forklift	$2,500.00	Good	perkins 404, 4 Cylinder, With 17,000 hrs, Doesn't take oil
Fans	$200 ea	Good	52" Hydraulic Drive Fans, Wall or Ceiling Mount
Noah F Boyle Cabinets 3043 Steinruck Rd, Elizabethtown, PA 17022 Phone: 717-603-1927			
CNC Router	$7,500 OMO	Works Good	Fixed Gantry CNC router, twin 5x8 tables, 4-12 hp spindles, Must Sell See ad on Page 450
Noah Martin 4144 Enola Rd, Newville, PA 17241 Phone: 717-226-3959			
Air compressor	$3,500.00	Good	Atlas-Copco 15hp rotary screw compressor 3 phase
Air compressor	$1,800.00	Good	Emglo double 10hp 2 stage compressor on large tank 3 phase
Norman Sensenig 330 Akron Rd, Ephrata, PA 17522 (Please Write for phone #)			
Power Unit	$Write	Rebuilt	Yanmar 25 hp, stub shaft, radiator, panel
Air Compressor	$1,500.00	Rebuilt	Jenny 5 hp, 2 stage, 11 hp, Honda electric start
Air Compressor	$Write	Varies	Cat engine with pony start @ 70 hp
Freight	$Write	Write	Freight Available
Norman Zook 381 Fisher Rd, Salisbury, PA 15558 Phone: 814-662-4303			
Power Unit	$8,800.00	Excellent	Cummins 8.3, 225 hp, low hours, new radiator, clutch and panel
Power Unit	$Call	Excellent	JD 4045 Powertech with hydraulic pump, tank and valve, 4800 hours
Power Unit	$1,050.00	Fair	Detroit 471 model 455-C, with radiator
Engine	$1,300.00	Good	Isuzu D201, 35 hp
Engine	$1,300.00	Good	Kubota 2203, 38 hp
Engine	$Call	Good	Cat 3176 10.3 L, 275 hp
Oak Ridge Lumber 1268 Burkley Rd, Cadiz, KY 42211 Phone: 270-522-0716 9:15 - 9:30 AM Central DST - Mon - Wed - Fri			
Sawmill	$21,500.00	Used	Baker 366D fully hydraulic, 85 hp, Iveco, 2 in bands, 20 ft capacity
Log Deck	$4,000.00	Good	2 strand 19 ft hydraulic with stop and load
Diesel	$6,500.00	Excellent	Iveco P5CE9454C 4 cylinder, turbo, 85 hp, rebuilt
Oconto Machine LLC 7203 Gallon Rd, Oconto, WI 54153 Phone: 920-373-8435			
Forklift	$8,250.00	Works Well	Crown RC5535-35 stand on forklift, 3,500 lb cap, 3 stage, side shift, 12,500 hrs, 2019 battery
Portable Enterprise 39625 240th Ave, Goodhue, MN 55027 Phone: 717-446-5923			
Truss Trailer	$35,000.00	Very Good	2001 JDH 48 ft, 70 ft extension, sandblasted and repainted, new lights and wiring
Project Enterprise 82 Deck Rd, Womelsdorf, PA 19567 Phone: 717-926-1795			
Sander	$4,200.00	Excellent	Bailey Industrial ES9138 drawer sander, 2021
Dovetailer	$9,800.00	Good	Omec 750, electric
Ralph Stuck Lumber 684 Maneval Rd, Mt Pleasant Mills, PA 17853 Phone: 570-539-8666 Fax: 1-570-539-2453			
Drum Sander	$1,500.00	Very Good	36 inch dual drum sander with accessories
Raymond M Byler 44919 Farrington Rd, Spartansburg, PA 16434 Phone: 814-654-7475 between 6:30 and 3:30			
Sawmill	$22,000 OMO	Excellent	Smicksburg upright bandhead with 18 new band track carriage on conveyer
Blower	$1,600 OMO	New	26 inch blower
Motor	$7,000 OMO	Good	John Deere power unit, 160 hp
Tank	$1,000 OMO	Good	275 gallon fuel tankfull of fuel
Gun	$1,800 OMO	Good	Model 7 Remington, 260 cal with scope
Gun	$800 OMO	Excellent	Remington model 700, 7 mm mag, black with scope
Gun	$600 OMO	Fair	Remington model 721, 270 with scope
Gun	$550 OMO	New	Savage Axis 22-250 with scope, black
Gun	$150 OMO	Good	New England 20 ga, youth single shot
Raymond Yoder 2626 S Kansas Rd, Apple Creek, OH 44606 Phone: 330-698-1778 (Answering Service)			
Thrashing Machine	$5,000.00	Exc/Good	28 in Huber Roto Rack complete
Riverside Welding 4015 E Cloverdale Rd, Hastings, MI 49058 Phone: (269) 275-1307			
Diesel	$7,900.00	671 Detroit diesel, murphy, clutch, 210 hp	
Diesel	$2,800.00	Clean	Kubota 40 hp power unit, switch panel and stub shaft
Diesel	$4,200.00	Clean	Air cooled diesel, 60 hp
Floor Scrupper	$3,500.00 - $4,500.00 each		Wet dry Tennant floor scruppers, 3 available
Forklift	$4,700.00	24 Volt	Raymond 24 volt walk behind forklift, 3,000 lb, new battery, 352 hrs
Forklift	$12,500.00	Like New	Big Joe walk behind forklift, new, only 120 hrs, 3 stage
Forklift	$15,500.00	New Paint	Toyota diesel forklift, 7400 hours, 3 stage, side shift, fork position, 7000 lb, all new paint

Machinery Yard

Item	Price	Condition	Ad Details
Rockville Diesel 1630 N Marshall Rd, Rockville, IN 47872 Phone: (765) 569-3561			
Diesel	$7,000 OBO	Very Good	671 Detroit diesel 200hp
Listers	$Call	Rebuilt	TR3 With or Without Control Panel
Deutz	$6,500.00	Runs Good	125hp, needs new oil cooler seals 6L413
Iveco	$12,500.00 OBO	Rebuilt	FPT F4CE0404CD S/N 115788, Horst 3 groove speed clutch, Completely rebuilt, ready to go
Roy A Miller 13827 TR 471, Lakeville, OH 44638 (Please Write)			
Radial Arm Drill	$1,500.00	Good	Radial Arm Drill #4 Moores taper line shaft ready
Gear Matic	$1,200.00	Fair	Gear Matic model 9 winch fits Case dozer
Tractor	$5,500.00	Fair	Case 500 diesel, steel wheels, rebuilt engine 100 hours ago
Samuel Swarey 2754 Pine Woods Rd, Jersey Shore, PA 17740 Phone: 570-745-2285 Fax: 1-570-745-2325			
Diesel	$12,500.00	Good	375 hp Detroit 11.1 Liter, ready to go!
Diesel	$5,000.00	Good	375 hp Detroit 11.1 Liter, bare engine
Diesel	$8,000.00	Good	120 hp John Deere 4045T, ready to go!
Diesel	$4,000.00	Good	50 hp Deutz 3 cylinder, ready to go!
Forklift	$19,500.00	Good	JCB 930 2WD, 4500 hrs, 6,000lb capacity
Forklift	$19,500.00	Good	4 x 4 rough terrain, 6,000 lbs cap, 79 in high, 705 hrs
Forklift	$27,500.00	Good	4 x 4 rough terrain, 6,000 lbs cap, 78 in high, 600 hrs
Forklift	$7,500.00	Good	Daewoo 6,000 lbs capacity, 27 in wheels, LP gas
Edgers	$Call	Good	4 x 36 Meadows
Bandmill	$10,000.00	Good	Norwood HD36 16 ft cut capacity
Log Loader	$10,000.00	Good	Barko 160A 5.9 Cummins diesel
Satisfactory Sales & Services 37137 RT 35 N, Richfield, PA 17086 Phone: (717) 314-4974 Fax: (717) 631-1106			
SPECIALIZING in PROJECT Tractors- CHANGING INVENTORY! 2021 JD 4044M- 328 Hours, loader mechanical- $21,000; JD 6100M-cab 4x4, loader, 24 Speedrolled; WORK READY OPTIONS- Open/4x4 Tractors JD 7230 135 HP, Loader PwQuad!!!! Kubota M5-111D 280 hours!! $37,900; Cab/Loader/4x4, Tractors 6115D Affordable, 3,400 hours, (2) JD 6430s, 6155R & 6115R, loaders, IVT!!! JD 7230 20 Speed; JD 7630- 5,000 Hours!Deleted!! triple remotes, $68,900; Kubota L39 loader/backhoe; Bobcat CT230 600 Hours! loader/ backhoe! $14,900, 5075E & 5055E & MORE OPTIONS!			
Schrock's Feed & Harness 8375 W 300 S, Topeka, IN 46571 Phone: (260) 593-2713 Fax: (260) 593-3790			
Genset	Call	Very Good	2002 Cat Natural gas, 570 KW, enclosed sound absorption unit, quiet, rare find
Milling Machine	$3,000.00	Excellent	Millwright Powermatic milling machine, REDUCED PRICE!
Tractor	$8,500 OBO	restored	1937 John Deere B tractor with spoke wheel, still have official document, completely restored
Grain Distributor	$1,200.00	Excellent	Electric 4 hole grain distributor, reduced price
Boat	$7,200 OBO	Excellent	17 ft Nitro bass boat with 90 hp Tracker motor loaded with trailer, reduced price
Lift	$46,000.00	Excellent	2014 JCB Skytrak, enclosed cab, 3,300 hrs, must see to appreciate
Deer Fence	Make Offer		Used 8 ft woven wire deer fence, 10 ft and 12 ft gates, approx 2,500 ft left
Tent	$4,500.00	Good	3 section green & white, 60 ft x 120 ft, 8 ft posts, all ratchet straps, 1 corner needs repairs
Schwartz Welding Equipment 1161 S 200 W, Monroe, IN 46772 Please Write			
Radial Arm Saw	$1,000 OBO	Good	Electric 2.5 hp, 10 in with stand, Craftsman
Welding Table	$130.00	Good	Wire top has hole for pan to cut metal on folding table
Transmission	$180.00	Unknown	Power Glide, Chevy
Bandsaw	$200.00	Fair	Model SS 450, flex shaft ready
Seybert Sales & Service 4105 W SR 120, Shipshewana, IN 46565 Phone: 260-365-0018 Fax: 1-260-365-8411 Email: seybertsalesandservices@outlook.com			
Shop Heater	$7,500 OBO	Very Good	Used 2 years in a 68 x 72 shop, makes lots of heat, needs 110 volt, burns used engine oil, hydraulic oil or diesel fuel
Genset	$8,000.00	Refurbished	23 KW Kubota with new generator and controls
Skidloader	$28,000 OBO	Used/Good	Wacker Neuson SW21, lift capacity 2,100 lbs, 1,400 hours
Genset	$6,500 OBO	Like New	Kubota 6 KW with auto start
Genset	$6,500 OBO	Very Good	Kubota 7.5 KW with auto start
Genset	$4,500 OBO	Used	Good Wacker Neuson with Kohler engine
Genset	$5,500 OBO	Used	Kubota 11 KW, has 7,100 hours
Genset	$6,000 OBO	Used	Kubota 23 KW, has high hours, out of a chicken barn
SK Metalworks 8129 Fryer Rd, Georgetown, OH 45121 Phone: 937-731-8894			
Driveway Grader	$Call	New	72 inch, 2 blade universal quick attach, wholesale preferred
Skylight Fabric Structures 30697 Colony Ave, New Cambria, MO 63558 Phone: 660-226-6250			
Forklift	$11,500.00	call	Linde H30 forklift, LP, 6,880 hrs, 2004, 6,000 lb lift capacity
Solanco Metal Roofing 4 Quarry Edge Dr, Suite 102, Quarryville, PA 17566 Phone: 717-814-3200			
Roll Former	$50,000.00	Good	Accuform T4 soffit machine with shear
Solomon Peachey 281 Maple Grove Rd, Belleville, PA 17004			
WANTED	$Write	Write	Dividing head with tail stock

Machinery Yard

Item	Price	Condition	Ad Details
Southern Iowa Machine, Gideon Hostetler 12360 614th Street, Cinncinnati, IA 52549 Phone: (641) 895-2633 Fax: (660) 515-0020			
BANDSAW	$1,600.00	Good	Parks 18" Woodcutting Saw, 110 Electric, Carter Guides
BANDSAW	$2,000.00	Very Good	Powermatic, Model 81 20" Wood Cutting, 1 Hp 3 Phase, American Built
CLAMP CARRIER	$25,000.00	Very Good	Quick 30 Section, 8.5' Wide, Automatic Front, 6 Clamps Per Section
CURVED PART SANDER	$9,500.00	Very Good	Ca, Double Sided Curved Part Sander, Belt Sander, Upgrade From 12dr
CURVED PART SANDER	$5,000.00	Good	Kurt Enemamn, Model K30, 12"Wide Capacity, Power Fed
DOWNDRAFT TABLE	$3,000.00	Good	Denray, 4 By 8' Older Style , Hydraulic Powered, New Filters, Repainted
DRILL PRESS	$3,000.00	Very Good	4 Head Powermatic, Model 1200 Variable Speed,1 Hp Per Head, 3 Phase, DISCOUNTED
DRUM SANDER	$1,200.00	Very Good	Woodmaster 25 in, single phase electric
DRUM SANDER	$1,200.00	Good	Woodmaster 37 in, single drum, lineshaft
DRUM SANDER	$800.00	Very Good	Woodmaster, W-1200 12" Wide, 2 Hp Single Phase, American Built, DISCOUNTED
DUST COLLECTOR	$7,500.00	Good	Belfab, 20 Hp, Indoor Unit, All New Filters, Nederman style
EDGE SANDER	$4,900.00	Very Good	Oakly H5, Double Sided Oscillating, Heavy Duty Cast Iron, 3 Phase
ENDMATCHER	$5,000.00	Good	Keystone, 2 head For Flooring,Hydraulic With 12 Volt Controls
FRAME NOTCHER	$3,000.00	Good	Hoffman, Model Nm, For Beaded Frames And Door Mullions
GLUE APPLICATOR	$2,000.00	Good	L And L 7', Infeed 8' Outfeed 12" Wide, Air Powered, Grooved Stainless Head
JOINER	$2,000.00	Good	Powermatic, Model 60, 8 Inch Helical Head, Gold American Model, Lineshaft
LINEBORE	$7,000.00	Very Good	Maggi, Double 46 Spindle, Drills From Bottom, 3 Phase
MORTICER	$800.00	Good	Geetech Model Ct-1913, 1 Hp Floor Model, Not Foot Petal, 110 Electric
MOULDER	$1,900.00	Very Good	William Hussy, Variable Speed 206, 2 Hp Single Phase, Rolling Stand, Poly Bed
PANEL SAW	$2,000.00	Good	Powermatic model 511, 5 x 10 ft, single phase electric
PANEL SAW	$8,000.00	Good	Holz Her model 1265, 5 x 14' capacity, 3 phase
PANEL SAW	$10,000.00	Very Good	Putsch-Meniconia , Model Sp-133, 14' Long, Completely Rebuilt, Price Reduced
PHASE CONVERTER	$3,000.00	Good	Maxi Phase, 30hp Start, 80 Hp Run, 220 Volt
PLANER	$6,800.00	Good	Delta Rockwell, 24" Helical Head, 9 " Depth, Rebuilt-Repainted
PLANER	$8,500.00	Good	Powermatic 225, new 24 inch Helical head, complete rebuild
PLANER	$6,000.00	Very Good	Powermatic 221, 20" Helical Head, Green American Built, lineshaft And Hydraulic
PLANER	$1,800.00	Good	Yates J18, 18" straightknife, lineshaft power
PLANER	$3,000.00	Good	Powermatic, Model 160 16" Helical Head, Green American Machine, Lineshaft
PLANER	$1,200.00	Works Good	Powermatic, Model 160ce, 16" Straight Knife Planer, Older Model
PLANER	$10,000.00	Good	Whitney 97, 37" Double Sided Finishing Planer, Straight Knife, 3 Phase Electric
PLANER	$3,500.00	Good	Woodmaster, W-725, 25" Straight Knife (Helical Option), Poly Bed, No Motor
PLANER MOULDER	$1,400.00	Excellent	Shop Fox W1812, Single Sided, Variable Speed, 2 Hp Single Phase, Year 2017
POCKET HOLE	$1,700.00	Good	Ritter R200,single spindle, floor model, single phase electric
SANDING BOOTH	$1,400.00	Good	7' Wide 8' Tall 32" Deep, No Sides- Or Top, 2 Hp 3 Phase fan
SCRAP CHOPPER	$2,500.00	Very Good	Sweed 510 Ah, Baldor Motor, 1.5 Hp Single Phase, On Rolling Stand
SHAPE AND SAND	$4,500.00	Good	Unique 330, 1 Shaper Head 2 Sanding Heads, Slightly Older, 3 Phase
SHAPER	$2,700.00	Good	Powermatic, Model 26, 1 ¼" Spindle, Electric Or Lineshaft, Powerstack Add On
SHAPER	$1,500.00	Good	Rockwell Model 43-361,New ¾" Spindle, Basic Fence, Good Older Shaper
TABLE SAW	$2,500.00	Very Good	12" Powermatic Model 68, Electric, Gold,5hp 3 Phase, 52 " Fence
TABLE SAW	$1,850.00	Very Good	Delta, 10" 34-806 Unisaw, 52" Fence, Rebuilt With New Arbor And Bearings, 3 Phase
TABLE SAW	$2,500.00	Very Good	Delta, Rt-40 12-14" Saw, 3 Phase 7.5hp Electric, Wide Fence,
TABLE SAW	$2,100.00	Very Good	Powermatic, Model 66 10", 52" Rip Capacity, Totally Rebuilt- Repainted, 3 Phase
TABLE SAW	$1,300.00	Good	Rockwell 10" Unisaw, new arbor and bearings, No Motor, 52 Rip Fence
TENONER	$5,000.00	Good	Greda, Model Tsda Round End Tenoner, Dual Bench, 460 3 Phase
TENONER	$4,000.00	Very Good	Unknown Brand, 4 Head, To Cut Square Tenons, 3 Phase
UPCUT SAW	$4,000.00	Good	Whirlwind, 212 L, 18" , 10 Hp 3 Phase, No Rollers
WIDE BELT SANDER	$4,000.00	Very Good	SCMI Mini Max WIN, 24" platen head, 3 phase electric
WIDE BELT SANDER	$2,000.00	Fair	Timesaver 337 M1 37" Single Head Non Platen, Was Used For Metal,
Specialty Pallet 2600 Kidron Rd Orrville, OH, 44667 Phone: 330-317-3539			
Bandsaw	$9,500.00	Excellent	Single head Baker Bandsaw BBR-0, 6 inches wide with return conveyor. New belts, line shaft ready
Stoltzfus Compressor Service 2196 Long Pond Rd, Pembroke, KY 42266 Phone: 270-475-4004 7:00 - 7:15 PM CT For Voicemail 270-881-7968			
Air Compressors	for prices	$Call	Sales, Service, Parts for all major brands, Specializing in Quincy Compressors
Air Compressors	Comprerssors	Piston	Custom built units, gas, diesel or electric, Portable or Stationary. Specializing in Quincy 5 to 25 hp
Sturdy Built Sheds 981 W US Hwy 70, Plainview, TX 79072 Phone: (806) 292-5851 Fax: 1-806-889-3800 Email: sturdybuilt@norcell.us			
Peterbilt 330	$9,900.00	Good	2000, 8.3 Cummins, SA, Flatbed shed puller w/Mule carriage, wet kit, 393k
Mule Carriage	$1,900.00	Very Good	Very Good, low usage, hydraulic powered
Axle	$2,500.00	Good	Drive axle from Peterbilt 378, w/rims tires, 4.10 gears
Plow	$3,000.00	Good	IH 140 4x rollover plow

Machinery Yard

Item	Price	Condition	Ad Details
The Metal Shop, Isaac Yoder 185 Go-Daugh-Ri-Ty Rd, Amsterdam, NY 12010 Phone: n/a (PLease Write)			
Shear	$4,000 OBO	Good	Pexto 10' 14ga, Manuel Backgauge, Good Sharp blades
Brake Tooling	$800-$900	Like New	1-1/2 Vee Opening, 10' Long, 82° - 2" Vee Opening, 12' long, 82°
Generator	$10,000.00	Excellent	Caterpillar 230 KW, cat 3306 Deisel, Open On Skid, 840 hrs, yr 1996.
Power Unit	$12,000.00	Excellent	Cat330 W/ New Clutch, and Murphy Panel, Only 840 hrs, 340HP
Power Unit	$9,500.00	Good	Cummins 8.3 Clutch, Panel, Rebuilt injection Pump, Inner Cooler, 210 HP
Deisel	$3,800.00	Good	John Deere 4039 80 HP, Radiator To bell Housing W/ Cover, Good Runner
Tim Burkholder 336 Free Rd, Shiloh, OH 44878 Phone: 419-896-3403			
Skidsteer	$12,500.00	Fair	773G Bobcat, 4,834 hours
Skidsteer	$7,500.00	Used	443 Bobcat, 840 hours
Telehandler	$19,500.00	Used	5579 Terex, 5800 hours, open cab with bucket & forks
Sawmill	$29,000.00	Good	Turbo saw swing blade sawmill, 12 inch, 28 hp Honda
Tim Stoltzfus 2525 Perry Schumaker Rd, Mumsville, NY 13409 Phone: (315) 825-1208			
Lime Spreader	$27,500 OBO	Like New!	Stoltzfus 8 ton Lime/Fertilizer Spreader, Hydraulic spinners, Loaded! 24 inch slat style chain tandem axle and lights
Timberview Sales 16853 Eagle Blvd, Drakesville, IA 52552 Phone: (641) 722-3100 or (641) 242-2363			
Air Hoist	Call		Brand new air hoist, call for more information
Power Unit	Call		Custom built hydraulic power units, brand new, built to your specs
Belts	Call		Bestorque belts, Wholesalers Call for Quantity Discounts
Air Tubing	Call		Maxline air tubing, made by Rapid Air, Retail and Wholesale
Garage Openers	Call		Brand new air operated garage door openers
Air Compressors	Call	New	Brand New 5 and 10 hp air compressors
Welder	$5,950.00	Good	Miller Trailblazer 325, 650 hrs
Welder	$2,350.00	Good	Miller 12 VS Extreme wire feeder, suitcase
Titus Miller 3324 560th ST SW, Riverside, IA 52327 Please Write			
Tractor	$14,000.00	Good	New Holland TN65, 65 hp, open station, 2,300 hours, 2 wheel drive
Lawn Mower	$7,000.00	Good	John Deere X465, 53 in deck with bagger, 532 hours, works good
TJ 3892 Coomer Rd, Lockport, NY 14108 Phone: (716) 201-2483 Delivery may be possible, please leave message			
Wide Belt	$8,500.00	Very Good	Timesaver 36"- (2) heads- combination contract drum and platen- heavy duty
Door Clamp	$3,900.00	Very Good	inclined hydraulic and air- multiple position clamps-cast iron heavy duty
Gang rip saw	$8,500.00	Very Good	SCMI- 12" model M-3 – variable feed thru- auto oiler- heavy duty
Wood planer	$2,900.00	Very Good	Powermatic -18" width capacity – easy to convert
Vertical Sander	$4,000.00	Very Good	Vertical drawer sander- Production 15"model tilting table
Shaper	$Varies	Very Good	Wood single spindle shaper- easy to convert
Troyer Engine 33720 County Rd 10, Fresno, OH 43824 Phone: (330) 897-2805 Email: troyer33720@gmail.com			
Generator	$5,900.00	New	420 KW head, SAE 14 x 1
Generator	$1,390.00	New	20 KW MeccAlt two bearing, single phase, 1800 rpm
Generator	$1,500.00	Used	375 KW head, SAE 14 x 1, good
Generator	$1,500.00	Used	350 KW head, SAE 18 x 0, good
Generator	$14,500.00	Used	Cummins 250 KW, open, natural gas, 855 engine, 450 hours
Generator	$16,500.00	Used	250 KW natural gas, enclosed, 855 Cummins, low hours
Engine	$7,500.00	New	Perkins 404-22, 35 hp power unit, ready for clutch or generator
Troyer's Mfg Melvin Troyer 752 St Hwy 80, New Berlin, NY 13411 Phone: n/a (Please Write)			
I-Beams	$1,250.00	Excellent	9 in wide x 24 in high x 35 to 39 ft long, 10 pieces, 94 lb - ft, take all - $8,000.00
2" Head Rigs	Write	New	40 inch bandwheels, Timken bearings, 2 15/16th shafts, top-btm guide in-out, proven design
OT-1 Frick Style	Write	New	Carriages, either Frick or parts interchange, hex wheels, new track, to your specs
Sawmill Parts	Write	New	Pinivn gears and racks, Hex-Flat, carriage wheels, axles, dog racks, disc prices
True Wood Furniture 2957 Church Rd, Bird-in-Hand, PA 17505 Phone: 717-768-0684 Email: truewoodmfg@ibyfax.com			
Drawer Notcher	$3,500.00	Excellent	Okaw 30-5 Mount a Glide drawer notcher, pneumatic powered
Tylersville Repair 10 Sunset Dr, Loganton, PA 17747 Phone: (570) 725-2111 extension 0			
Diesel	$5,250.00	Rebuilt	Lister TR-3, 27 HP
Diesel	$3,950.00	Rebuilt	Lister TR-2, 17 HP
Diesel	$3,750.00	Rebuilt	Lister ST-2, 15 HP

Machinery Yard

Item	Price	Condition	Ad Details
			Upper Iowa Millworks, Allen Gingerich 21623 50th St, Cresco, IA 52136 Phone: n/a Please Write
Moulder	$22,000.00	Good	6 head heavy duty
Moulder	$17,500.00	Good	5 head, 1 13/16th spindles, 3 phase electric,
Profile Grinder	$3,500.00	Fair	Electric, for moulder knives
Upcut Saw	$1,500.00	Good	18 inch blade
Band Saw	$2,000.00	Good	Vertical tilting with feed
Gun	$1,800.00	Mint	Rem 700 bdl 22-250
Gun	$2,200.00	Mint	Rem 700 bdl .222
Gun	$2,800.00	Like New	Rem 1100 .410 ga
Endmatcher	Write	Excellent	Inline, through feed, for flooring or carsiding
Edgesander	$1,000.00	Good	8 in x 50 in platen, older, heavy
Vibrating Conveyer	$5,000.00	Good	For scrap grinder, in feed
Hit & Miss	$1,200.00	Good	International on cart, (runs)
Interior Doors	$Write	New	Lots of styles and species
			Vernon Coblentz 3078 Ravenswood Pike, Ripley, WV 25271 Phone: 304-373-9944
Wheelchair lift	$6,000.00	Excellent	2022 Bruno 6' Lift
Upcut	$1,750.00	Good	Industrial 18" RH, 10hp, 3 Phase Electric
Shaper	$750 OBO	Good	Double 1" Spindles, Shape & Dado drawer sides on 1 Machine, 3 Phase
Planer	$5,750.00	Excellent	20" SCMI, DRO, 10 HP, 3 phase, Spiral Head Ordered, Solid Machine
			Weatherguard Buildings 1664 E 2950th St, Clayton, IL 62324 Phone: 217-322-8910 Email: weatherguard@ibyfax.com
HVLP Foam Rig	$19,900.00	Very Good	Cart mounted Haley spray foam rig, has all available updates, comes with 2 guns and 1.5 sets of foam, can deliver
			Weaver Engine Distributor, Jordan 6610 140th Ave, Stanwood, MI 49346 Phone: 989-287-0956
Diesel	$15,000.00	Like New	350 hp 855 Cummins with new clutch and murphy panel, 500 hrs from new
Genset	Call	New	New 25 KW generator on low hr 2203 Kubota, wired to your specs
Hydraulic	$Call	Like New	2 - 500 hp JD diesels w/6 hydrostatic pumps w/hydraulic and fuel tanks, complete unit, standby unit
Diesel	$6,500.00	Excellent	70 hp, 4239 John Deere with new clutch and Murphy panel,
Diesel	$1,800.00	Excellent	22 hp, 3 cylinder Mitsubishi bare engine
Diesel	$5,500.00	Excellent	40 hp Yanmar with new clutch, radiator and murphy panel
Diesel	$9,500.00	Good	300 hp, 855 Cummins with new clutch and Murphy panel
Diesel	$2,800.00	Good	30 hp Isuzu
Diesel	$4,200.00	Excellent	120 hp 471 Detroit diesel
Diesel	$5,200.00	Good	200 hp 671 Detroit diesel
Irrigation	$4,200.00	Good	VM diesel engine with 3 in x 4 in Burckly pump
Diesel	$6,800.00	Rebuilt	6404 140 hp John Deere with new clutch and Murphy panel
Hydraulic	$Call	New/Used	Custom Built Hydraulic Power Units
			Wendell Shertzer 1082 Letort Road, Conestoga, PA 17516 Phone: (717) 341-9514 Email: shertzerequipmentgroup@gmail.com
Track Skid Steer	$39,500	Excellent	2019 Bobcat T595, 74 HP, Cab, Joysticks, 2 Spd., Hyd. QA, 1,490 Hours.
Track Skid Steer	$47,500	Excellent	2019 Bobcat T595, 74 HP, Cab, Joysticks, 2 Spd., Hyd. QA, HIGH Flow, Roller Suspension, 680 Hours.
Track Skid Steer	$32,500	Excellent	2015 Bobcat T450, 61 HP, Cab, Foot Controls, 2 Speed, Regular Flow, 1,250 Hours
Track Skid Steer	$25,000	Excellent	2021 Bobcat T450, 61 HP, Canopy, Joysticks, 2 Speed, Regular Flow, 1,800 Hours.
Track Skid Steer	$44,500	Excellent	2023 Bobcat T450, 61 HP, Cab, Joysticks, 2 Spd., Hyd. QA, 150 Hours.
Track Skid Steer	$44,500	Excellent	2019 Bobcat T650, 74 HP, Cab, Foot Controls, 2 Spd., 1,180 Hours.
Track Skid Steer	$42,500	Excellent	2021 Bobcat T66, 74 HP, Cab, Joysticks, 2 Spd., Regular Flow, 1,180 Hours.
Track Skid Steer	$52,500	Excellent	2022 Bobcat T66, 74 HP, Cab, Joysticks, 2 Spd., Regular Flow, 280 Hours.
Track Skid Steer	$54,500	Excellent	2023 Bobcat T76, 74 HP, Cab, Joysticks, 2 Spd., High Flow, 930 Hours.
Track Skid Steer	$52,500	Excellent	2022 Bobcat T76, 74 HP, Cab, Joysticks, 2 Spd., High Flow, 1,005 Hours.
Track Skid Steer	$65,000	Excellent	2023 Bobcat T770, 92 HP, Cab, Joysticks, 2 Spd.., High Flow, 240 Hours.
Track Skid Steer	$47,500	Excellent	2015 Bobcat T870, 100 HP, Cab, Joysticks, 2 Spd., High Flow, 1,350 Hours.
Track Skid Steer	$28,000	Excellent	2020 CASE TR270B, 74 HP, Canopy, Joysticks, 2 Spd., Reg. Flow, 1,200 Hours.
Track Skid Steer	$28,500	Excellent	2019 CAT 249D, 67 HP, Canopy, Joysticks, 1 Speed, Reg. Flow, 1,790 Hours
Track Skid Steer	$44,500	Excellent	2013 CAT 259B3, 74 HP Pre-Emission, Cab, Joysticks, Standard Flow, 2 Spd., 600 Hours.
Track Skid Steer	$59,500	Excellent	2022 CAT 259D3, 74 HP, Cab, Joysticks, Standard Flow, 2 Spd., Hyd. QA, 350 Hours.
Track Skid Steer	$38,500	Excellent	2017 DEERE 331G, 91 HP, Cab, Joysticks, High Flow, 2 Speed, 2,350 Hours
Track Skid Steer	$52,500	Excellent	2019 DEERE 331G, 91 HP, Cab, Joysticks, High Flow, 2 Spd., 1,050 Hours.
Track Skid Steer	$59,500	Excellent	2021 DEERE 331G, 91 HP, Cab, Joysticks, High Flow, 2 Spd., 750 Hours.
Track Skid Steer	$52,500	Excellent	2019 DEERE 331G, 91 HP, Cab, Joysticks, High Flow, 2 Spd., 1,120 Hours.
Track Skid Steer	$62,500	Excellent	2022 DEERE 333G, 100 HP, Cab, Joysticks,High Flow Flow, 2 Spd., Power QA, 800 Hours.
Track Skid Steer	$27,500	Excellent	2019 GEHL RT165, 70 HP, Canopy, Joysticks, 2 Spd, Manual QA, 1,350 Hours
Track Skid Steer	$54,500	Excellent	2023 Kubota SVL 75-2, 74 HP, Cab, Joysticks, Reg. Flow, 2 Spd., 380 Hours.

Machinery Yard

Item	Price	Condition	Ad Details
	Wendell Shertzer 1082 Letort Road, Conestoga, PA 17516 Phone: (717) 341-9514 Email: shertzerequipmentgroup@gmail.com		
Track Skid Steer	$47,500	Excellent	2017 Kubota SVL 75-2, 74 HP, Cab, Joysticks, Reg. Flow, 2 Spd., 675 Hours
Track Skid Steer	$44,500	Excellent	2020 Kubota SVL 75-2, 74 HP, Cab, Joysticks, Reg. Flow, 2 Spd., 1,070 Hours.
Track Skid Steer	$41,500	Excellent	2015 Kubota SVL 90-2, 90 HP, Cab, Joysticks, High Flow, 2 Spd., Hyd. QA, 2,010 Hours.
Track Skid Steer	$44,500	Excellent	2018 Kubota SVL 95-2, 95 HP, Cab, Joysticks, High Flow, 2 Spd., Manual QA, 1,750 Hours.
Track Skid Steer	$54,500	Excellent	2021 Kubota SVL 97-2, 96 HP, Cab, Joysticks, High Flow, 2 Spd., Hyd. QA, 1,010 Hours.
Track Skid Steer	$44,500	Excellent	2019 New Holland C237, 74 HP, Cab, Joysticks, Standard Flow, 2 Spd., Pwr QA, 990 Hours.
Track Skid Steer	$54,500	Excellent	2023 New Holland C345, 90 HP, Cab, Joysticks, Hi Flow, 2 Spd, Power QA, 1,180 Hours.
Track Skid Steer	$47,500	Excellent	2020 Manitou 2150RT, 74 HP, Cab, Joysticks, High Flow, 2 Spd., Hyd. QA, 900 Hours.
Track Skid Steer	$25,000	Excellent	2007 Takeuchi TL130, 67 HP, Cab, Joysticks, Standard Flow, 2 Spd, 2,300 Hours, 1 Owner Trade
Track Skid Steer	$31,500	Excellent	2018 Takeuchi TL6, 65 HP, Cab, Joysticks, Reg. Flow, 2 Speed, 1,800 Hours.
WHEEL Skid Steers	$39,500	Excellent	2022 Bobcat S450, Cab, Joysticks, 2 Spd., Hyd. Quick Attach, 150 Hours.
WHEEL Skid Steers	$69,500	Excellent	2023 Bobcat S86, Cab, 105 HP, 2 Spd., Hyd. QA, High Flow, Joysticks, 130 Hours.
WHEEL Skid Steers	$42,500	Excellent	2022 Bobcat S770, Cab, Foot Controls, 2 Spd., High Flow, Hyd. QA, 1,590 Hours.
WHEEL Skid Steers	$37,500	Excellent	2007 Bobcat A300, Cab, All Wheel Steer, 2 Spd., Joysticks, 2,300 Hours.
WHEEL Skid Steers	$32,500	Excellent	2010 Bobcat A300, Cab, All Wheel Steer, 2 Spd., Joysticks, 2,900 Hours.
WHEEL Skid Steers	$25,000	Excellent	(2 Available)2005 CASE 410, Canopy, H-Pattern Controls, Aux. Hyd., Clean/Original!! 190&230 Hours.
WHEEL Skid Steers	$47,500	Excellent	(3 Available)2023 DEERE 324G, 74 HP, Cab, Joysticks, 2 Spd, Power QA, High Flo, 190-250 Hours.
WHEEL Skid Steers	$36,500	Excellent	(2 Available) 2024 DEERE 318G, Cab, Joysticks, 2 Spd., Power QA, Reverse Cam., 750 & 1,100 Hours.
WHEEL Skid Steers	$25,000	Excellent	2005 DEERE 317, 61 HP, Canopy, Foot Controls, Aux. Hyd., Clean&Original!!!, 330 Hours.
WHEEL Skid Steers	$44,500	Excellent	2021 Kubota SSV 75, 74 HP, Cab, Joystick, Standard Flow, Hyd. QA, 250 Hours.
WHEEL Skid Steers	$25,000	Excellent	2002 New Holland LS 180, Canopy, Foot Controls, 2 Speed, Aux. Hyd., 790 1 Owner Hours!!
WHEEL Skid Steers	$32,500	Excellent	2014 New Holland L228, 74 HP, Cab, Foot Controls, 2 Spd., Standard Flow, Power QA, 750 Hours.
STAND ON SKID STEER	$27,500	Excellent	2022 VERMEER CTX100, Diesel Engine, 1,000 LB Lift Capacity, 550 Hours.
Mini Excavator	$52,500	Excellent	2024 Bobcat E32, 24 HP, Cab, Long Arm, Hyd. Thumb, Straight Blade, BRAND NEW!
Mini Excavator	$44,500	Excellent	2021 CAT 304E2 CR, Cab, 40 HP, Hyd. Thumb, 10K LB, 1,860 Hours.
Mini Excavator	$57,500	Excellent	2022 CAT 304, Cab, 40 HP, Hyd. Thumb, 9 K LB, 270 Hours!! WARRANTY!!
Mini Excavator	$52,500	Excellent	2021 CAT 305E2 CR, Cab, Hyd. Thumb, 11K LB, 1,200 Hours.
Mini Excavator	CALL	Excellent	(1)DEERE 26G, OROPS with 650 Hours. (2) DEERE 35 G's with 120 & 1,500 Hours.
Mini Excavator	$39,500	Excellent	2019 Kubota KX 040-4, Canopy, Hyd. Thumb, Angle Blade, 910 Hours.
Mini Excavator	$44,500	Excellent	2022 Kubota KX 040-4, Canopy, Hyd. Thumb, Angle Blade, 550 Hours.
Mini Excavator	$59,500	Excellent	2021 Kubota KX 057-5, 49 HP, Cab, Hyd. Thumb, Straight Blade, 12K LB, 860 Hours.
Mini Excavator	$49,500	Excellent	2020 Yanmar VIO50-6, Cab, Hyd. Thumb, Angle Blade, 11,000 LB, 600 Hours!!
Wheel Loader	$47,500	Excellent	2019 Kubota R430 Articulating Loader, 47 HP, Cab, Power QA, 5,000 LB Lift, 580 Hours.
	Whiteside Sales & Service 11417 Loron Rd, Morrison, IL 61270 Phone: (815) 631-4294		
Diesel	$3,500.00	Good	70 hp 4 cylinder air cooled Deutz power unit w/clutch
Diesel	$4,500.00	Good	120 hp 6 cylinder Deutz power unit w/clutch, air cooled
Diesel	$3,000.00	Good	90 hp 371 Detroit power unit w/clutch
Diesel	$6,500.00	Good	80 hp 4045D John Deere Powertech, tier 3, with clutch
Diesel	$6,500.00	Good	80 hp 4045 John Deere Power unit with clutch
Diesel	$5,500.00	Good	75 hp 4039 John Deere Power unit with clutch
Diesel	$12,000.00	Excellent	150 hp 6059T John Deere Power unit with clutch
Diesel	$19,000.00	6 Hrs - New	250 hp 6081T John Deere Power unit with mech clutch, 6 hours from new
Freight	$Call	Shipping	LTL Freight Shipping Available, 60 Day Warranty
	Wildwood Enterprise 288 Bud Boyd Rd, Spencer, TN 38585 Phone: 931-946-0266 8:00 - 8:30 AM CT		
Jointer	$3,000.00	Good	16 inch Burrill, Shelix cutter head, hydraulic power, 8 gpm fixed disp
	Windy Knoll Chair LLC 184 Cambridge Rd, Gap, PA 17527 Phone: (484) 798-1287		
Chairs	$Call	New	Rough sawn, smooth, live edge, 20 styles, wholesale only
	Woodland Welding LLC 831 Union Church Rd, Elkton, MD 21921 Phone: 443-593-2256		
Punch Press	$300.00	Good	Kenco 4 ton model 4R, 1 1/4
Telehandler	Make Offer	Call	JCB Loadall 525B-4 forks and bucket, diesel needs rebuild
Milling Machine	Make Offer	Fair	Cincinnati 2D6-3, works
	Yoders Custom Sawing 1741 Soldier Rd, Fort Scott, KS 66701		
Resaw	$2,500.00	Good	Morgan single head, no return
Resaw	$35.00	Good	Morgan single head, with return
Edger	$5,000.00	Very Good	Frick 3 blade, adjustable, 4 in
Notcher	$1,000.00	Fair	Single head, 9.5 inch

Machinery Yard

Item	Price	Condition	Ad Details
			Zimmerman Machinery 8096 Hwy 168, Shelbyville, MO 63469 Phone: 573-470-3358
Bandmills	$13,000.00	New	Zimmerman Machinery bandmills, 35 hp Vangard, 24 inch bandwheels, 1.5 inch band, ask for brochure
			Zimmermans Metal Fab 3801 Cty Rd 18, Canandaigua, NY 14424 Phone: (585) 554-3767 Fax: (585) 554-7004 Email: zimmermansmetalfab@ibyfax.com
Welder	$6,000.00	Good	Millermatic 3509P 400A, Bernard gun
Welder	$1,500.00	Good	Millermatic 211 with nice aluminum cart
Power Unit	$800.00	Good	Honda GX270 with hydraulic pump and tank, electric start
Garden Tractor	$500.00	Decent	White, 18 hp, V twin Briggs, 2 speed hydro trans, 3 point hitch
Quick Attach	$Call	New	Skid steer quick attach adapters for loaders

PLEASE FILL OUT THIS FORM (PRINT CLEARLY) MAKE CHECKS PAYABLE TO PCBE (write Machinery Yard on memo line) AND SUBMIT TO

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Fax to: 717-427-1602 or Call: 717-362-1118 ext 2 or Email to: MachineryYard@pcbe.us

ITEM	PRICE	CONDITION	AD DETAILS

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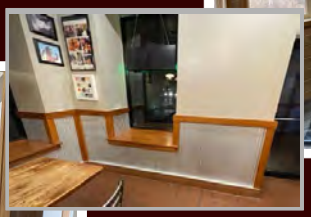


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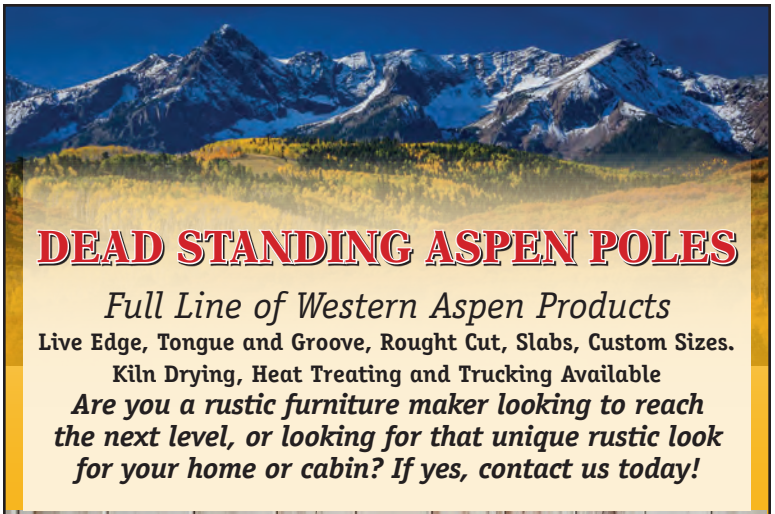

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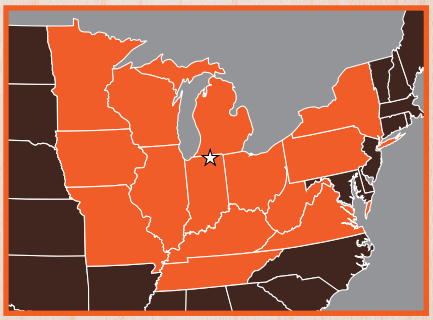

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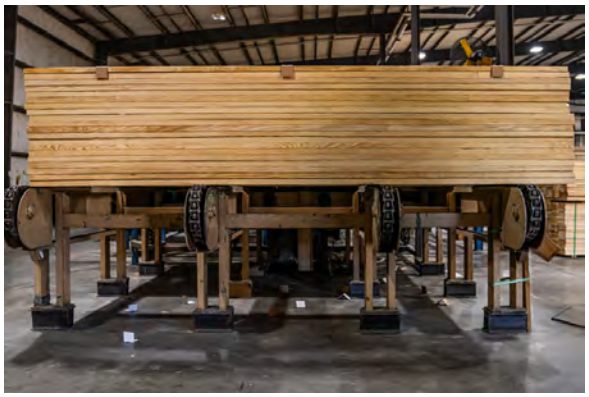

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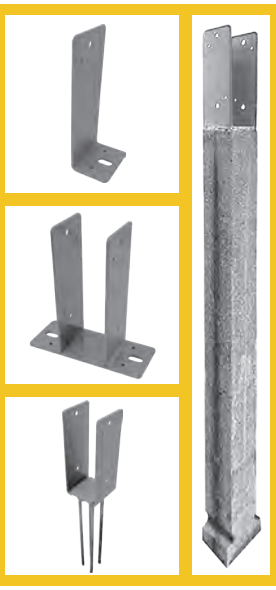

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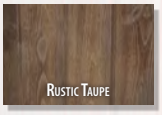

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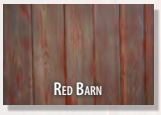

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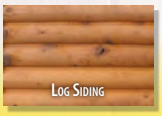

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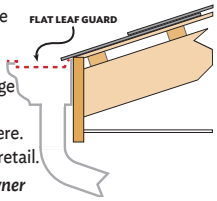

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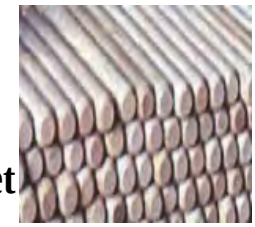

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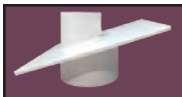

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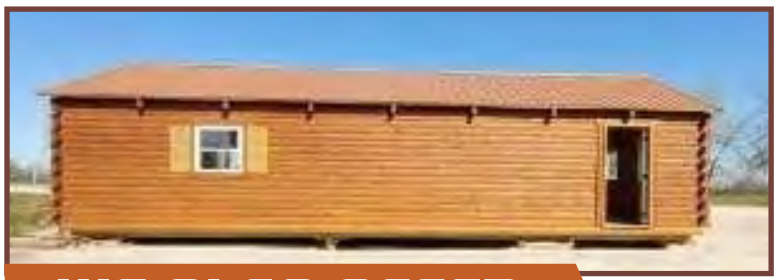

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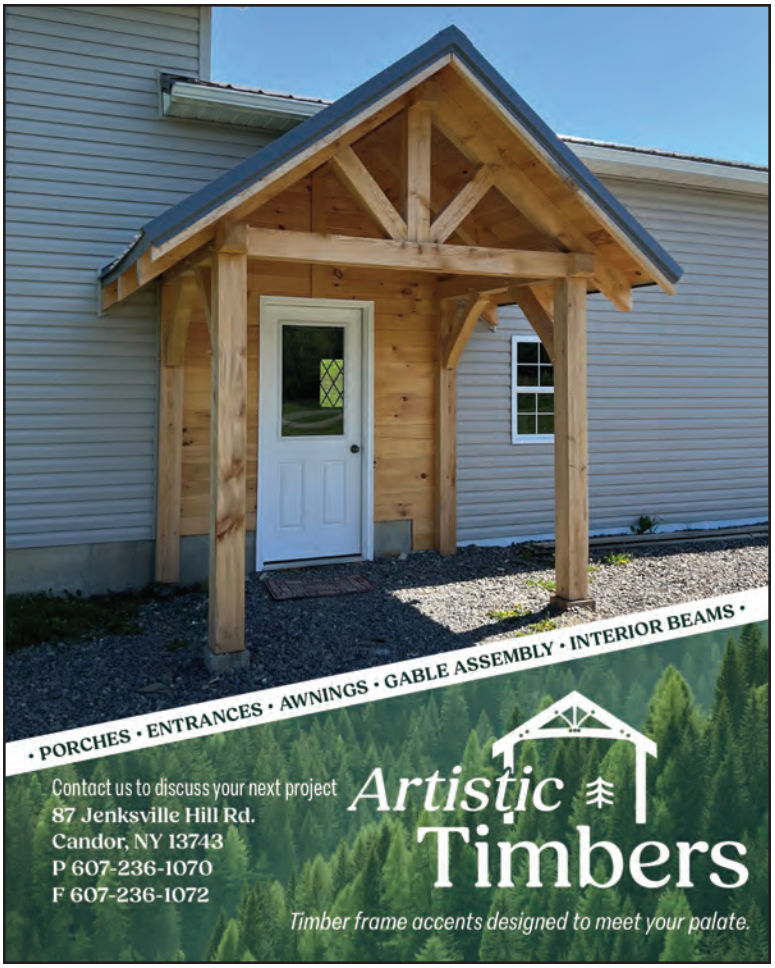

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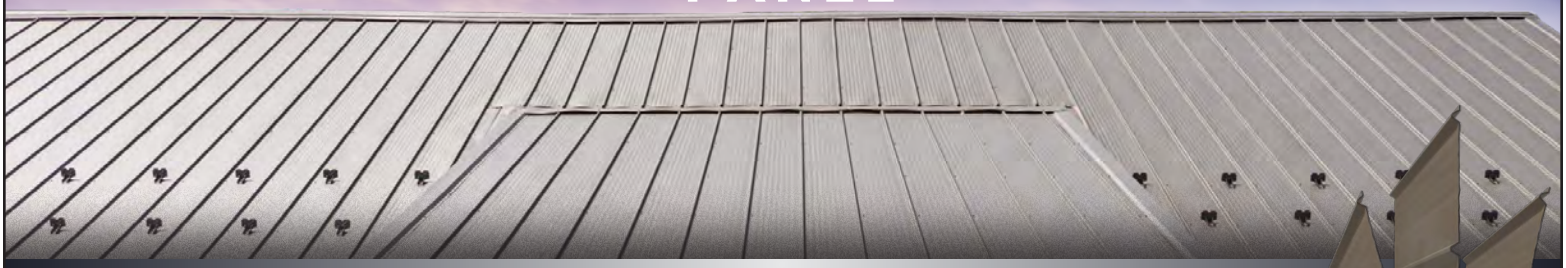

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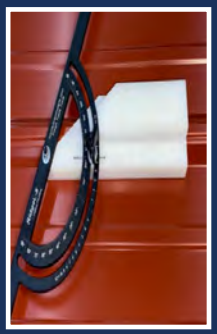

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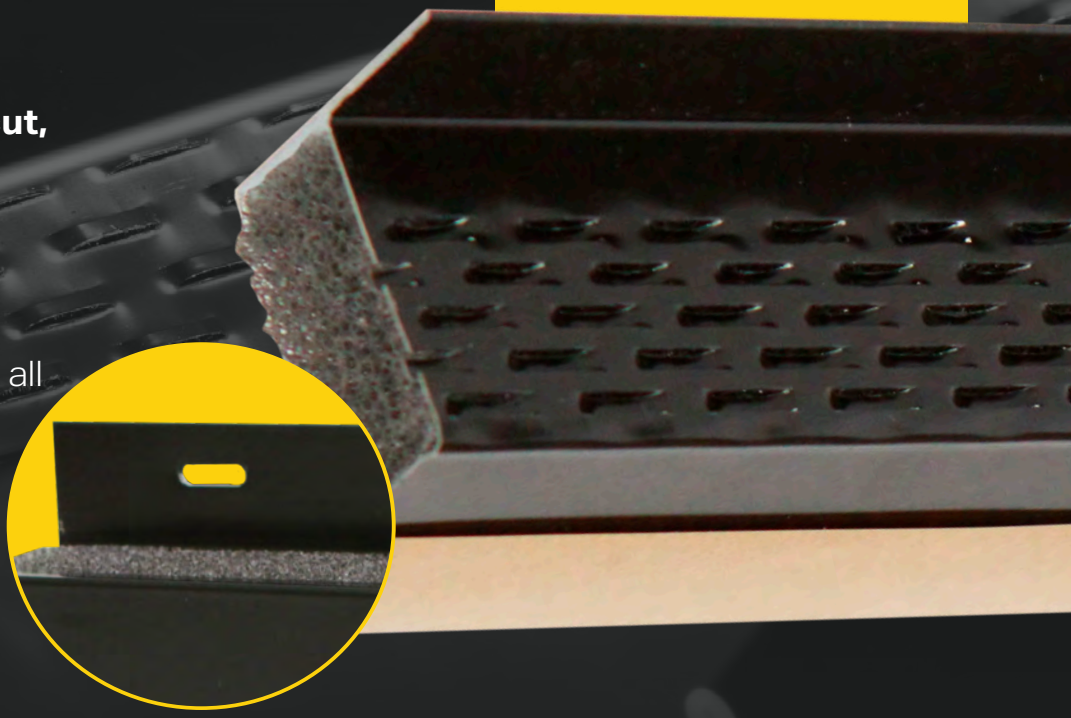

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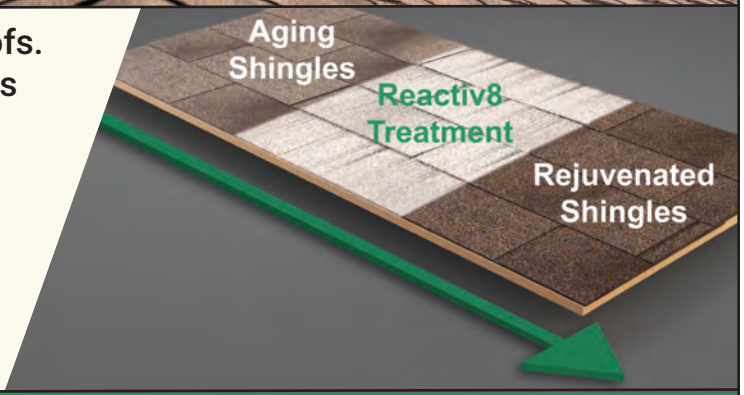

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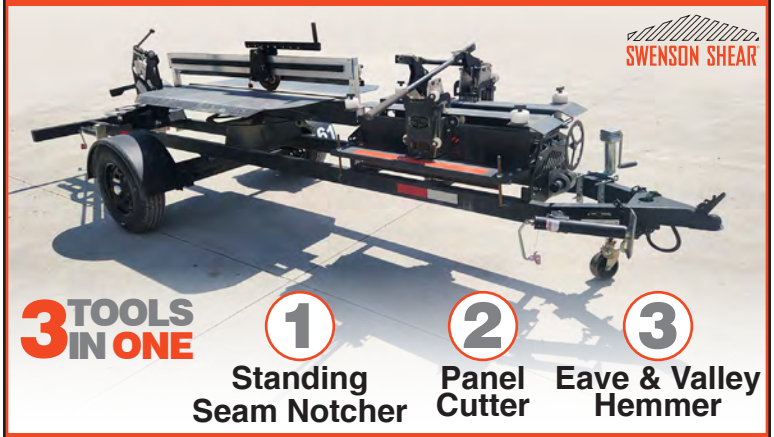

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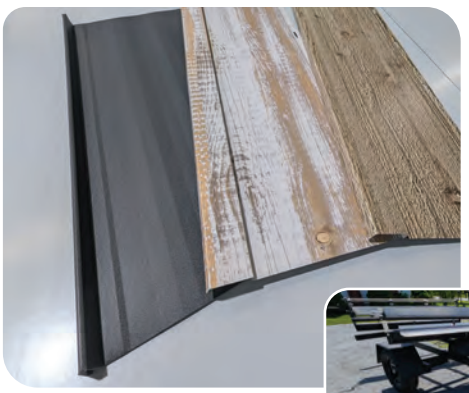

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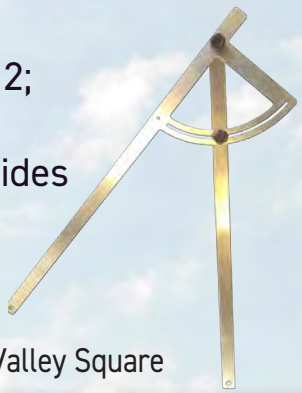

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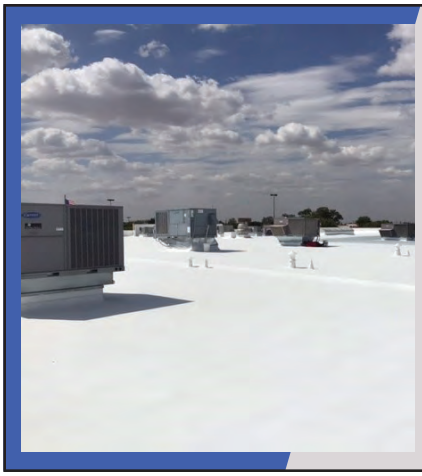

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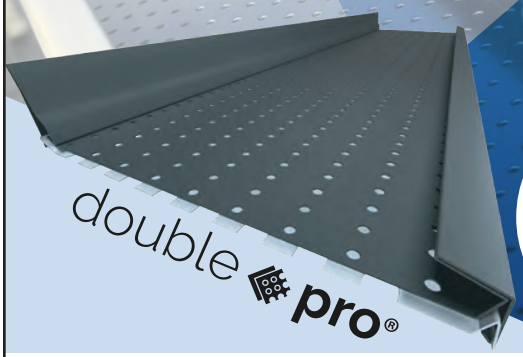

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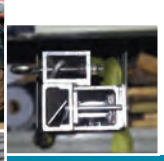

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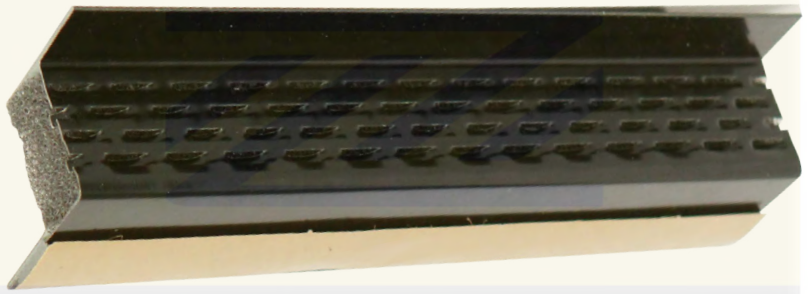

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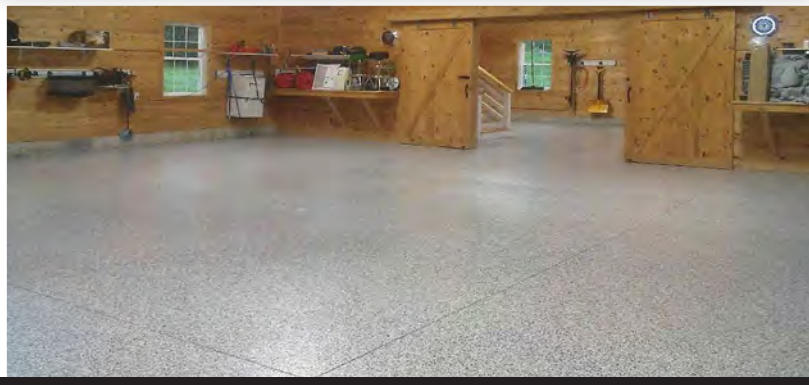

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- 6" x #14 BTX Bronze Deck/Construction Screws – 500 Pc Box $163.80
- 7" x #14 BTX Bronze Deck/Construction Screws – 500 Pc Box $237.53
- 8" x #14 BTX Bronze Deck/Construction Screws – 500 Pc Box $283.20

Nail Gun Nails

30 Degree Paper Strip Nails

- 8D 2-1/2" x 131 - 30 Degree - Galv Ring Shank — 3000/Box $36.00
- 8D 2-3/8" x 113 - 30 Degree — Galv Ring Shank — 1000/Box $12.00
- 8D 2-3/8" x 120 - 30 Degree - Galv Smooth Shank — 2000/Box $24.00
- 10D 3" x 120 - 30 Degree - Brite Smooth — 1000/Box $10.00
- 10D 3" x 131 - 30 Degree - Brite Smooth — 2500/Box $25.00
- 10D 3" x 120 - 30 Degree - Brite Smooth — 2500/Box $2500
- 12D 3-1/4" x 120 - 30 Degree - Galv Smooth Shank — 2500/Box $38.00
- 12D 3-1/4" x 120 - 30 Degree - Galv Smooth Shank — 2000/Box $30.00
- 12D 3 1/4" x .131 30 Degree 2000/bx Galv. Smooth Shank Paper Strip Stick Nails $52.50
- 16D 3 1/2" x .131 30 Degree 2000/bx Galv. Smooth Shank Paper Strip Stick Nails $85.00

15 Degree Coil Siding Nails

- 10D 3" x 113 - 15 Degree 4,800/Box Galv Smooth Shank Coil Nail (Plastic Strip) ... $45.00
- 10D 3" x 113 - 15 Degree 4,800/Box Galv Ring Shank Coil Nail (Plastic Strip) $45.00

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- 4" x 100' Tarco Window Wrap Adhesive Flashing Tape $12.00
- 6" x 100' Kingspan Green Guard Flashing Tape $28.00
- 9" x 100' Kingspan Green Guard Flashing Tape $35.00
- 4" X 75' Resisto All Weather Butyl Flashing Tape $24.00
- 6" X 75' Resisto All Weather Butyl Flashing Tape $32.00

Extra Extra Discounts!

- 6D 2" Galv Smooth Box Nails - 50 Lb Box $55.00
- 8D 2-1/2" Galv Smooth Common Nails - 50 Lb Box $55.00
- 8D GALVANIZED (Small) Oval Head Siding Nails - 5 Lb Box $5.00
- 16D Stiff Stock Ring Shank Pole Barn Nails - 1LB Carton $1.50
- 20D Stiff Stock Ring Shank Pole Barn Nails - 18 Lb Box $1.50
- 30D 4" Galv Smooth Common Nails - 50 Lb Box $55.00
- 40D 5" Galv Smooth Common Nails - 50 Lb Box $35.00
- 60D 6" Galv Smooth Common Nails - 50 Lb Box $30.00
- 3/8" x 10", 12" Galv Flat Head Spike Nails - 50 Lb Box $25.00
- 1-1/2" Electro Galvanized Flat Head Roof Nails - 10lb $20.00
- 6D 2" Galvanized Spiral Deck Nails 1Lb $1.50
- 8D Galvanized Oval (Small) Head Siding Nails - 1 Lb $1.20
- 8D Galvanized Box Nails 10LB $12.50
- 8D Galvanized Spiral Patio/Deck Nails 30LB $37.50
- 8D Galvanized Spiral Patio/Deck Nails 10LB $12.50
- 12D Galvanized Box Nails 50LB $62.50
- 12D Galvanized Spiral Shank Deck Nails 50LB $62.50
- 16D Galvanized Spiral Deck Nails 50LB $62.50
- 16D Galvanized Box Nails 50LB $62.50

- 1/4" X 2 3/4" Concrete & Masonry Hex Head Screws 100 CT $17.50
- 1/4" X 2 3/4" Concrete & Masonry Flat Head Screws 100 CT $13.25
- 3/8" x 10" Galv Flat Head Spike Nails - 50 Lb Box $25.00
- 3/8" x 12" Galv Flat Head Spike Nails - 50 Lb Box $25.00
- 7/8" HDG Flat Head Roofing Nails - 50 Lb Box $25.00
- 16 Ga 1" Crown - 2" Leg Electro-Galv Staples - 10,000 Ct/Box $50.00
- 16 Ga 1" Crown - 2" Leg Electro-Galv Staples - 10,000 Ct/Box $50.00
- 3/8" Crown - 3/8" Leg Hammer Tacker Staples - 20-5,000 Ct Boxes/CS $79/CS
- 3" Black or Red Metal Roofing Screws $0.05/Each
- 3/4" Self Drill or Sharp Point Screws $0.03/Each
- 10oz Almond Window & Door Trim Sealant Caulk Phenoseal $3.25
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- 3" x #9 RedWood Composite Deck Screws - Square Drive 1 lb Cartons $5.00
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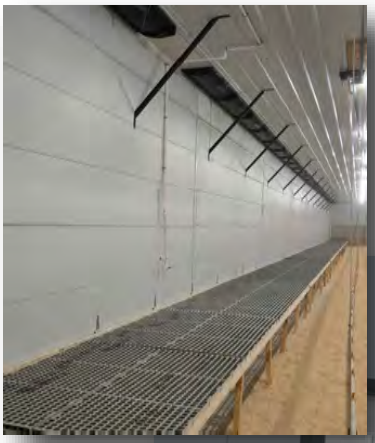

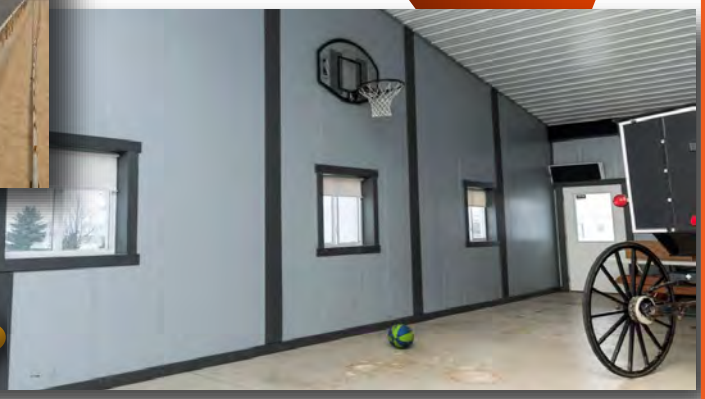

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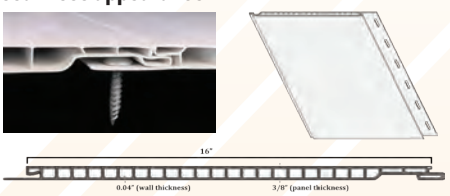

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Custom lengths are available.

Available Colors
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The waterproof panel quality makes DelPro 1638™ a durable interlocking plastic cladding for walls and ceilings, particularly in damp or wet areas. With strong resistance to color change, fading, mold, and mildew, DelPro 1638™ is ideal for car wash wall and ceiling coverings. They are primarily used for new and retrofil wall and ceiling applications including car washes, livestock barns, commercial applications, and residential applications.

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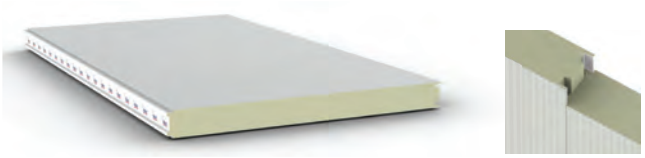

Core Thickness [in]	U-factor (IP)* [BTU/h·ft²·°F]	R-value** [h.ft²·°F/BTU]	U-value (SI)* W/(m².K)
3	0.0464	22.79	0.043
4	0.0348	30.38	0.032
5	0.0279	37.98	0.026
6	0.0232	45.46	0.021
8	0.0174	60.77	0.016

- Excellent panel for use in cold storage, freezer rooms or grow rooms
- Designed for vertical & horizontal installation
- Visible fastener

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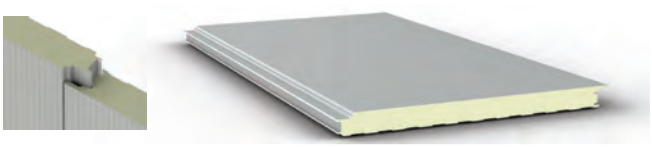

Core Thickness [in]	U-factor (IP) [BTU/h·ft²·°F]	R-value** [h.ft²·°F/BTU]	U-value (SI) W/(m².K)
2.5	0.0557	18.99	0.053
3	0.0464	22.79	0.043
4	0.0348	30.38	0.032
5	0.0279	37.98	0.026
6	0.0232	45.46	0.021

- Designed for vertical & horizontal installation
- Hidden fasteners

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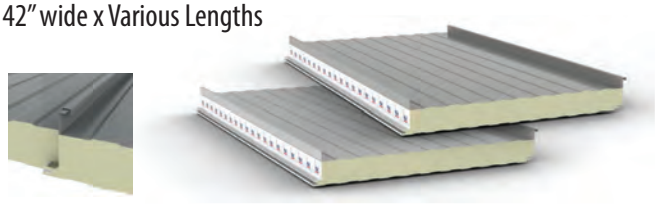

Core Thickness [in]	U-factor (IP)* [BTU/h·ft²·°F]	R-value** [h.ft²·°F/BTU]	U-value (SI)* W/(m².K)
3	0.0464	22.79	0.043
4	0.0348	30.38	0.032
5	0.0279	37.98	0.026
6	0.0232	45.46	0.021

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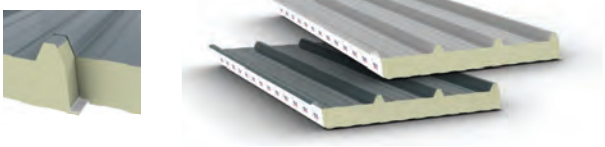

Core Thickness [in]	Overall Thickness [in]	U-factor (IP)* [BTU/h·ft²·°F]	R-value** [h.ft²·°F/BTU]	U-value (SI)* W/(m².K)
2.5	4.07	0.0557	18.99	0.053
3	4.57	0.0464	22.79	0.043
4	5.57	0.0348	30.38	0.032
5	6.57	0.0279	37.98	0.026
6	7.57	0.0232	45.46	0.021

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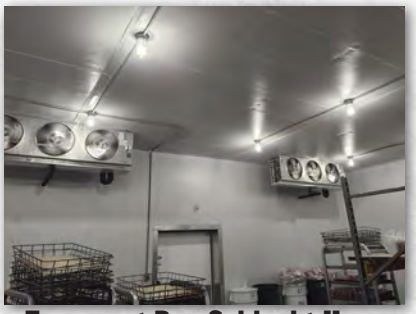

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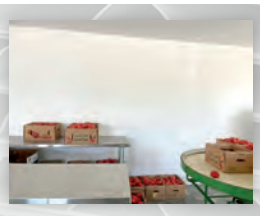

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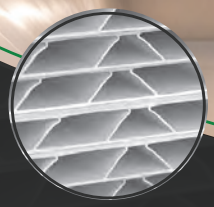

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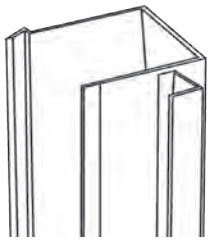

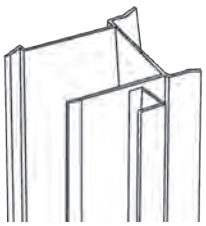





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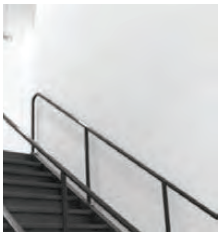

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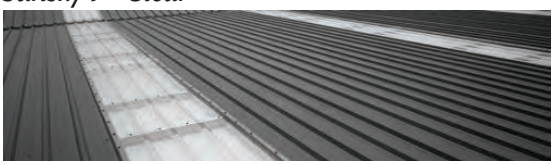





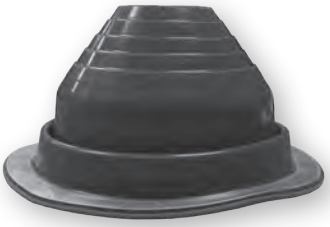

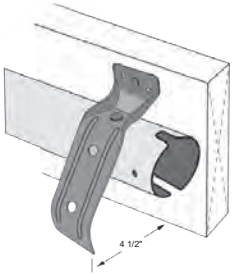

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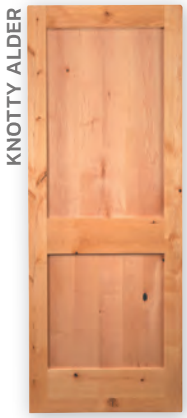







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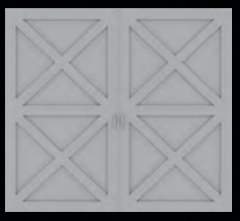
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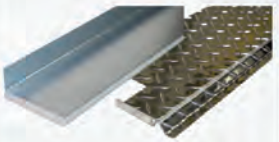

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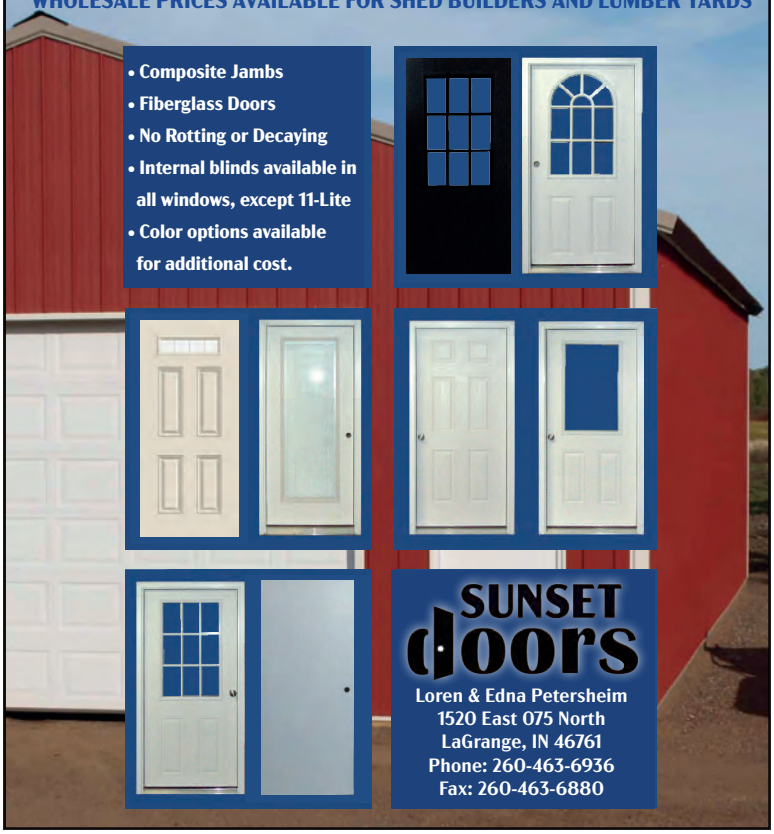

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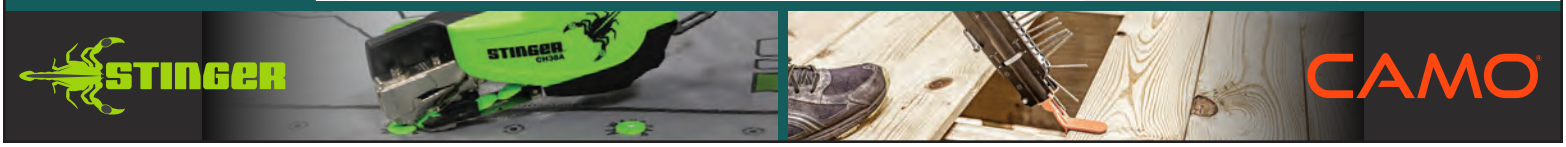

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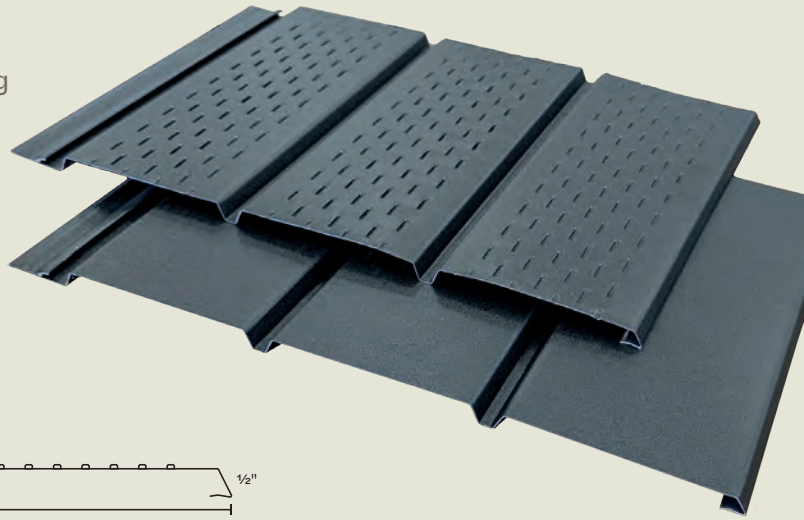





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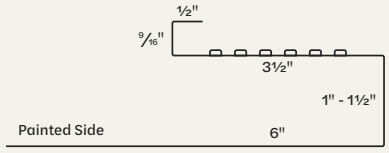

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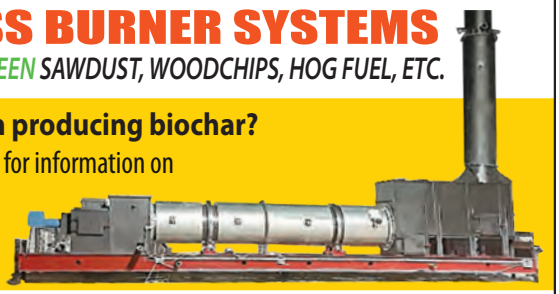

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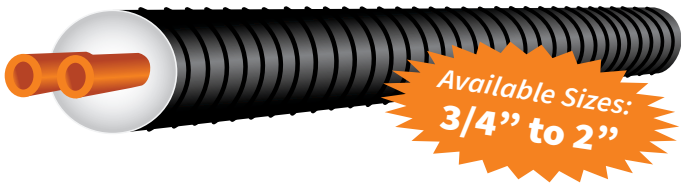

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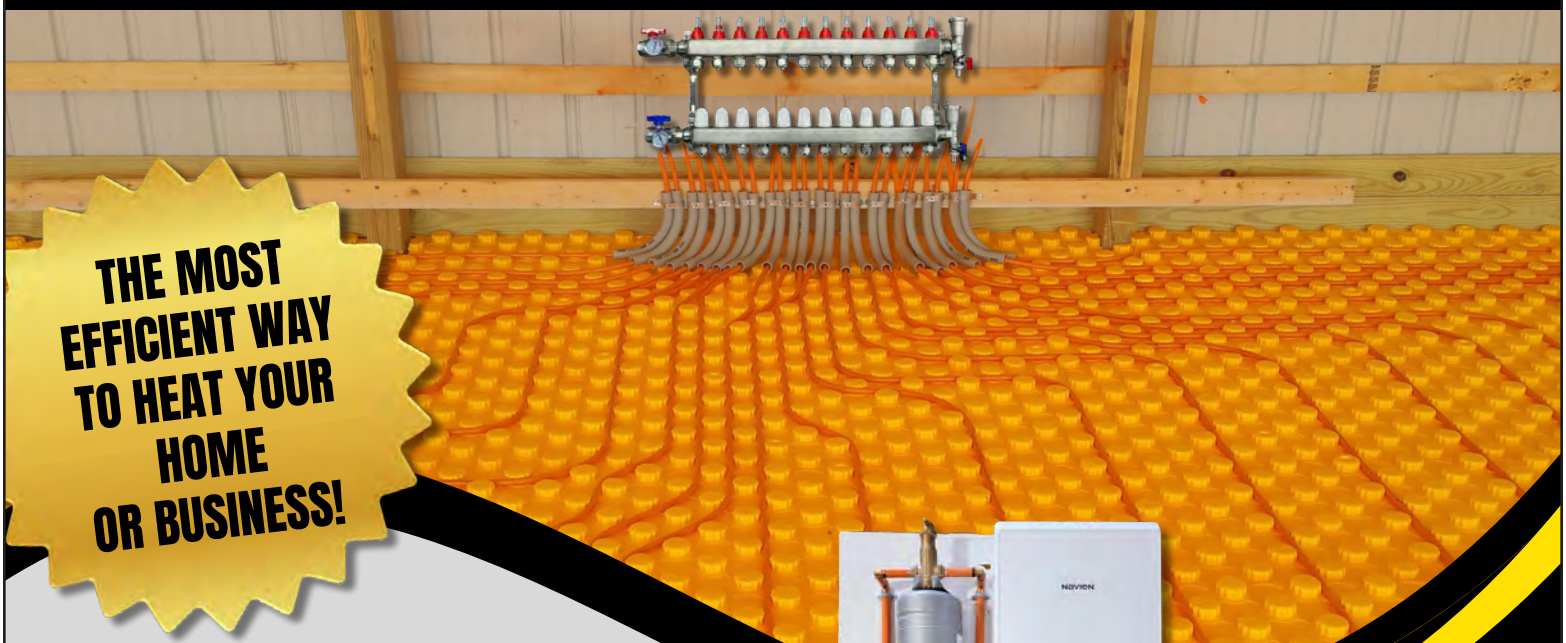

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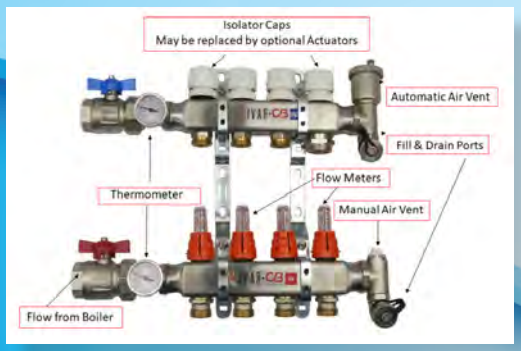

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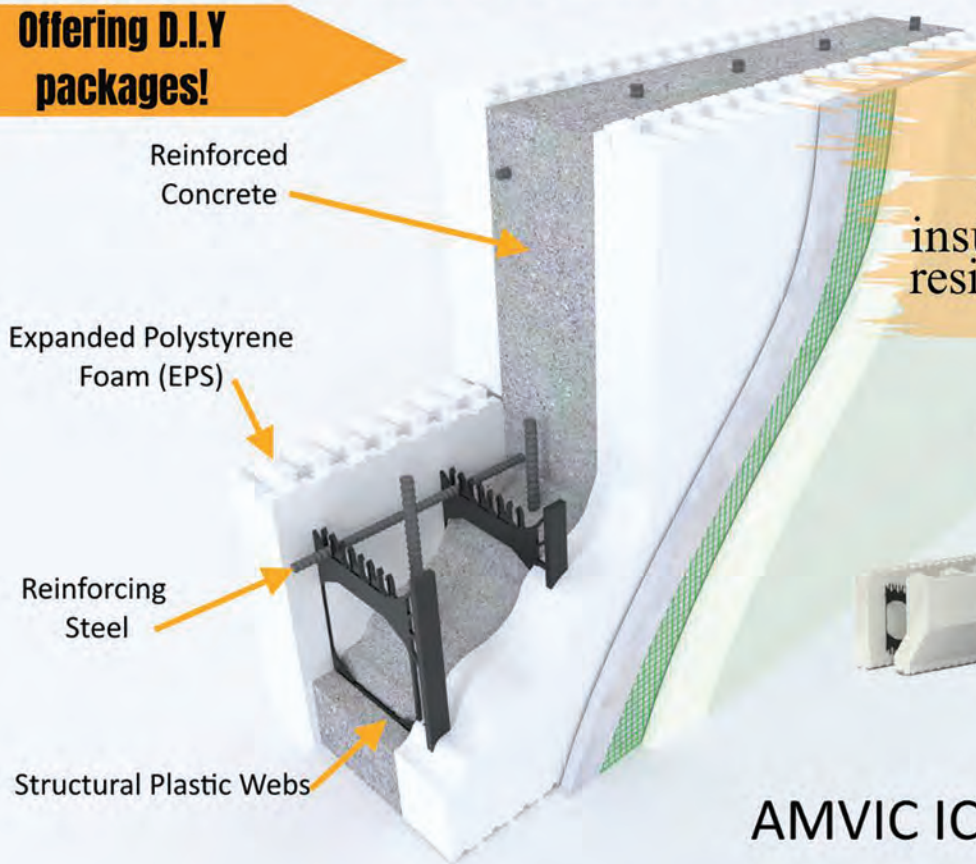

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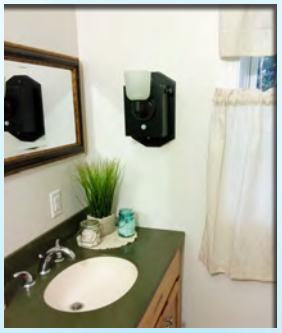

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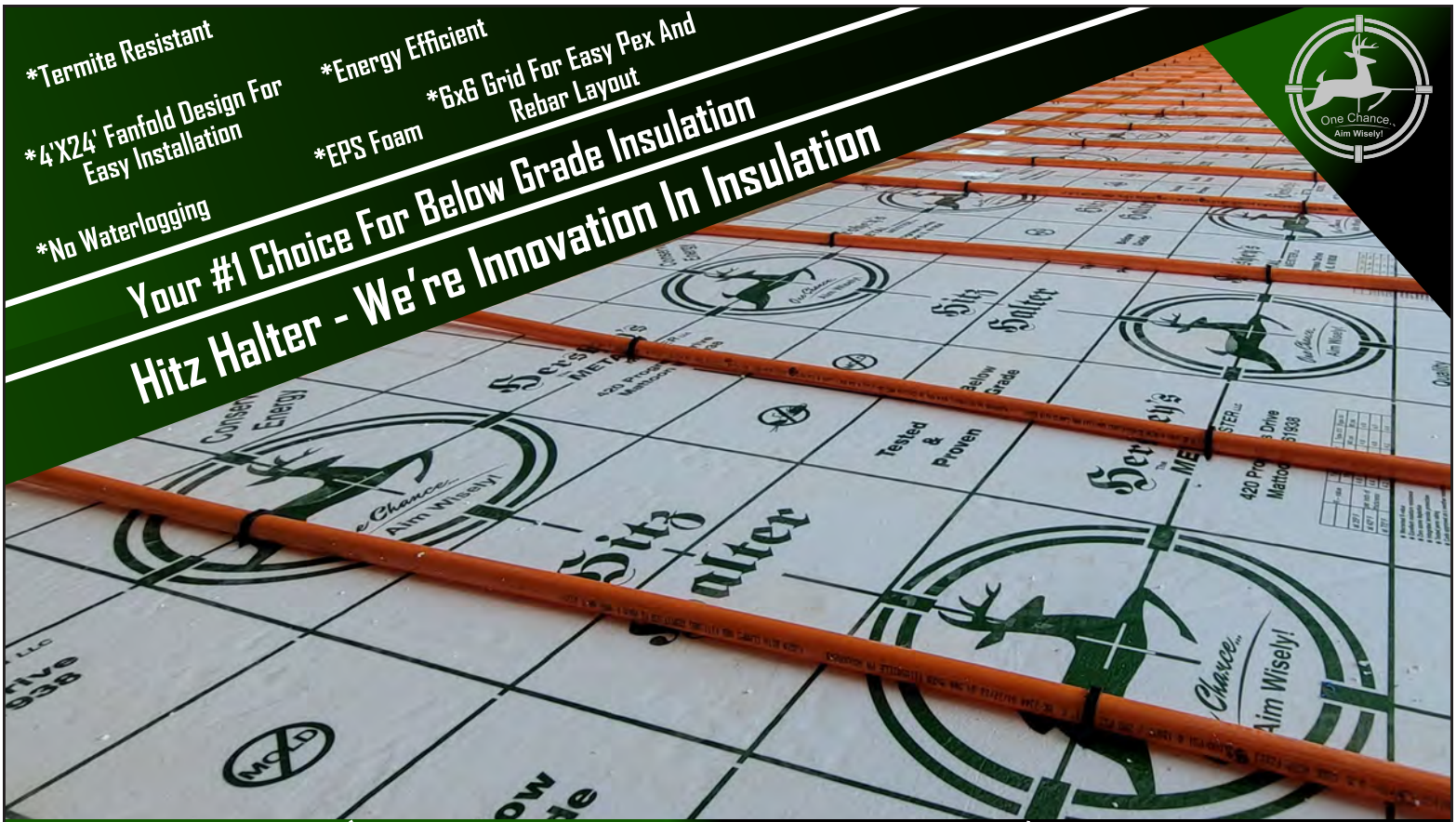

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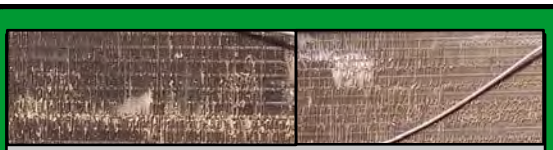

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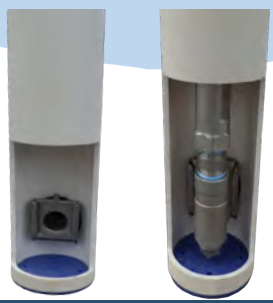



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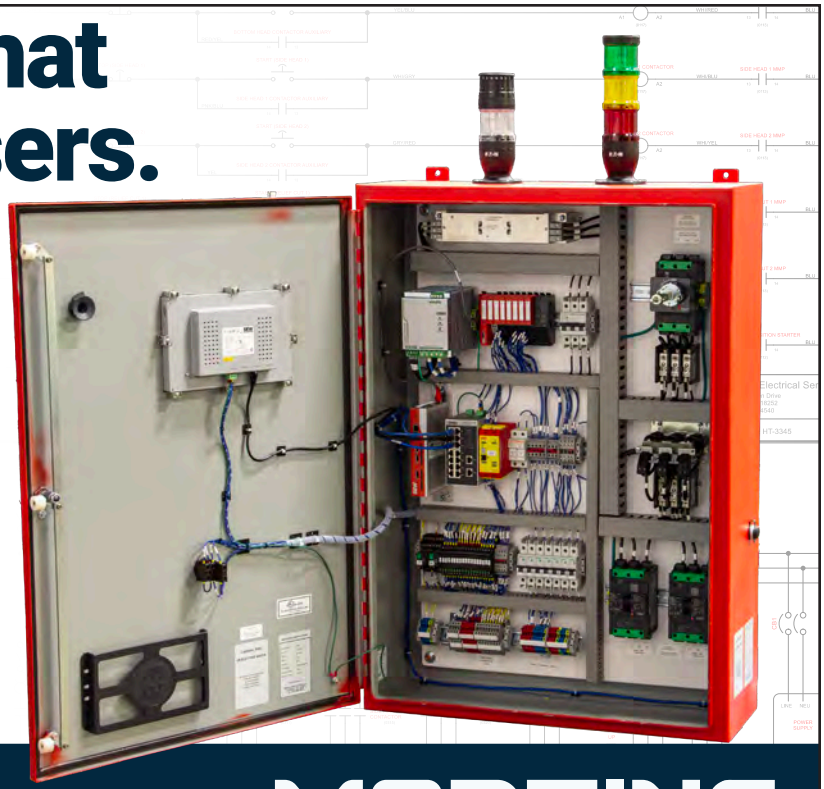

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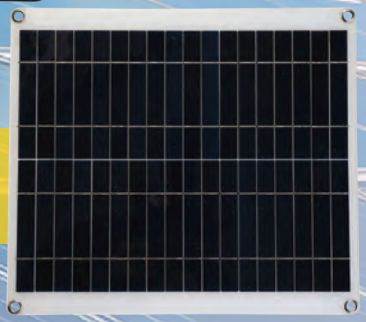



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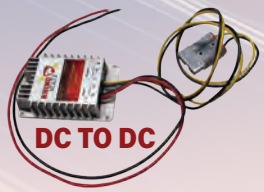

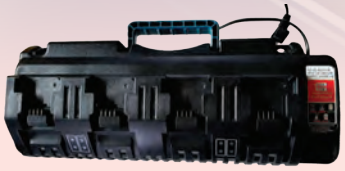

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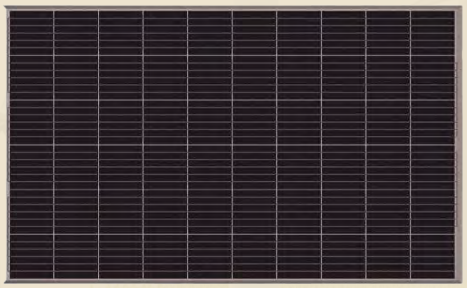

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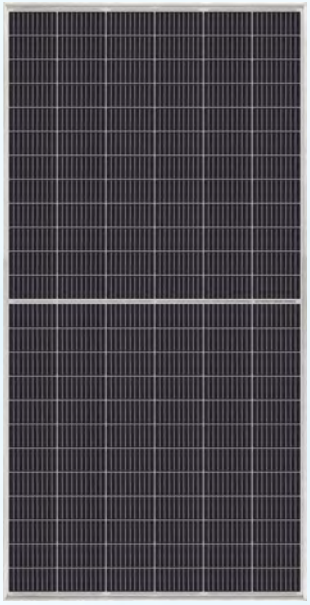

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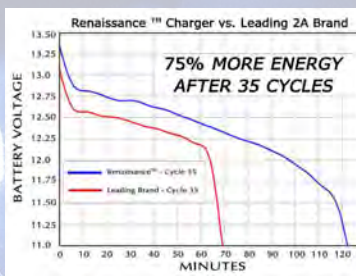

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3
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5
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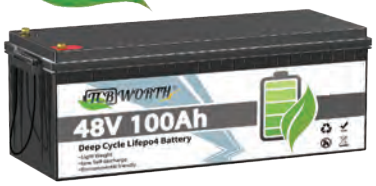

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		$1,268.00		
		15 YEAR WARRANTY		

• 10,000 charge cycles

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MODEL # D500FRX4,
SERIAL # YH3932734,
STOCK # 0000187
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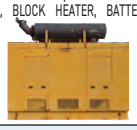

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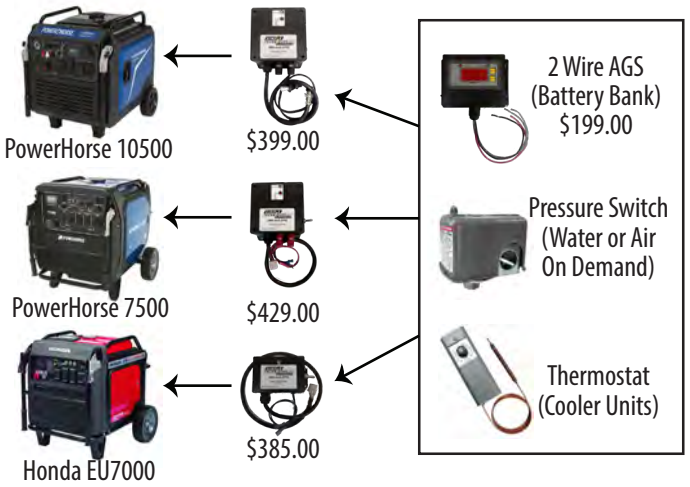

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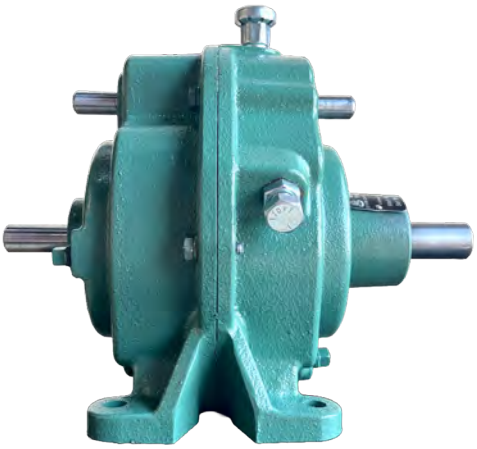

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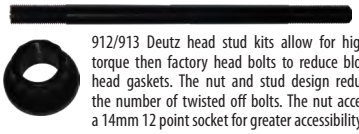

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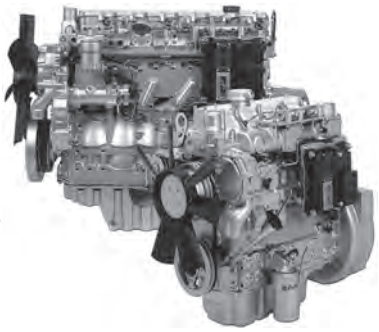

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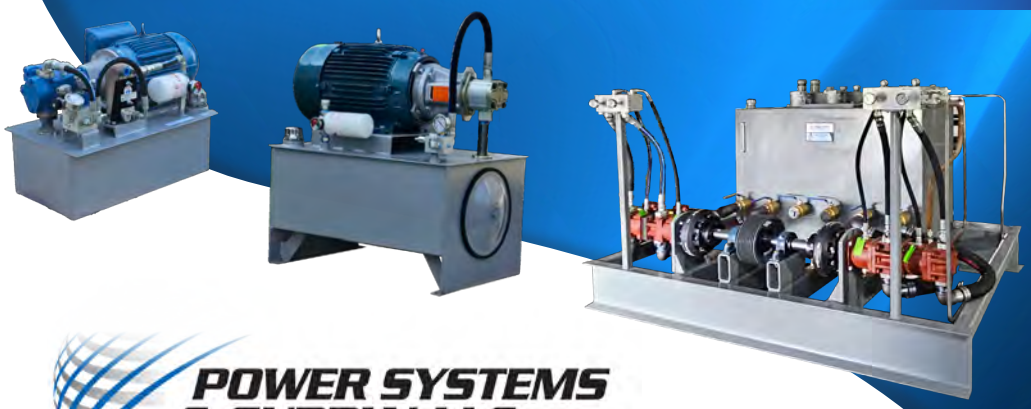

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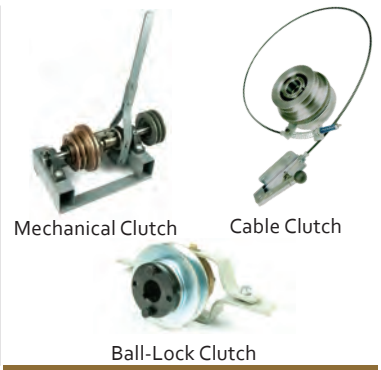
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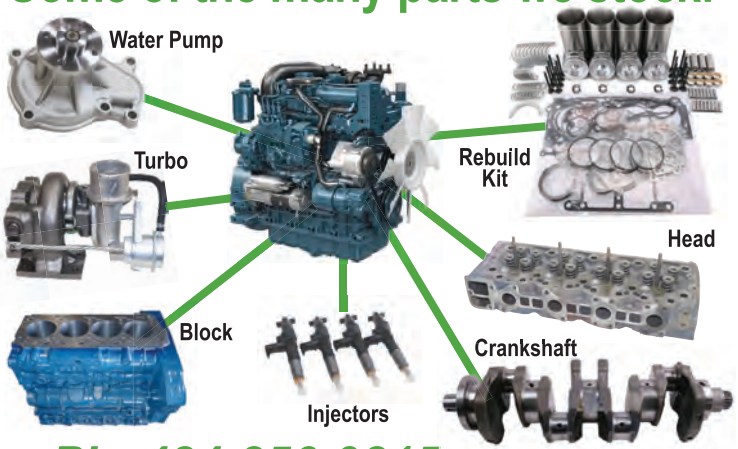

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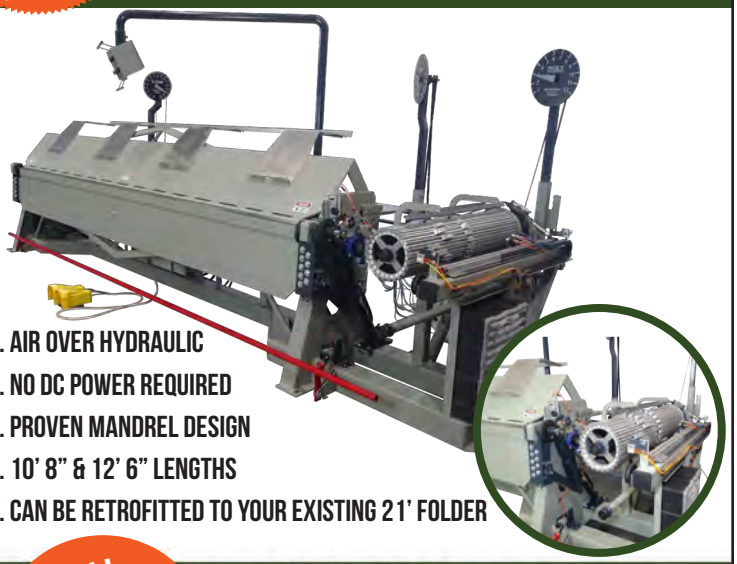

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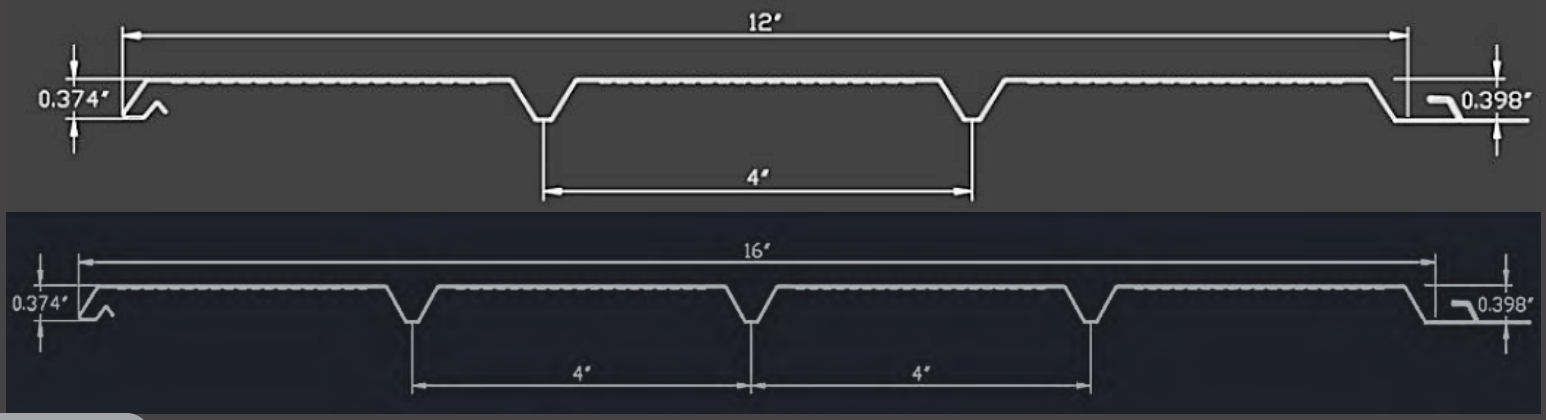

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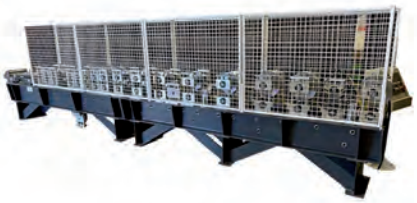

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Cincinnati	8 ft.	135 ton mechanical, 2-speed clutch
Accurpress	12 ft.	100 ton hydraulic, cnc backgauge
Standard	8 ft.	100 ton hydraulic, Automec 2-axis cnc gauge
Cincinnati	8 ft	90 ton hydraulic, 2-axis cnc
Haco	6 ft	75 ton hydraulic, 3-axis cnc, 2013
Accurpress	6 ft	60 ton hydraulic, 2-axis cnc
LVD	4 ft.	45 ton hydraulic
Verson	6 ft.	45 ton mechanical, foot treadle
Wysong	4 ft.	40 ton hydra-mechanical
Diacro	4 ft.	17 ton hydraulic, backgauge, 4ft. x 14 ga.
Diacro	4 ft.	12 ton hydraulic, backgauge, 4 ft. x 18 ga. cap.

SHEARS

Accurshear	¼" x 12 ft. hydraulic, 48" power back gauge
Niagara	½" x 12 ft., mechanical, 48" backgauge
Accurshear	½" x 12 ft., hydraulic, 48" backgauge
Standard	½" x 12 ft. hydraulic, 36" power backgauge, 2008
Rico	⅛" x 13 ft. hydraulic, 39" power backgtuge, 2016
Wysong	¼" x 12 ft. mechanical, 36" back gauge
Accurshear	¼" x 10 ft. hydraulic, 36" backgauge, 1996
Cincinnati	¼" x 10 ft., mechanical, 36" power backgauge
Adira	¼" x 10 ft. hydraulic, 39" back gauge
Cincinnati	7/16" x 10 ft. mechanical, 36" back gauge
Cincinnati	7/16" x 6 ft. mechanical, 24" back gauge
Niagara	10 ga. x 10 ft. mechanical, 36" back gauge
Cincinnati	10 ga. x10 ft. mechanical, 24" back gauge
Famco	10 ga x 6 ft. mechanical, power backgauge, 1995
Cincinnati	10 ga. x 4 ft. mechanical, 24" power back gauge
Roper Whitney	14 ga x 10 ft. mechanical, 24" backgauge, sheet support
RAS	14 ga. x 10 ft. mechanical, back gauge, sheet support sys.
Wysong	12 ga. x 6 ft. mechanical, man. back gauge
Niagara	16 ga. x 10 ft. mechanical, man. back gauge
Pexto	12 ga.x 4 ft. mechanical, manual backgauge
Tennsmith	16 ga.x 4 ft. hydraulic, man. back gauge
Wysong	18 ga.x 14 ft. air op., man. back gauge
Wysong	18 ga x 10 ft. air op., man. back gauge
Wysong	8 ft. 18 ga. jump shear, 18" back gauge
Tennsmith	52 in. 16 ga. jump shear, back gauge, NEW, IN STOCK

BENDERS, PUNCHES & NOTCHERS

Horn	cnc tube bender, 4" tube bender
Wallace	tube bender, 3½" tube cap.
Transfluid	tube bender, 2" pipe cap.
Ercolina	pipe bender, 2" #40 pipe, indexing attach.
Hydroll	22 ton hor. hyd. bender, 4 station, tooling
Diacro	#6 & #8 benders, tooled for tube & bar
Geka	181 ton punch, hydraulic, 24" throat
Sunrise	38 ton punch, hydraulic
Enerpac	200 ton hyd. Press, traveling head
Enerpac	100 ton hyd. Press, traveling head
Dake	75 ton shop press, manual pump
Dake	50 ton shop press, manual pump
Enerpac	50 ton shop press, 110 v. Hyd. unit
Boschert	hydraulic notcher, 8"x 8"x1/4" cap.
Profab	corner radius notcher, 1/8" - 1" rad., 1/4" cap., air op.

ROLLS

Durma	½" x 10 ft. 4-roll cnc plate roll, 2011
Roundo	½" x 10 ft. Pinch pyramid plate rol
WDM	13/32 x 8 ft., init. pinch pyramid, 2010
Webb	1/16" x x 6 ft. initial pinch, air drop end
Roundo	⅛" x 80 in., pinch pyramid, hyd. drop end
Wysong	¼" x 6 ft., init. pinch, air drop end
Wysong	¼" x 5 ft. init. pinch, man. drop end.
Wysong	10 ga. x 5 ft. init. pinch, air drop
Roper Whit.	16 ga. x 4 ft., initial pinch, Excellent
Buffalo	3" x 3" angle roll
Ercolina	2" x 2" x ¼" angle roll

SAWS

Hydmech	V25APC, 25" x 30" vertical auto. Feed, 2007
Hydmech	V18APC, 18" x 20" vertical auto. Feed 2017
Marvel	SA460WPC, 18"x 24", horizontal, auto feed
Hyd-mech	S-23A, 16"x 18" hor., auto. feed, 2015
Hydmech	S-20A, 13"x 18" horiz., auto. feed mit. head, 2012
Hydmech	V18, 18" x 20" vert., hyd. Tilt, bundling clamp
Marvel	#8 Mark II, 18" x 20" vert.
Hydmech	S23P, 16" x 18", mit. Head , hyd. Clamp & lift
Hydmech	S20, 13"" x 18", hor. Mit. Head
Cosen	SH500M, 13" x 18" hor. Mit. Head
FMB	Pegasus, 13" x 20", hor. Mit. Head, semi auto
Bomar	9" x 19" hor. Mit. Head
FMB	8" x 19" hor. Mit. Head
Bomar	Ergonomic, 10" x 13", NEW, IN STOCK
Bomar	Proficut, 9" x 11", NEW, IN STOCK
Wellsaw	13165, 13" x 16", NEW, IN STOCK

IRONWORKERS

Geka	181 ton hydraulic, 30" bar shear
Piranha	140 ton hydraulic, dual cylinder
Geka	120 ton hydraulic, 24" shear, 2-speed, 2016
Scotchman	120 ton hydraulic, 24" bar shear
Spartan	110 ton hydraulic, dual cylinder
Scotchman	90 ton hydraulic, 24" bar shear
Spartan	88 ton hydraulic, dual cylinder
Scotchman	70 ton hydraulic, dual operator
Piranha	70 ton hydraulic
Peddinghaus	66 ton, hydraulic
Geka	60 ton hydraulic, 2-speed
Scotchman	50 ton hydraulic, 2022
Piranha	50 ton hydraulic, brake attachment, tooling
Geka	50 ton hydraulic,
Mubea	38 ton hydraulic
Scotchman	50 ton hydraulic , notcher, 1 phase, NEW, IN STOCK
Buffalo	105 ton mechanical, 1981
Peddinghaus	88 ton mechanical
Mubea	70 ton mechanical
Buffalo	50 ton mechanical, coping notcher

LATHES, MILLS & DRILLS

Morando	28" x120" lathe
Leblond	26" x 54" lathe
Kingston	20" x 120" lathe, 3" bore
Harrison	20" x 72" lathe, 3" bore
Lebond	18" x 96" lathe, 3" bore, inch/metric
Bridgeport	2 h.p., v.s., various machines with various features
Bridgeport	1½ h.p., v.s., various machines with various features
Lagun, Supermax, Vectrax and various brands milling machines	
Fosdick	radial arm drill, 8" column, 36" arm
American	Hole Wizard radial arm drill, 13" column, 48" arm
Alzmetal	geared head drill press, 26" swing, tapping, power feed
Solbega	geared head drill press, 24" swing
Clausing	20" drill press, v.s., power feed
Rockwell	15" drill press, step pulley

PRESSES

Chicago	150 ton mechanical, 24" x 120" bed
Bliss	C110, 110 ton mechanical, air clutch
Rousselle	100 ton mechanical, 30" x 100" bed, air clutch,
Helm	95 ton mechanical, air clutch, 1986
Niagara	75 ton mechanical, 42" bed, air clutch
Bliss	C60, 60 ton mechanical, air clutch
Rousselle	60 ton mechanical, air clutch, o.b.i., 6" stroke
Minster	56 ton mechanical, 4 ft. Bed, air. Clutch,
Bliss	C45, 45 ton mechanical, air clutch

CNC FOLDERS & POWER APRON BRAKES

Hayes	21 ft. X 14 ga., Needs control retrofit/conversion
Roper Whitney	12 ft. X 10 ga., Kombi-beam
RAS	13 ft. X 13 ga., 60" backgauge
RAS	Flexibend, 10 ft. X 11 ga., box forming tooling
RAS	13 ft. X 11 ga., hydraulic, Needs control work
Roper Whitney	10 ft. x 14 ga., Kombi-beam, New CS101 control,
RAS	10 ft. x 16 ga., 2000 control

HAND BRAKES

Chicago	14 ft. x 22 ga. straight
Tennsmith	12 ft. x 18 ga. Straight, NEW
Roper Whitney	10 ft. 12 ga. straight
Chicago	10 ft. 14 ga. Box & pan, 6" finger
Tennsmith	10 ft. 16 ga. straight, backgauge, NEW, IN STOCK
Chicago	10 ft. 14 ga. straight
Tennsmith	10 ft. 18 ga. straight
Tennsmith	8 ft. 12 ga. Box & pan, 6" finger, NEW
Proformer	8 ft. 12 ga., straight
Chicago	8 ft. 14 ga. finger, 6" finger
Tennsmith	8 ft. 16 ga. straight
Chicago	4 ft. 12 ga. Box & pan 6" finger
Chicago	4 ft. 14 ga. finger, 6" finger,
Tennsmith	4 ft. 12 ga., 4" finger
Tennsmith	4 ft. 16 ga. box & pan, NEW, IN STOCK

LOCKFORMERS

Lockformer	16 ga. Pittsburg & Pipe,
Lockformer	18 ga. Pittsburg & Pipe
Lockformer	Duplex rollformer, snaplock & pittsburg
Lockformer Triplex	20 ga. snaplock, slip & drive
Lockformer	24 ga. Reeveslock
Lockformer	20 ga. Pittsburg & Pipe lock

MISCELLANEOUS

Niagara	180 power rotary beader, 12 ga cap.
Maplewood	D12 power rotary machine, 12 ga. cap.
Pexto	3617 power rotary beader, 18 ga. cap.
Taloc	clinch lock machine
Niagara	10 ga. power ring & circle shear
Wilder	16 ga. x 24" power slitter
Loopco	24,000 lb x 54" uncoiler, coil car
Dallas	10,000 lb x 54" uncoiler
American	5,000 lb x 40" uncoiler
Scotchman	pipe notcher, sanding type

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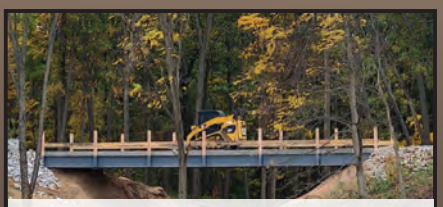

Custom fabricated bridges 12'x60' pictured

#6673



#6665



#6674



#6672



#6675



#6535 - "W4" new surplus galvanized beams - (49 @ 20')
#6536 - "C4" new surplus galvanized channel - (150 @ 20')
#6665- Used 16" beams @ 30'11" "Straight, no rust"
#6672- Used 8" beams @ 25' "Heavy, straight, no rust"
#6674- Used 16" beams @ 21' "Straight, no rust"
#6675- Used 8" beams @ 20'11" "Straight, no rust"
#6249- Custom fabricated pedestrian bridges – (4'x40' pictured)
#6673- Custom fabricated UTV & pedestrian bridges – (6'x50' pictured)
#6784- "3 Truckloads of Prime Surplus Steel Plate & Sheet- thickness14ga. Thru ½" & sizes up to 96"x20"
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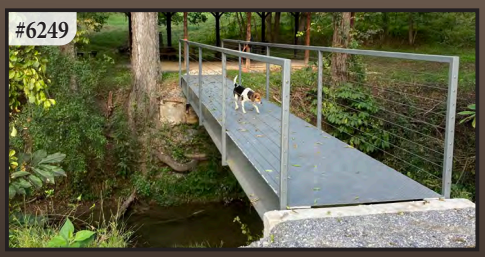
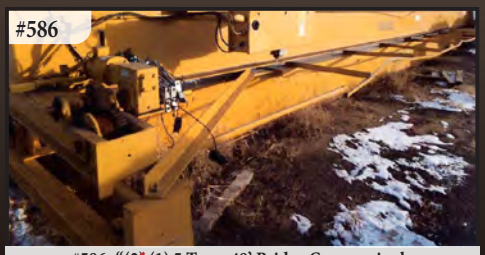
#6249

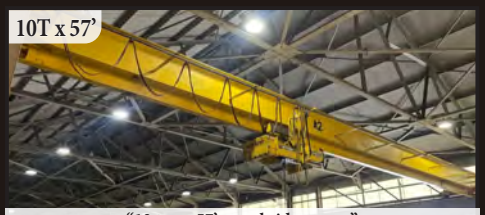


#586



#586- "~~(2)~~ (1) 5 Ton x 48' Bridge Cranes- single girder top running w/ cable hoist

10T x 57'



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40151022	40 Ton, 115 Volt, 1 Ph (4 workstations) Punch, Flat Bar Shear, Angle Shear & 8" Brake	$13,009	**$9,483**
IW55-3P230-A	55 Ton, 230 Volt, 3PH w/ Power Link System (4 workstations) Punch, Flat Bar Shear, Angle Shear, & 1 Open Station (Add the Station of your choice)	$17,409	**$14,101**
IW65-1P230	65 Ton, 230 Volt, 1Ph (5 workstations) Punch, Flat Bar Shear, Angle Shear, Coper Notcher & 1 Open Station (Add the Station of your choice)	$28,639	**$23,198**
IW75-UU	75 Ton, Air/Hydraulic Setup (4 workstations) Punch, Flat Bar Shear, Angle Shear & Coper Notcher	$19,524	**$15,814**





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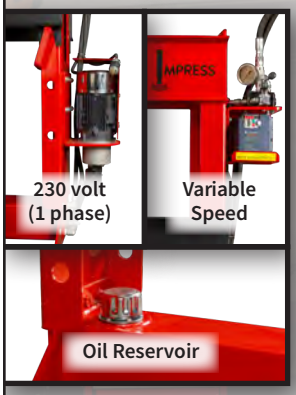



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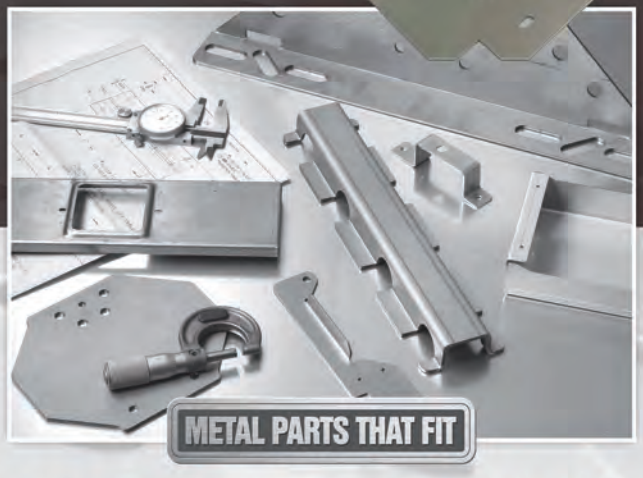

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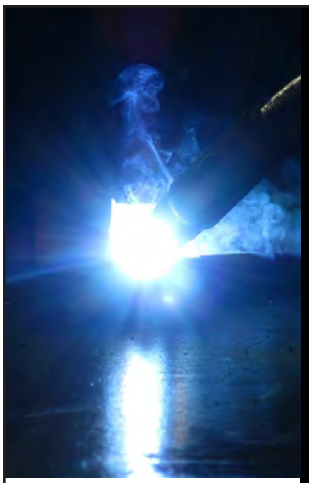



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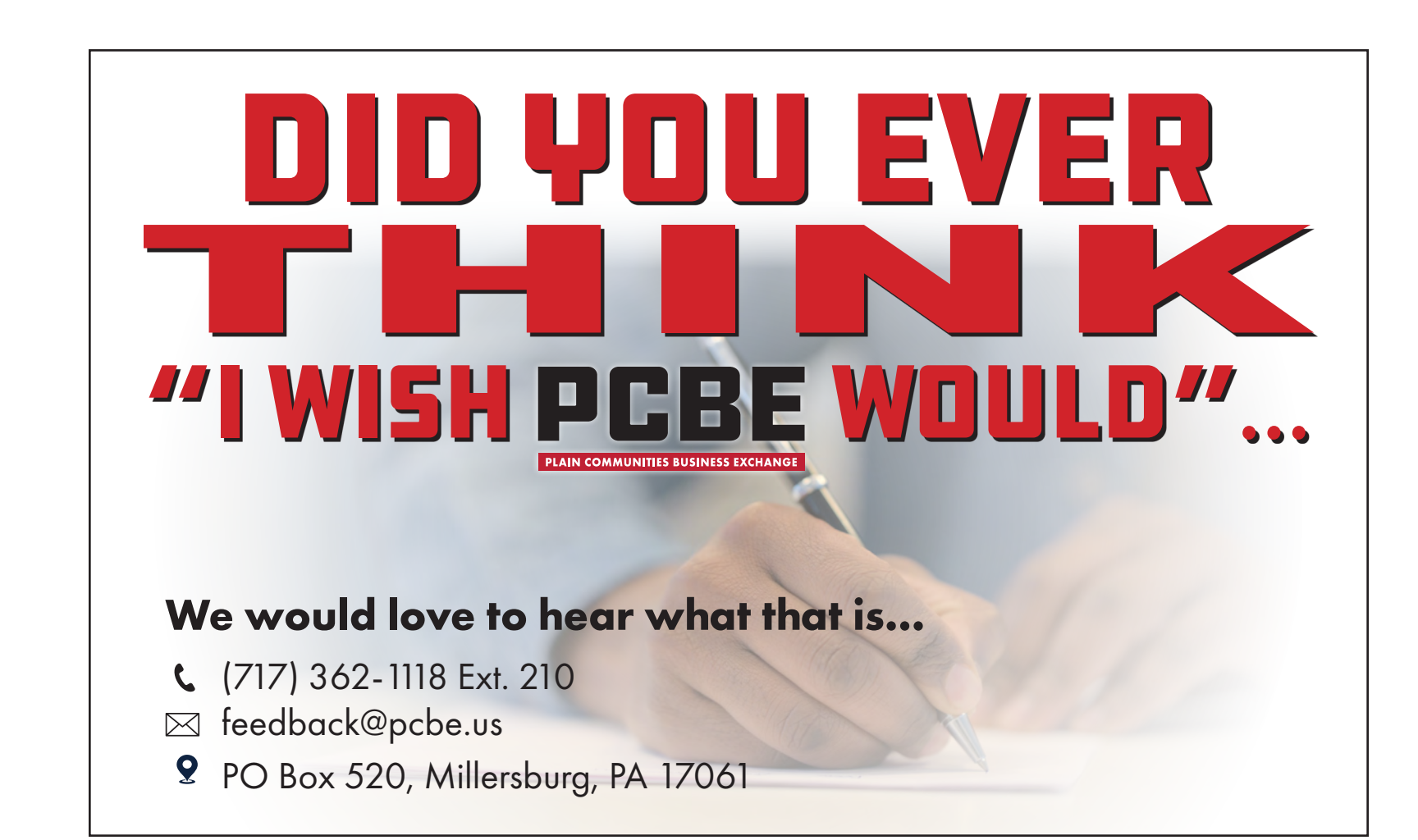

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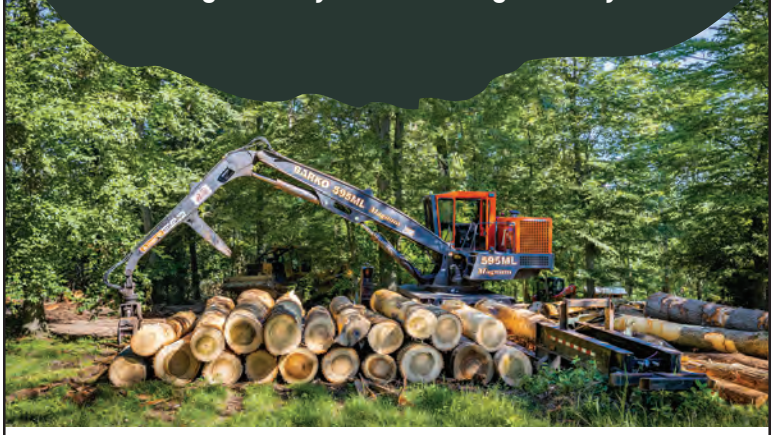

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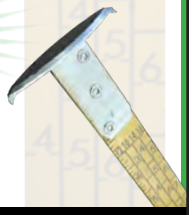

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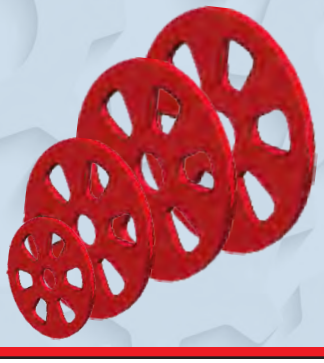



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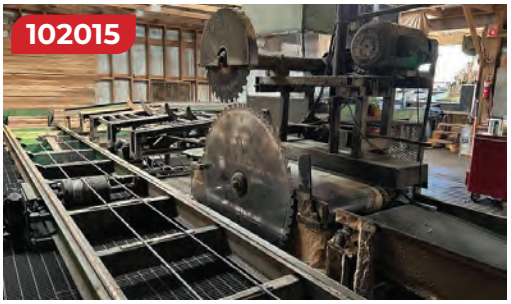













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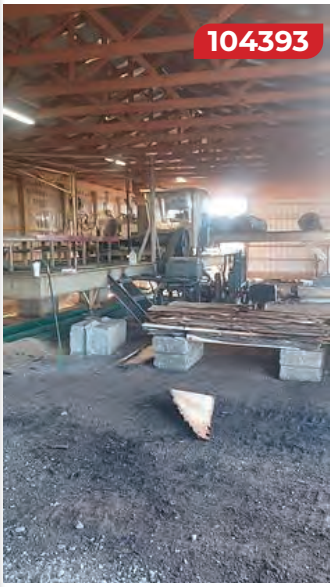

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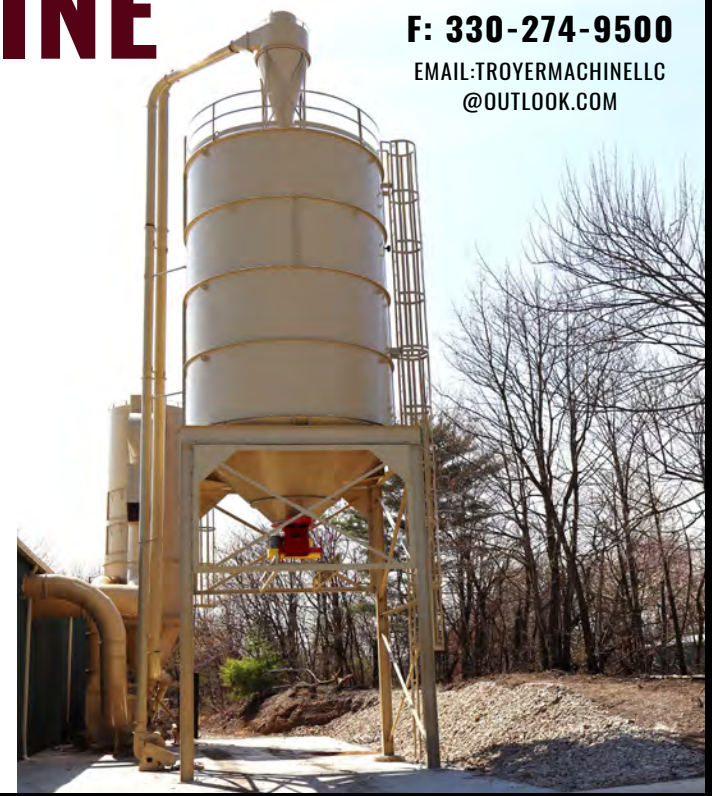

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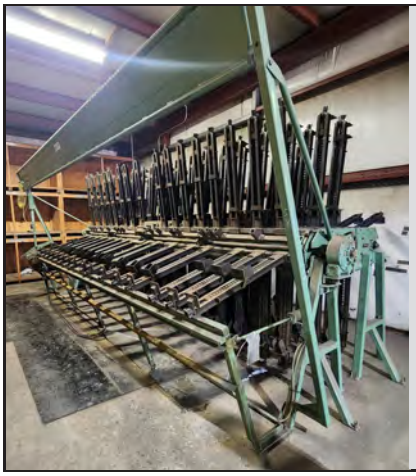

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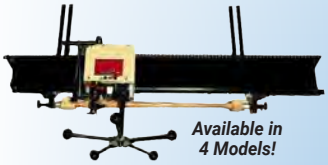

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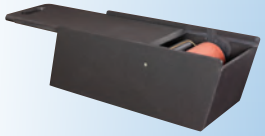

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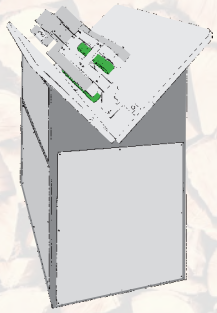

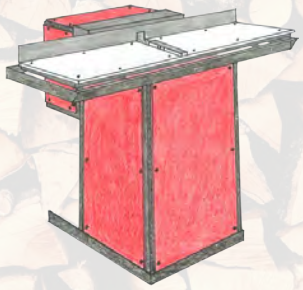

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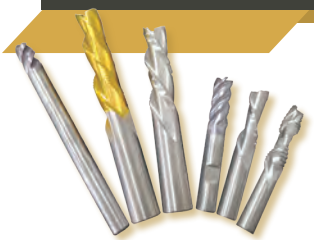



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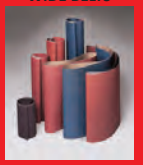

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Moulder 5	WEINIG Unimat500	$19,500
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Sliding table saw 9ft	LAGUNA TSS	$8,800
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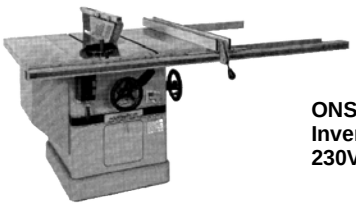

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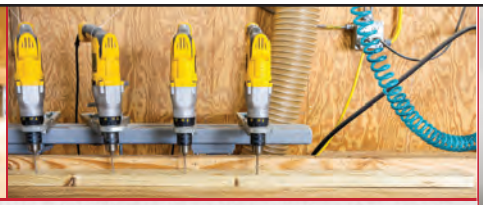

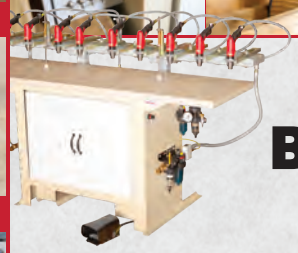

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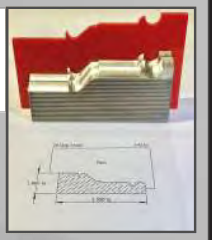

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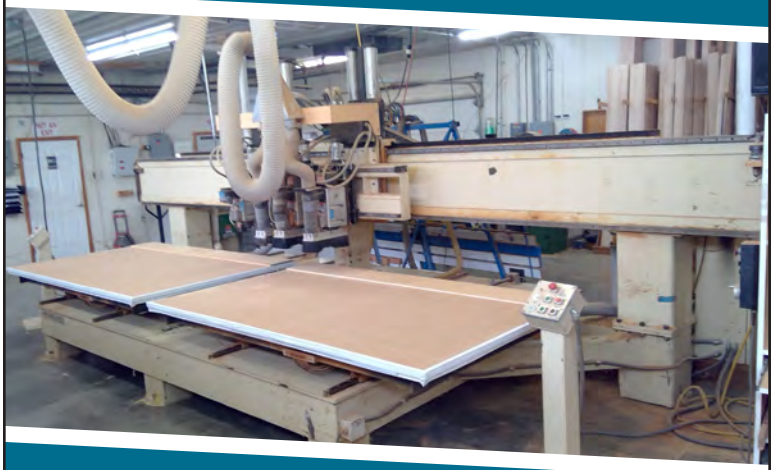

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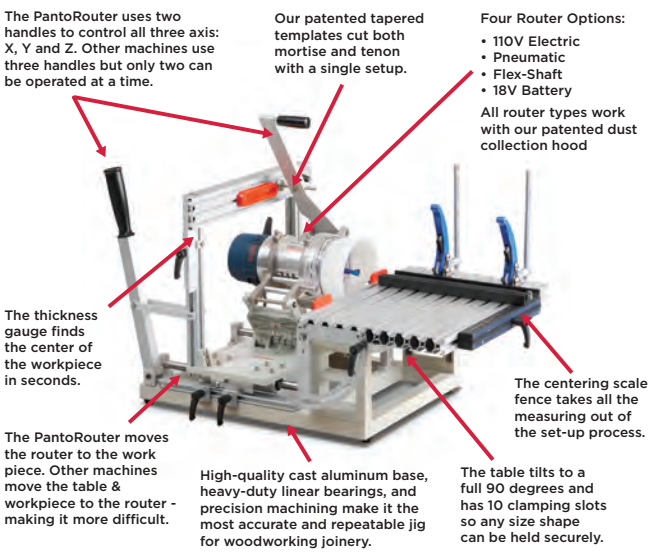

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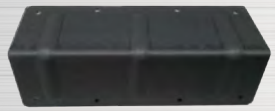

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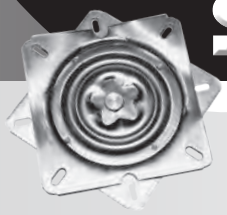

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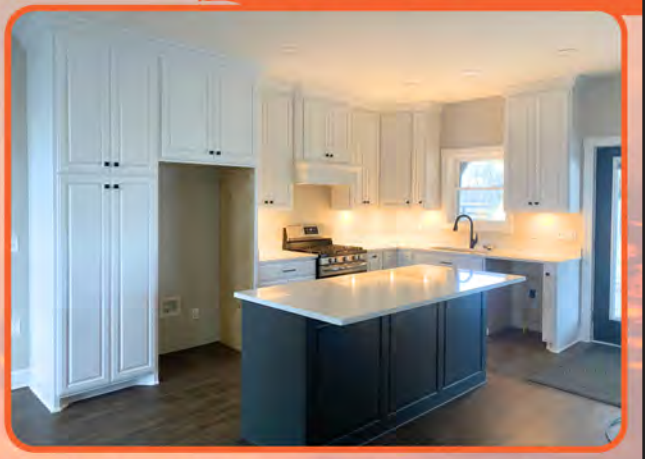

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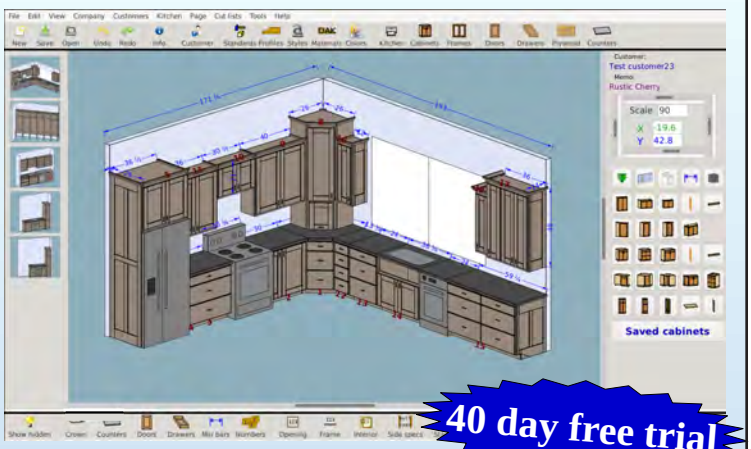

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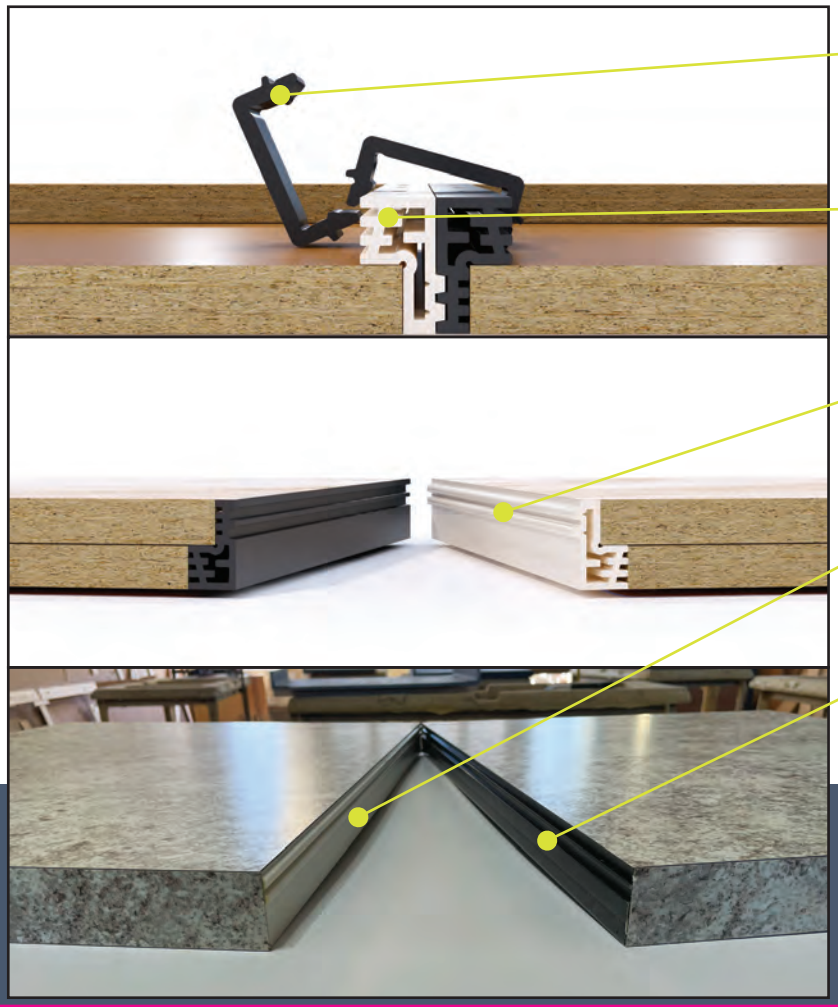

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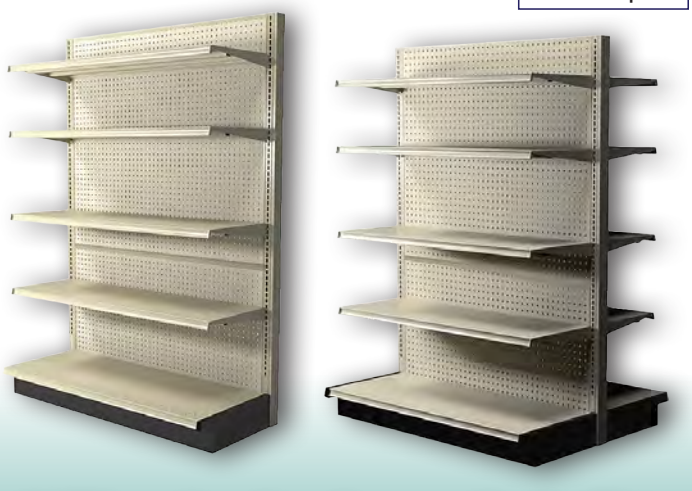

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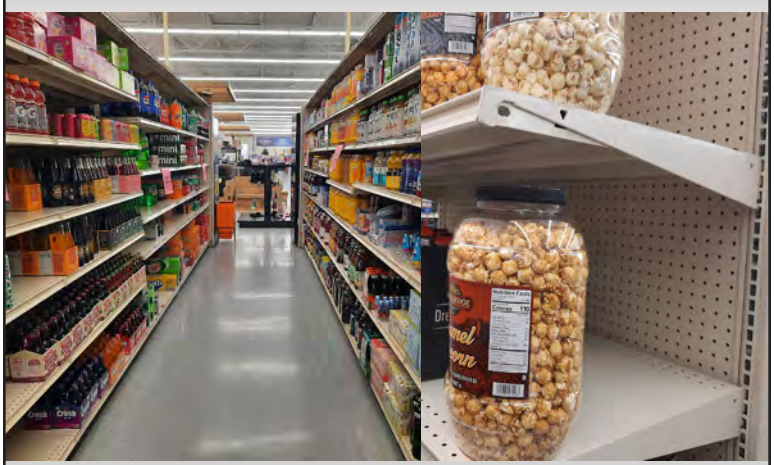

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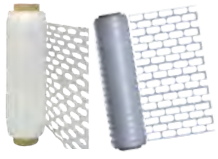

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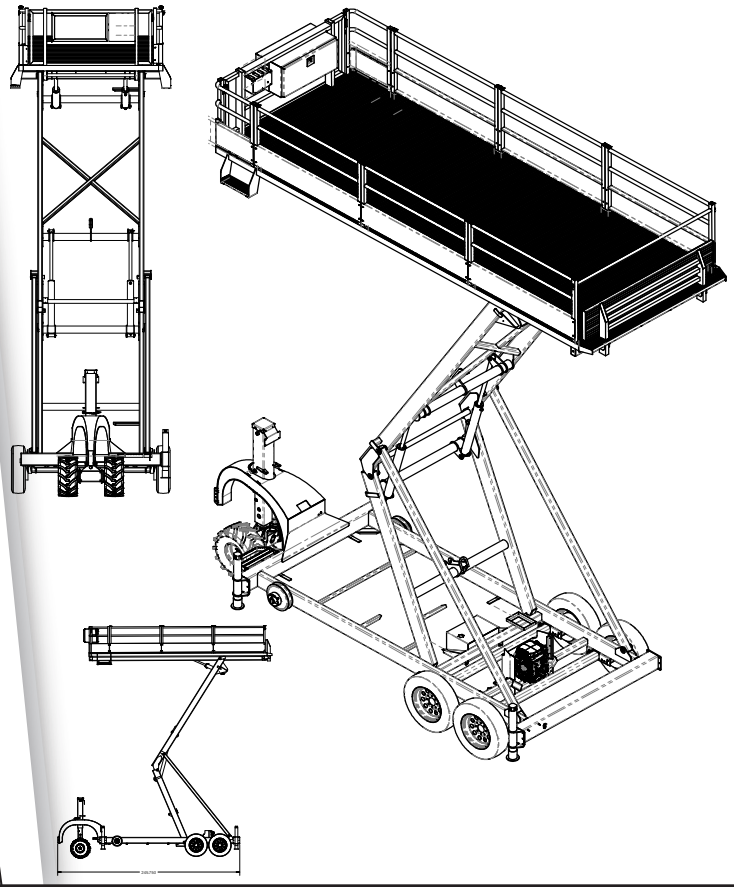

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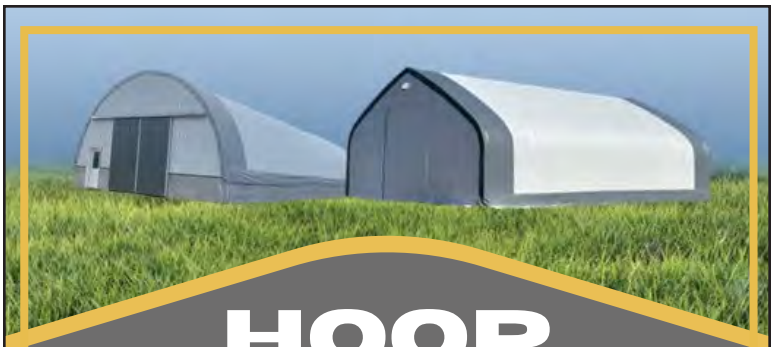

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50x120x23	18x16 door	call for pricing
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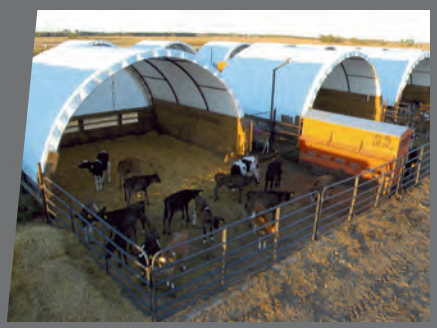

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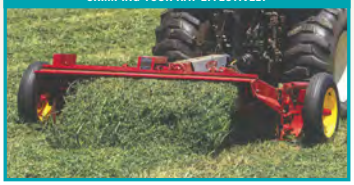



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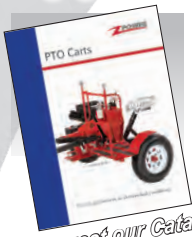

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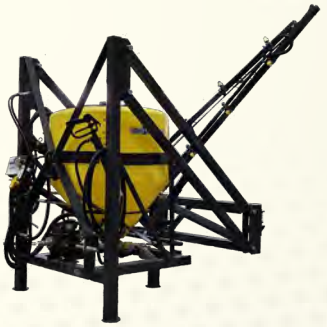



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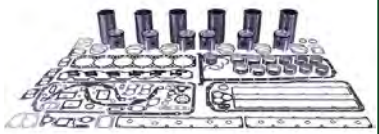



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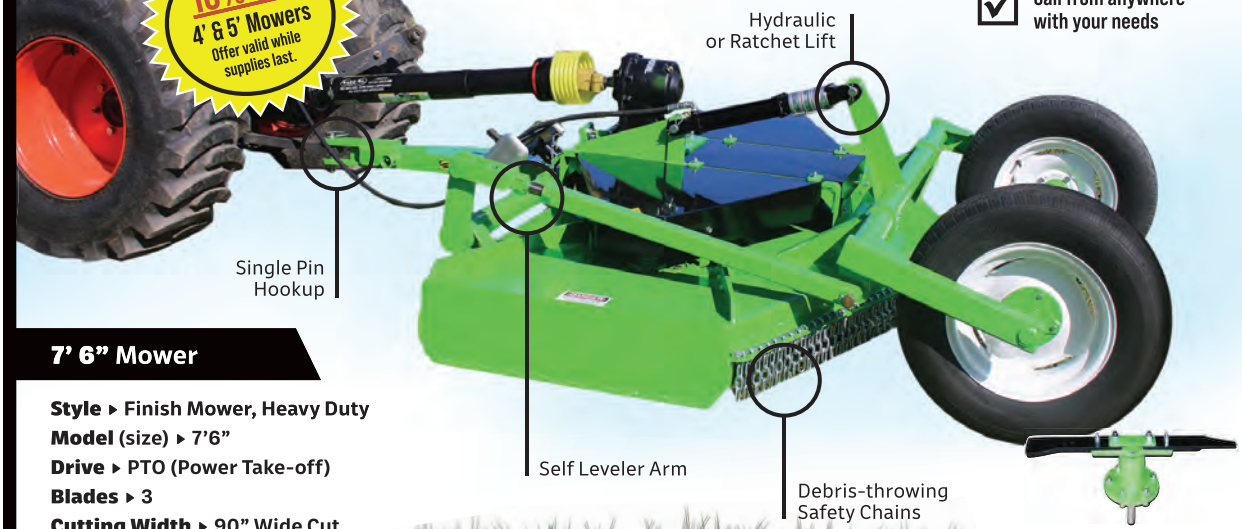

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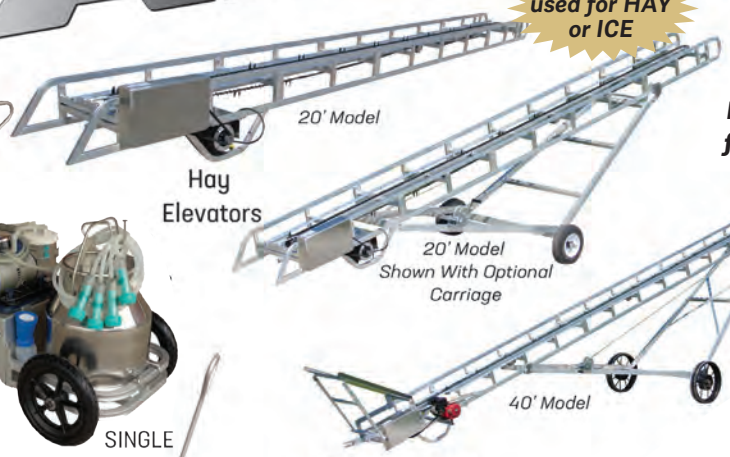

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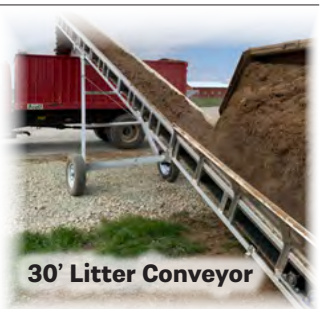

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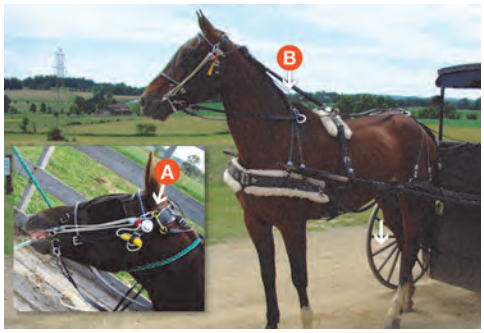

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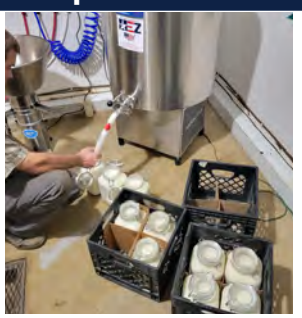





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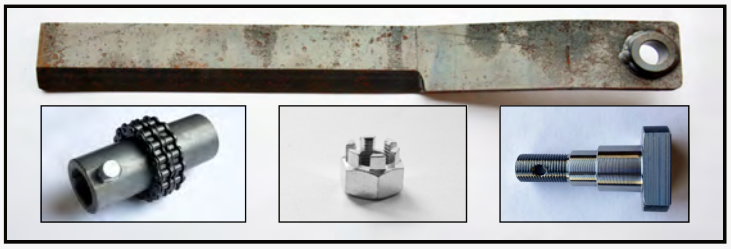

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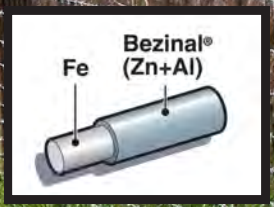

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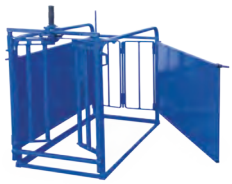

Standard Features
- Ideal for vaccinations, de-worming, tagging, etc
- Attaches to front of #WCCT working chute
- Both sides open for easy access
- Dimensions: 54"l x 20"w x 40"h

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Sheep and goat scale



Digital Available

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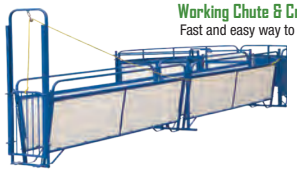

Standard Features
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- Unique design allows all sections to be interchanged
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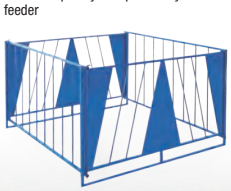

Standard Features
- 7" rod spacing
- Slanted rods on sides prevent sheep from getting caught as ends move in
- Dimensions: 72"l x 72"w x 44"h

Walk-Through Feeder
#WTF Feeds small square bales and grain



Standard Features
- Basket rod spacing is 2¾"
- 8" alley through center of feeder
- Attach multiple feeders end-to-end by removing doors
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#WTB Feeds large square bales and grain



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Round Bale Feeder
#BR5 For large round bales up to 5'



Standard Features
- 22 feeding spaces
- Tombstone design for less hay wastage
- Dimensions: 62"l x 67"w x 56"h

Small Bale Feeder
#SB4 Small bale feeder with 15 feeding spaces



Standard Features
- 15 feeding spaces
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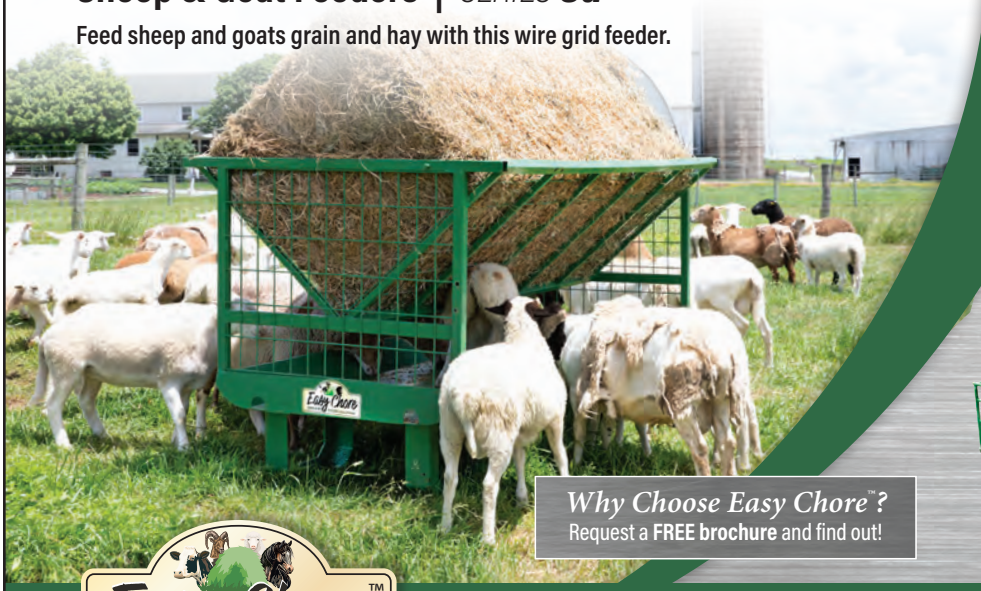

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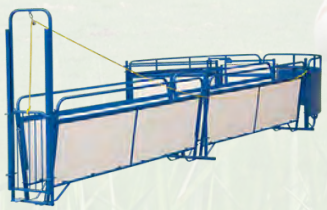

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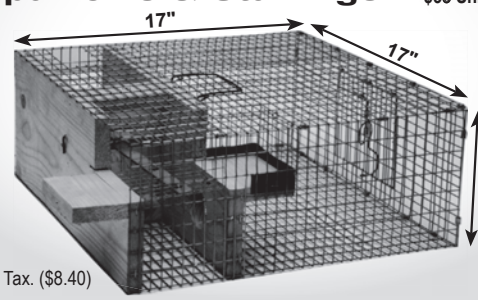

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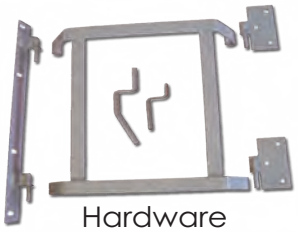

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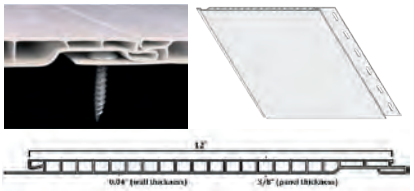

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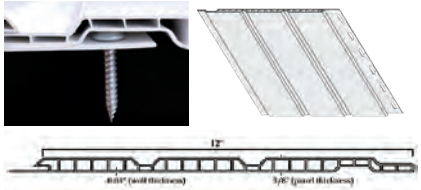

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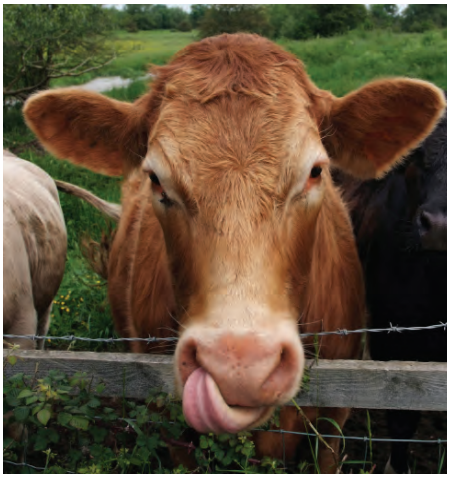

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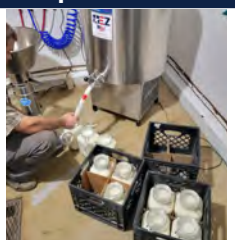



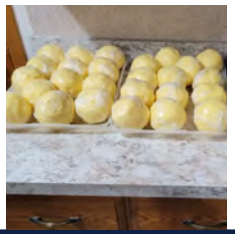

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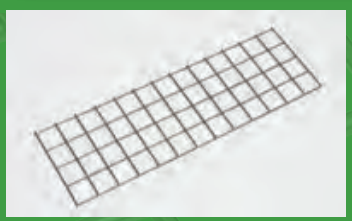

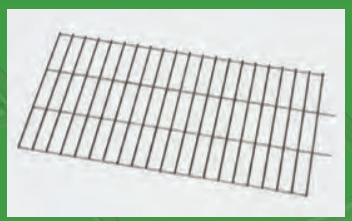

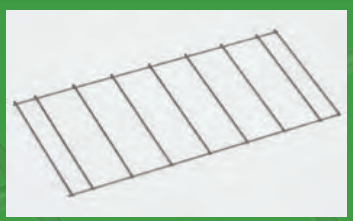

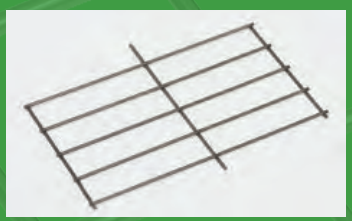





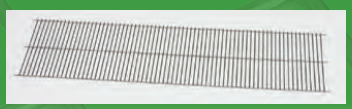

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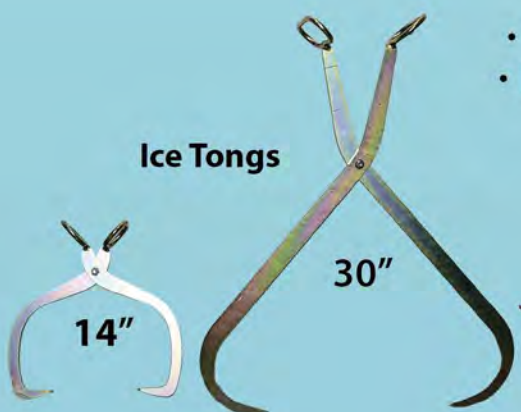

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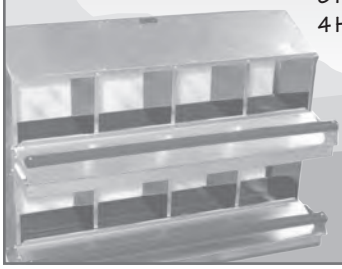

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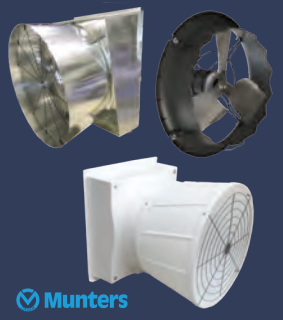

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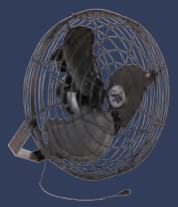

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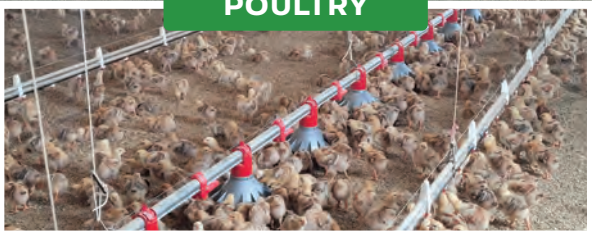

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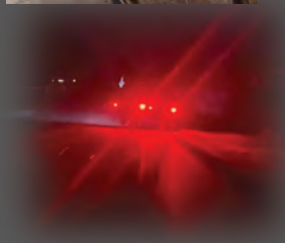

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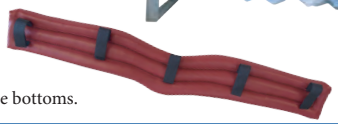

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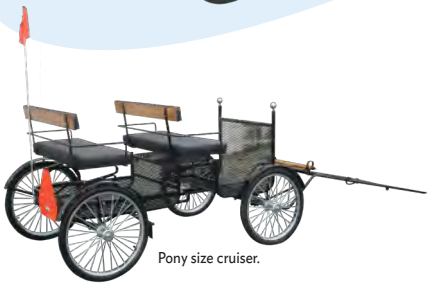

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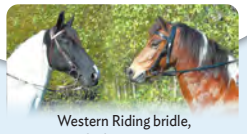

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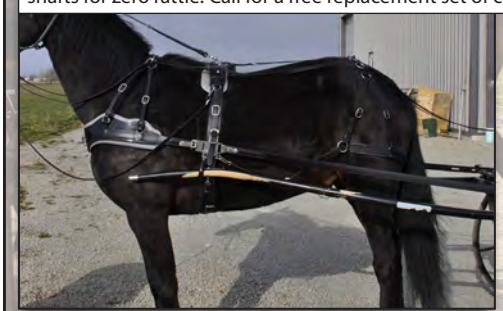

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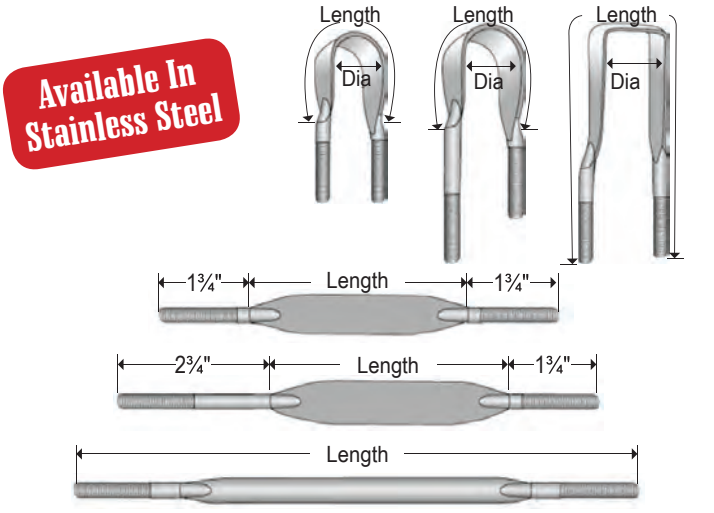

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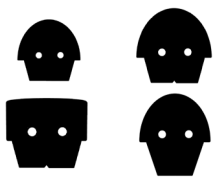

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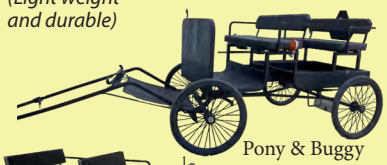

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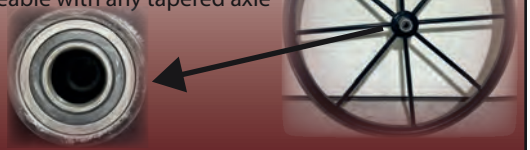

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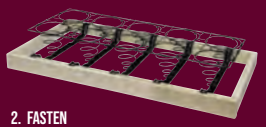

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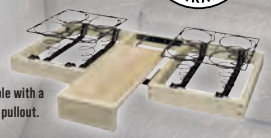

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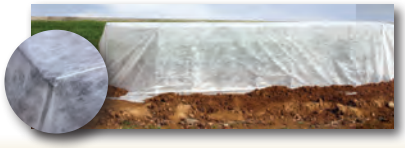

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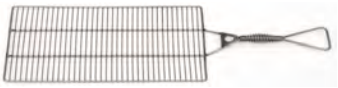

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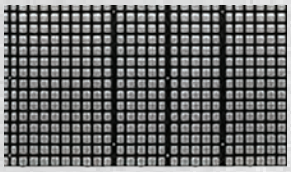

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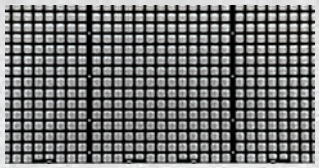

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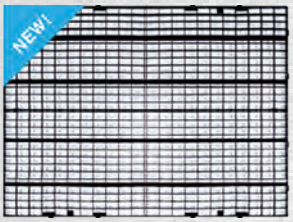

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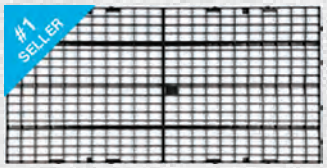

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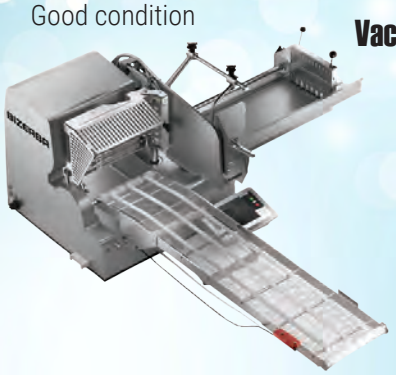

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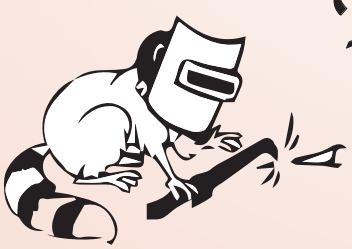

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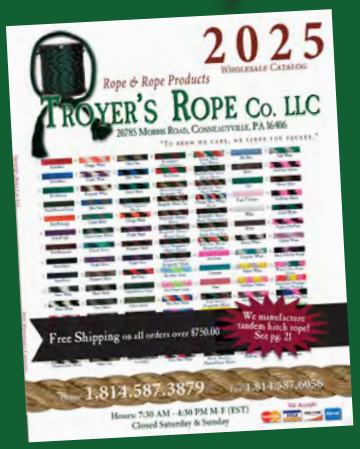

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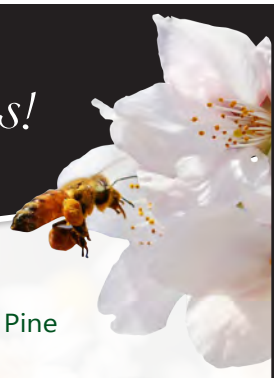

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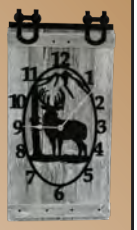



16" Square Edge Rustic



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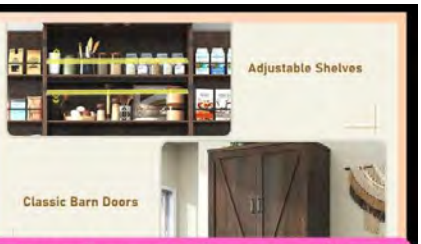

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Single Rattan Swing $179



Twin Porch Swing $679



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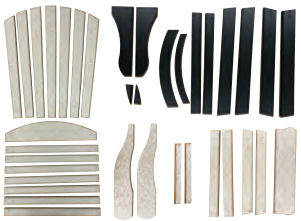

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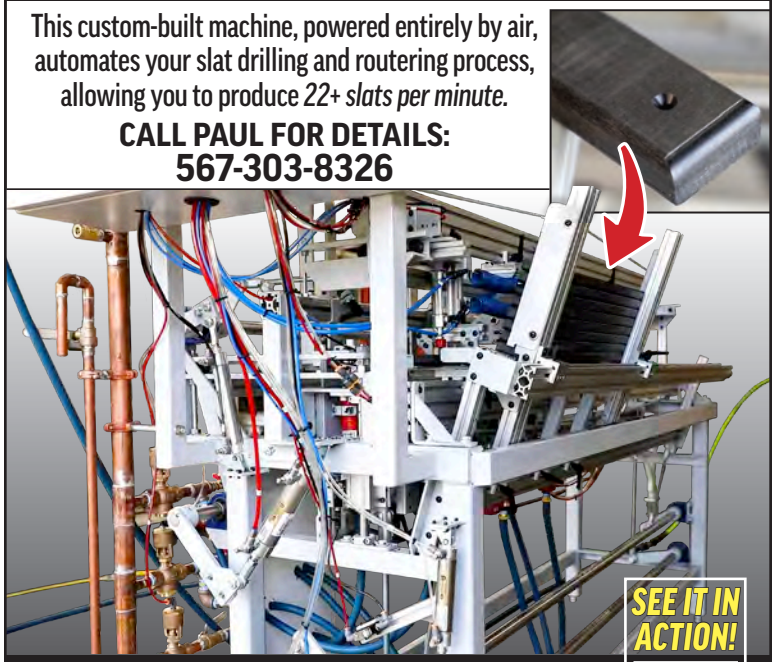

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Item#1270

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- Large 88-oz. capacity jar
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- Easy to clean jar
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Item#1350

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- Stacked blade assembly
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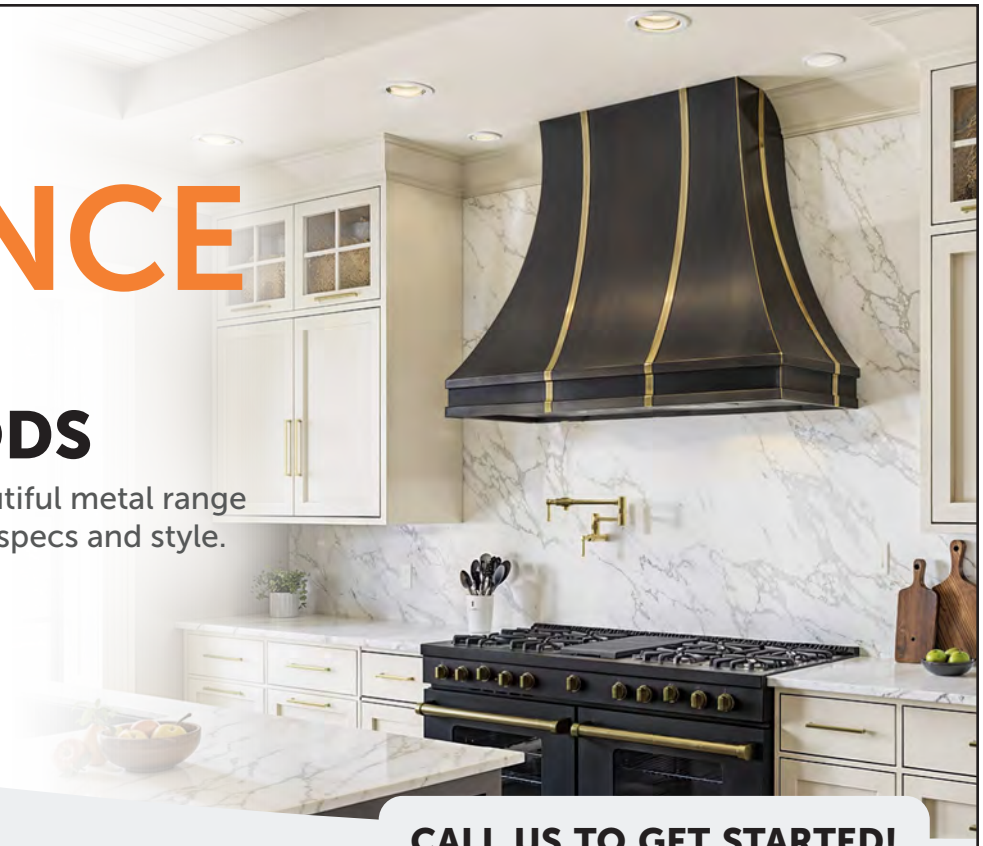

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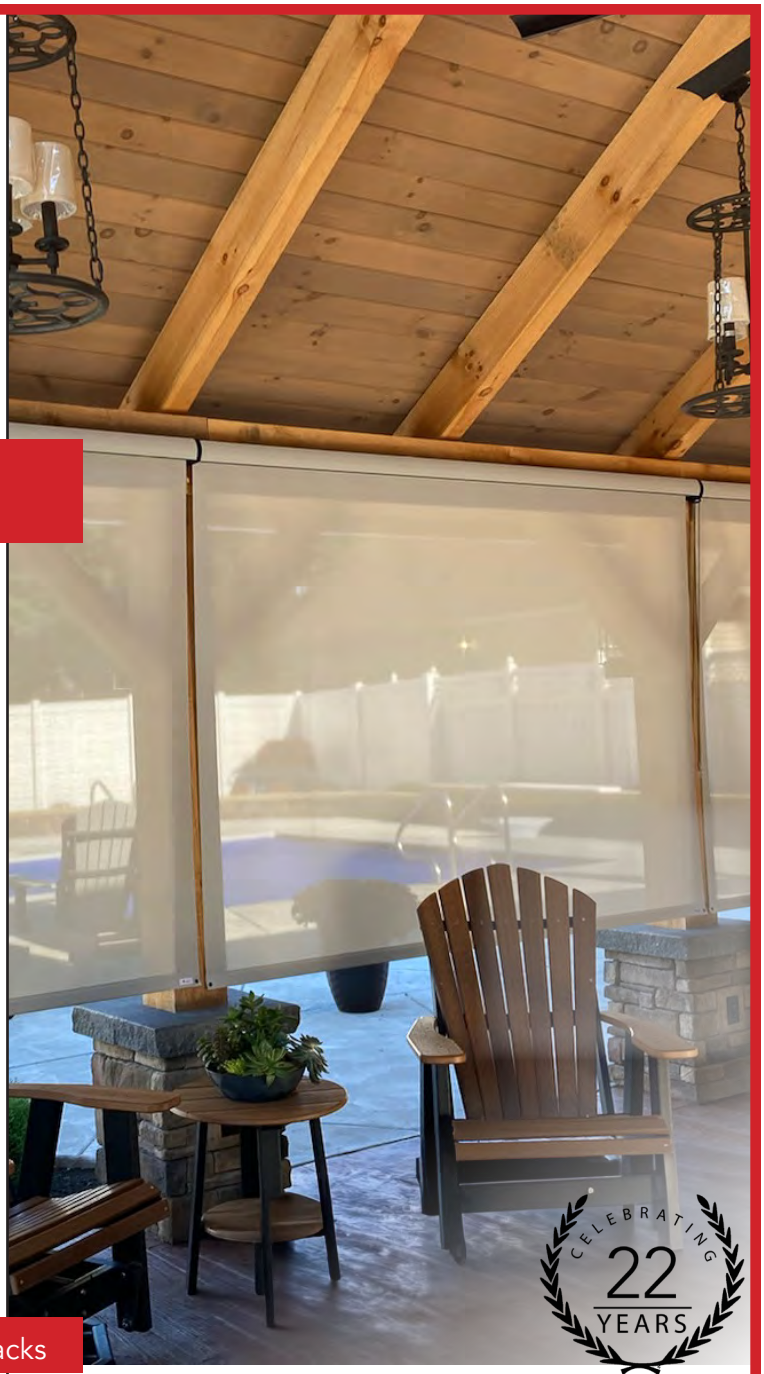

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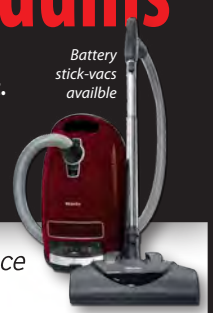

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EN92	AAA	24	6	144	54.00	52.40	50.80	49.40	47.00
E 96	AAAA	Bulk		Bulk	1.04	1.01	.98	.95	.90
EN93	C	12	6	72	54.90	53.20	51.70	50.20	47.70
EN95	D	12	6	72	82.80	80.30	77.90	75.70	72.00
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Prices listed above do not include freight.
Must be ordered in full case quantities, mix or match.



Shipping Rates

Order Totals Of	
$0 - $1,000	+12%
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Delivery Date	Early May	Early September	Early February
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- Your horse takes you 8 to 10 miles
- Your horse can get lame or die
- Your horse can get tired
- Your horse needs feed and hay and water
- You could live without your horse

Your Mattress

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- Your mattress needs neither
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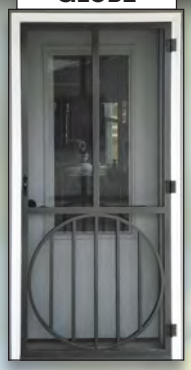

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Village



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Homestead



Spindle



Panel



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Silver Vein



White



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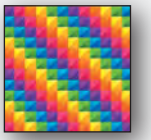

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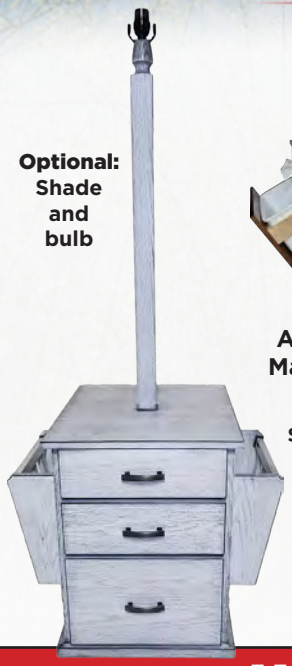

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Standard
Large



Pony cart with trailer



Pony Cart



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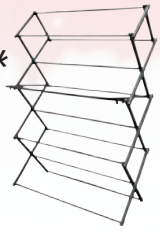

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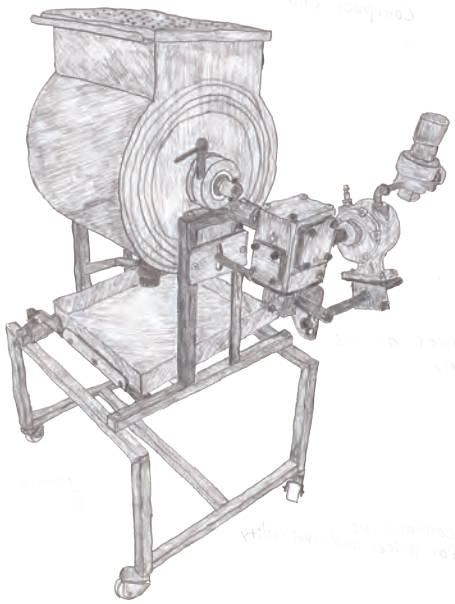

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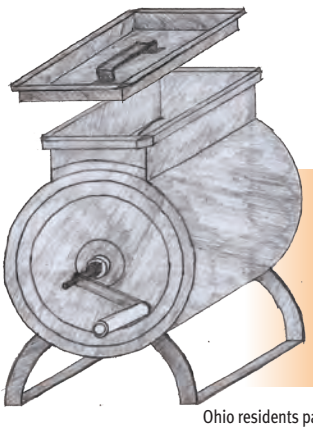

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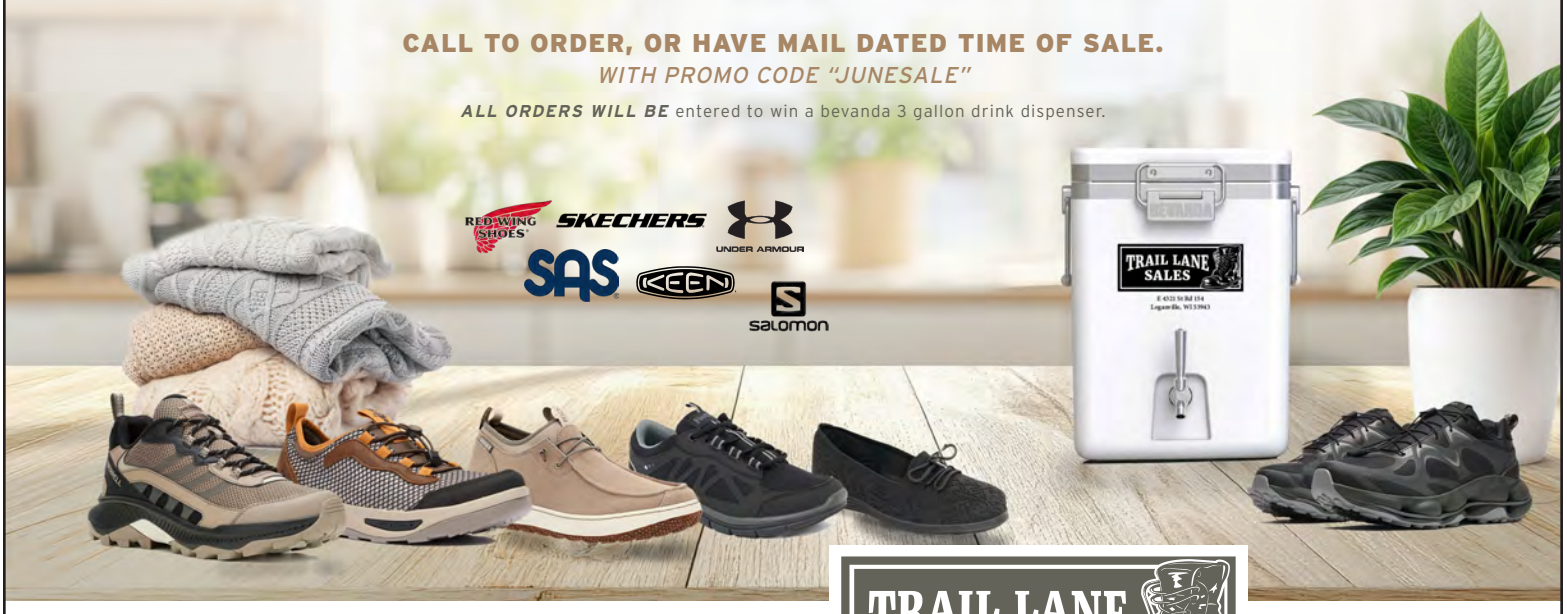

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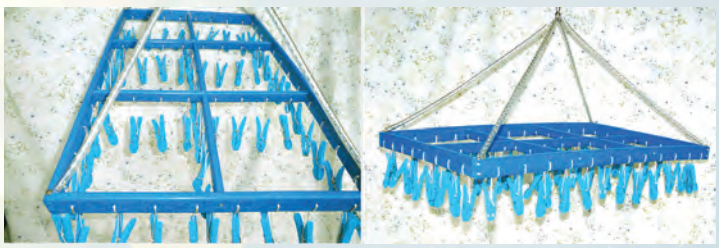

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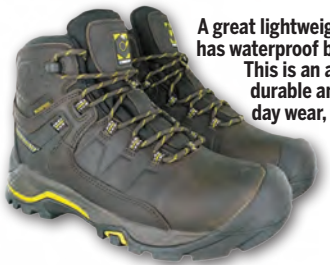

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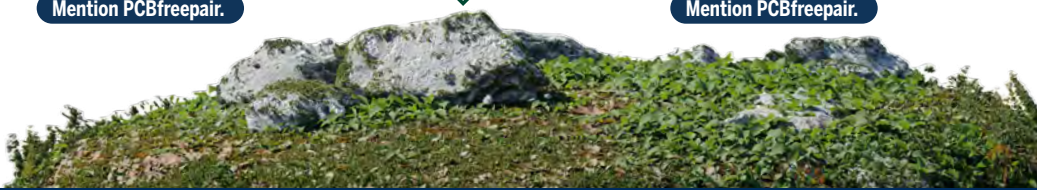

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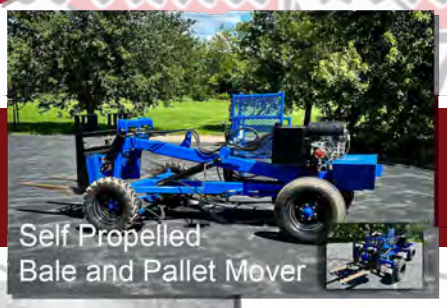



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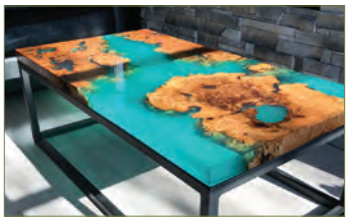




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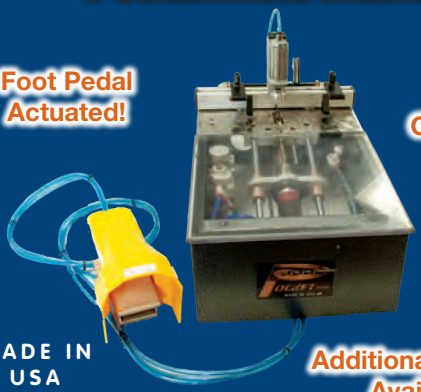

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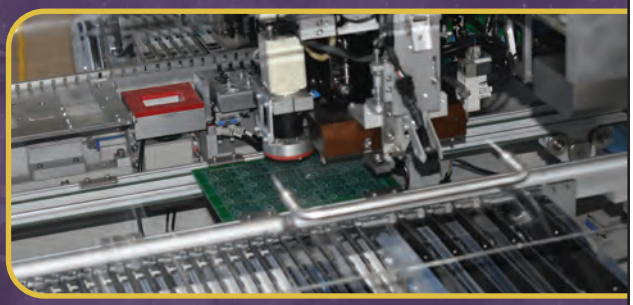

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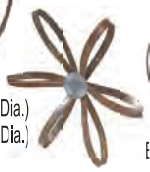

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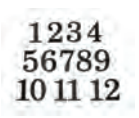









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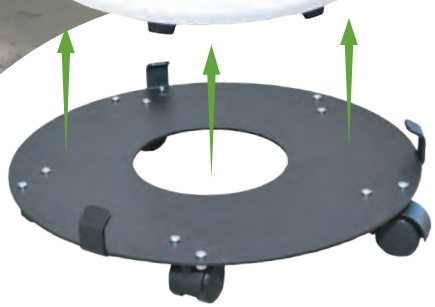

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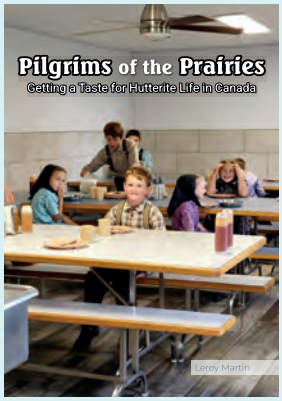

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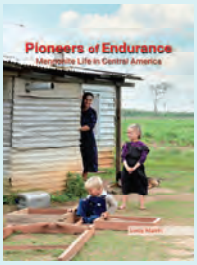

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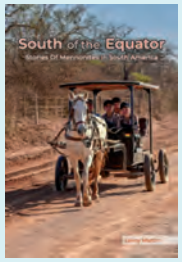

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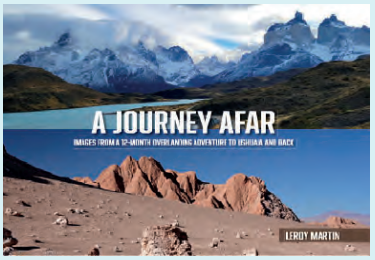

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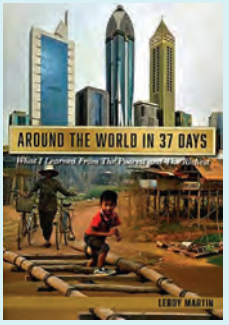

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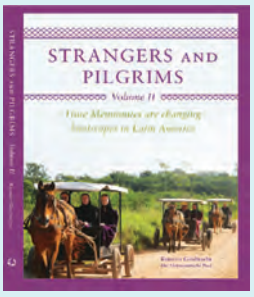

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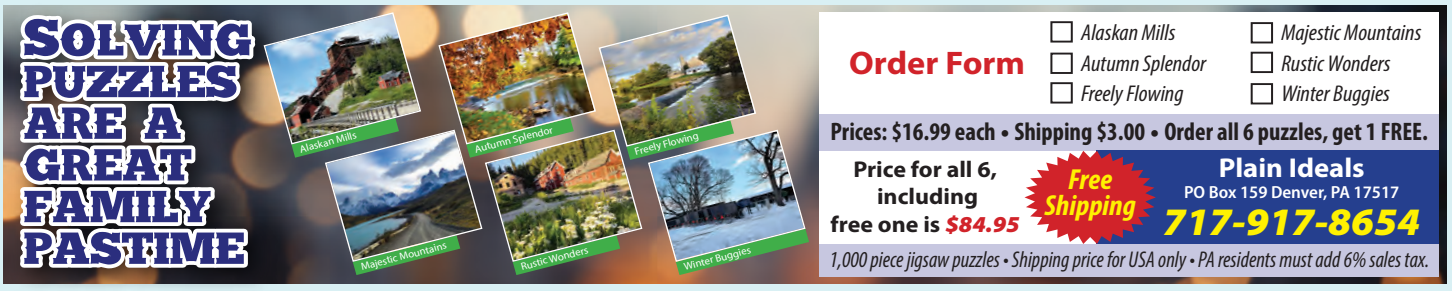

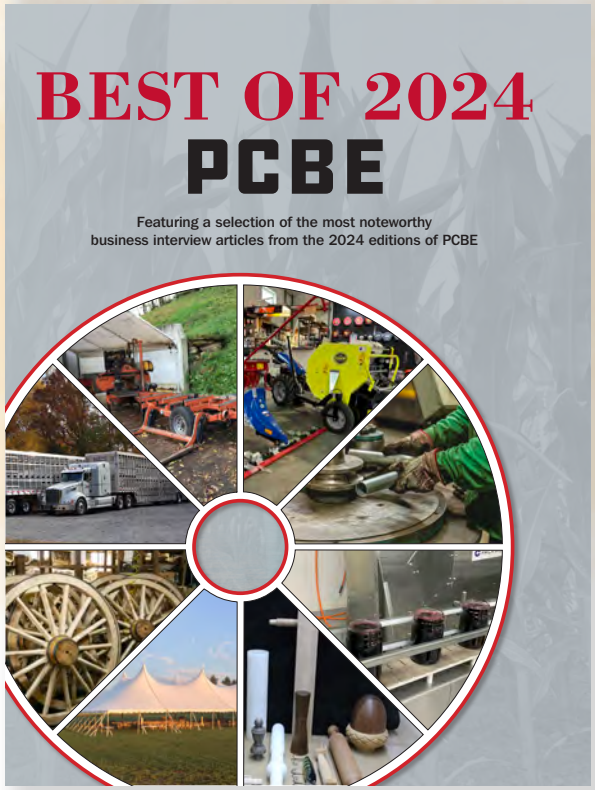



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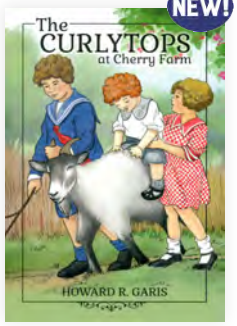

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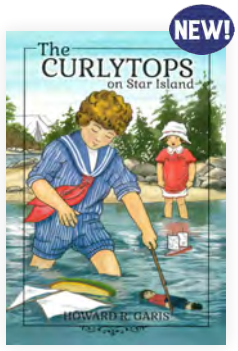

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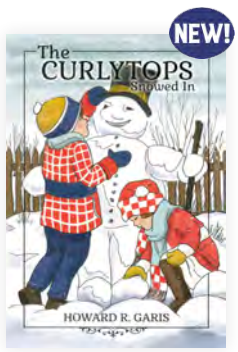

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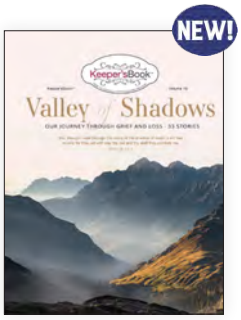

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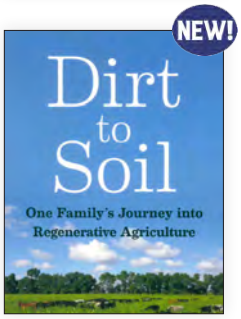

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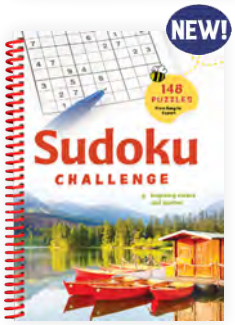

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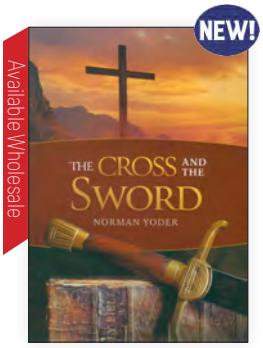
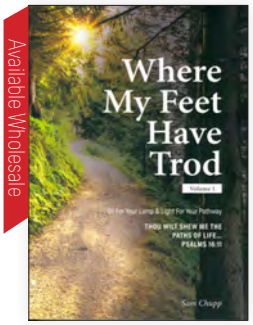


The Cross and the Sword

Norman Yoder

In 1573, a woman named Maeyken Wens was burned to death at the stake in Antwerp, Belgium. To ensure she wouldn't speak of her faith, the authorities fastened her tongue to her mouth with a screw. After the execution, Maeyken's son Hans dug through the ashes and took the tongue screw home as a keepsake-a reminder of his mother's love and steadfastness. That tongue screw is like our heritage. Author Norman Yoder, an Amish minister, challenges American Anabaptists in the 2020s - are we still clinging to the faith of our forefathers? Are we using the same critical New Testament thinking they used five hundred years ago? The Cross and the Sword covers a wide range of important principles. Are we still truly practicing nonresistance? Are we carrying a personal cross? Norman walks us through the concepts of church identity, godly leadership, and separation of church and state. Most importantly, he focuses on being a Christ-follower. Can we, like Maeyken Wens, transmit our faith to future generations? #3500 205 pages 6x9, softcover $16.00



Where My Feet Have Trod Vol. 1

Sam Chupp

After writing a series of articles for the "Pilgrim's Pathway" for several years some friends approached Sam Chupp who resides in Pearisburg VA, about compiling some of his articles into book form. For example, Sam's good friend Joseph Stoll told him "It would be sad indeed if we should pass on and leave nothing back for our children and grandchildren". Sam notices a great famine of sound Christian marriages among the "plain" people! And after many years of counseling married couples, he has observed that possibly only about 1/3 of the marriages seem to be functional according to Ephesians 5. One third are just existing and 1/3 are unofficial divorce cases. Most of the other topics were inspired by his own observations and experiences of many years as an OOA Minister and Bishop. Some of the stories come from sessions with struggling individuals or couples. Some are based on actual events; some, from his own personal failures and mistakes. Sam's desire is to leave something back for his children and the next generations and hopes and trusts that all who read this book may receive a blessing from it, all to the honor and glory of God. #1588 256 pages 6x9, Softcover $18.00



God's Story in The Stars

Melanie Wagler

When visiting a Christian planetarium, the Wagler family encounters an intriguing question. Did God write the gospel story in the stars? In the following year, Matthew, Stephen, and Harlan take turns teaching the rest of the family the true meanings of the constellations Join the Wagler Family in exploring a perspective of the night sky that brings glory to God. This book includes star diagrams, stargazing appendixes, and a map of the constellations.

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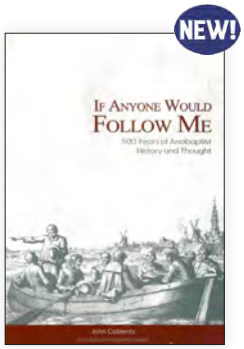

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John Coblentz

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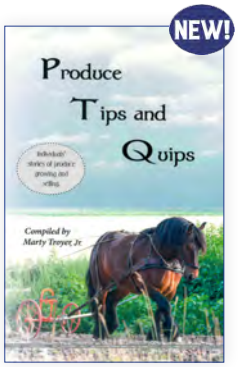

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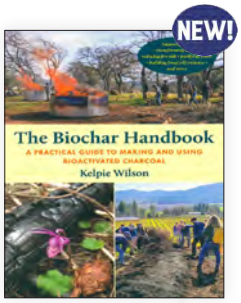

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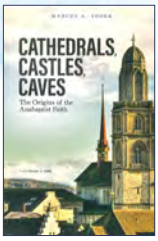

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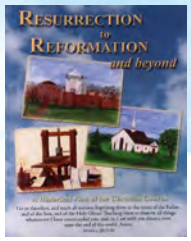

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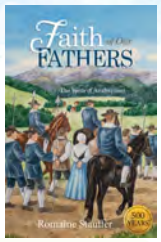

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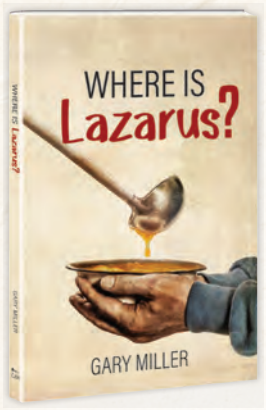

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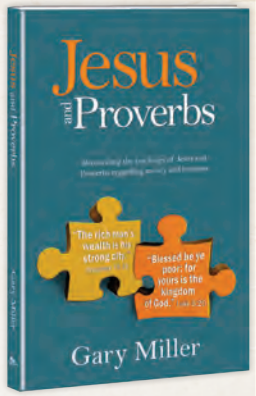

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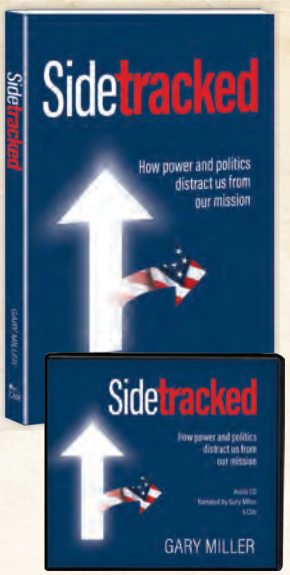

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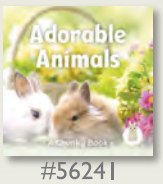

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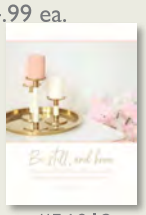
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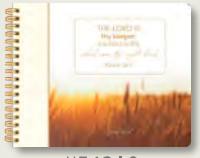
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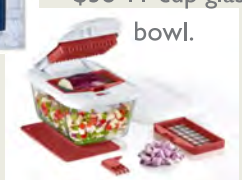

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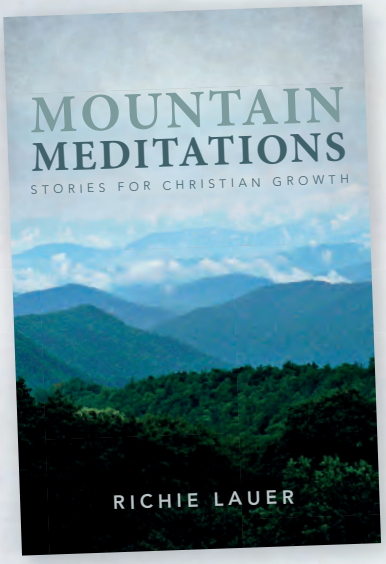

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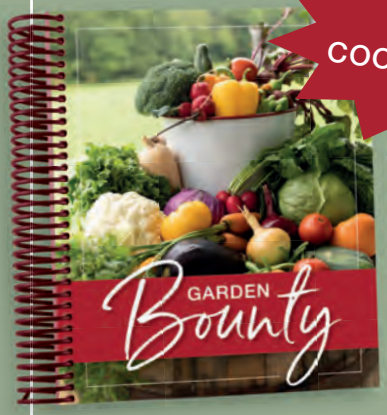

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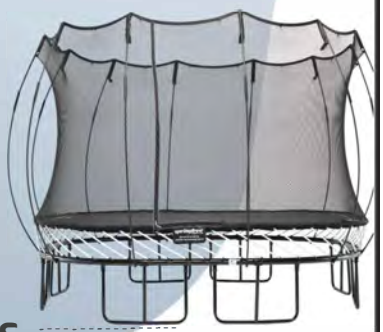

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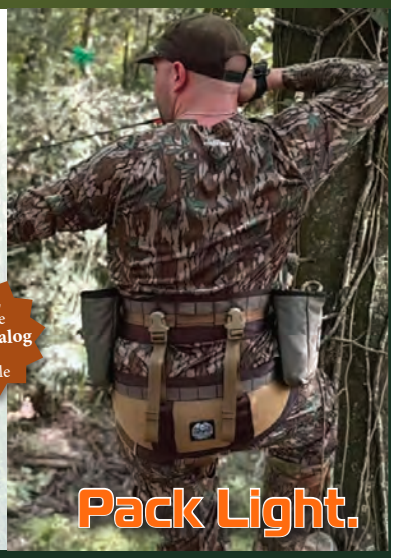

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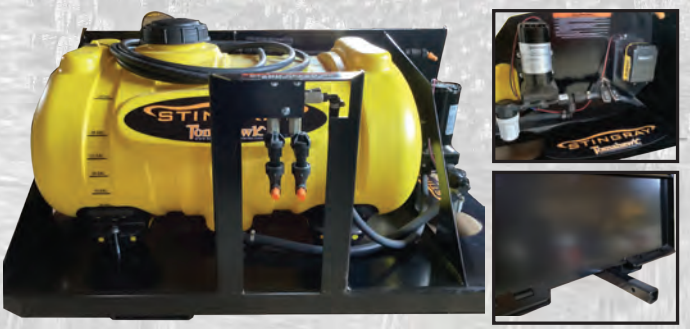

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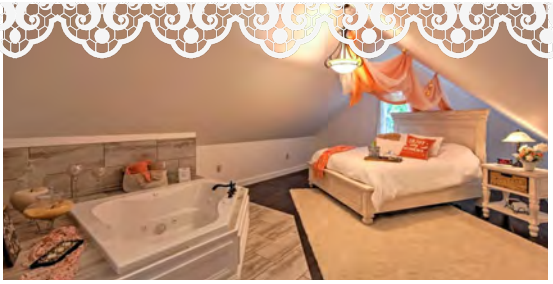

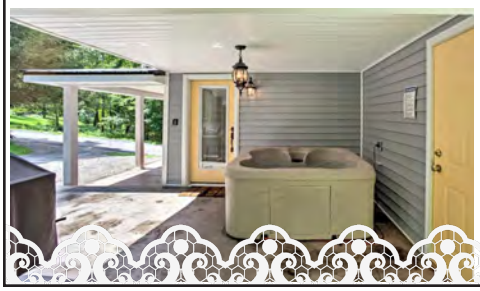
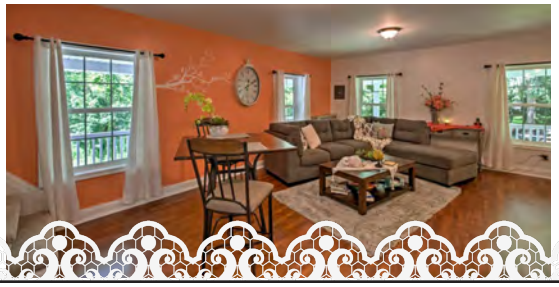
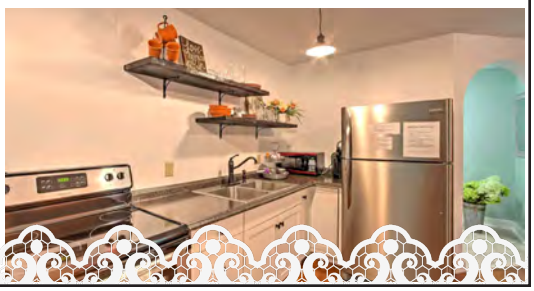

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June 1st to June 27th 2026

Signup deadline July 1st 2025



Note: the date has changed so that the tour will get home on a Saturday.

Below are a few of the attractions included in the Tour

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To get the same antioxidant benefits of drinking just 1 oz of NingXia Red you'd have to eat the equivalency of over 299 pounds of fruits and veggies!



Everything pictured $210.00

"After trying everything, nothing seemed to work. I gave this bundle a try, and after two week I lots inches and 20#. My knees don't ache as much, stairs and easier, not out of breath after a bot of exercise, also my sugar numbers are better than ever. I no longer need to go on medication. Thanks for this awesome product!"

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Brain Fog?
Mental Tiredness?
Try Nitro!



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- > Provides nutrients for your body's major organs
- > Supports healthy cholesterol
- > Supports cardiovascular health
- > Help protect against oxidative stress
- > Provides energy support without caffeine
- > Supports normal eye health
- > Clinically shown to support a healthy inflammation response
- > Contains powerful ingredients, antioxidants and amino acids
- > High in fiber and 13% protein
- > So rich in nutrients that its often called a super fruit



I lost 20# and a lot of inches after being on this protocol only 2 weeks! I feel so much better and more energy as well! Please send me more!

-Happy in Ohio

I lost 100# in two months. I'm able to climb roofs & feel like working again. I feel 100% better overalll, I don't crave sweets anymore Ningxia Red gets the credit. Send me more, I don't want to be without this summer!

-Happy on the Rooftops

Weight Loss **Bundle**

Do you need to lose 10-20lbs or more?

Includes: 160oz NingXia & two protein complete.

* Plus FREE how to lose weight booklet.

$360.50

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10% Off your first order plus up to three FREE essential oils!

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Thieves 15ml | Rosemary 15ml | Oregano 15ml | Basil 15ml | Veggie Caps | Ningxia Red

My 5 year old son had a severe sinus infection, high fever for a whole week could not eat or keep anything down, nose bleeds from the severe infection, after going on antibiotics it cleared up but came back again 2-1/2 weeks later and I knew I could not put him back on the harsh antibiotics so I tried this natural blend & it was effective after 1 day...
– Mary Ann Nissley



$255.25

The Ultimate **Starter Bundle**

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- Peppermint Essential C
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How to use: 2 tablets daily, 120



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A Helps mantain balanced energy levels for physical performance and endurance* Boosts stamina and enhance sports performance* Sustains energy levels, strength, and physical activity* Supports healthy muscles,increase muscle size and strength*Faster recovery after workouts* Promotes mental clarity, concentration, alertness, and a sense of calm.* Overall well-being and hormone health*

How to use: 2-caps daily, 60 capsules



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Super Cal Plus

The Super Cal Plus formula is a true bone health supplement with a synergistic blend of bio available calcium magnesium, vitamins D and K and other trace minerals.

How to use:
2 capsules daily with food.



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Super Magnesium

This formula contains a higher level of magnesium in fewer capsules. It contains the most bio available types. It supports healthy energy levels, a calm nervous system, & restful nights sleep all day. It contains the melon juice concentrate to increase magnesium efficiency in the body



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How to use:
Take 1-2 soft-gels 30-60 minutes before bedtime.



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Adrenal Support Pack

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A complete enzyme

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This powder helps maintain optimal pH in the stomach with a alkaline blend of biochemical mineral salts, lemon powder, and essential oils that work together to solve discomfort.

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8oz 30ct

$40.25

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2- Mouthwash
2- Theives Oil
3- Toothpaste
1-3 Pk Floss

" Since using this pak my dentist says I have no more cavities. As it cleans the bacteria from your mouth, therefore it heals the cavities."



$150.00

Women's Health

Enjoy each day to the fullest!

Prenatal Pack

Enjoy pregnancy & give your baby a healthy start! A complete pak designed for pregnancy, has all the nutrients you need to support a healthy start. **Comes with a complete pregnancy guide booklet!** Can be customized to fit each person's needs!

"My baby was happier then the previous babies, I give ningxia red the credit.. also morning sickness was a lot less .. thanks for the wonderful products."
—Kentucky



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Free Booklet with Order!

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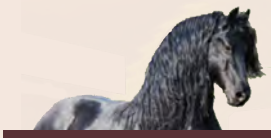

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How to make Constipation an irregular event

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After helping hundreds of people with constipation and related issues over the past 21 years, we commonly hear statements like, "my mental alertness has improved," "my candida cleared up," "I don't awaken with toxic headaches anymore," and "I have twice as much energy!"

Maybe you've heard others say, eat more fiber, or you just need to eat healthier. But what does that really mean? What does that look like in real life?

We take a simple, educational approach to good bowel health.

Discover health secrets revealed by an Italian immigrant who amazed doctors around the world.

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The Caffeinated Corner

Tips, Trends, and Trivia From The World Of Coffee

Myth Busting: Does Coffee Dehydrate You?

This is one of the most common misconceptions in the coffee world—that drinking coffee will dry you up like a desert because of caffeine's diuretic effect.

While caffeine does have a mild diuretic effect, we're happy to report that the amount of water in your average cup of coffee more than offsets it.

In fact, multiple studies have shown that moderate coffee consumption (3-5 cups per day) doesn't lead to dehydration at all. Instead, it actually contributes to your daily fluid intake—thanks to the water content in your brew.

So yes, you can go ahead and count that morning mug toward your daily hydration goals. You're welcome!

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This Emotion Formula is amazing! I'm taking 4 a day and feel like a new person. Thank you, MI

"We started our 10 year old on Emotion Formula 1 a day as she was sensitive to everything in everyday life, plus a bedwetter, now a dry bed and a much brighter outlook in life." – Indiana

Qty	ITEM/DESCRIPTION	Cost/Bottle	Total
	B-12 *(Sublingual)* 1000 mcg, 100 ct.	$13.95	
	B-50 *(Complex)* 100 ct.	$12.50	
	B-6 100 mg., 100 ct.	$8.50	
	Bedwetting Formula, 4 oz.	$19.50	
	C-1000 mg. w/Rose Hips 100 ct.	$13.50	
	C-250 mg. Chewable 100 ct.	$8.95	
	C-250 mg. Liquid, 4 oz.	$11.95	
	C-500 mg. w/Rose Hips 100 ct.	$11.50	
	Calcium Complete 400 mg. 100 ct.	$14.95	
	Calcium Lactate w/Vit. D 100 ct.	$10.95	
	Calcium Liquid 16 oz.	$17.95	
	Co. Q10 60 mg. Chewable 60 ct.	$15.95	
	Cod Liver Oil 100 Softgel	$9.50	
	Colostrum + Chewable 90 ct.	$17.95	
	Colostrum Natural Liquid 16 oz.	$17.95	
	D-3 1000 IU 100 ct.	$8.50	
	E-400 IU Natural Vit. 60 Softgel	$11.50	
	Emotion Formula 150 ct.	$20.00	
	Geri Formula 120 ct.	$12.50	
	Healing Ointment, 2 oz.	$12.95	
	Hospital Powder, 7 oz.	$16.95	
	Iron *(Fumerate)* 29 mg., 100 ct.	$6.95	
	Joint Formula *(Improved w/NEM)* 120 ct.	$21.95	
	Mitchella Plus, 100 caps	$17.50	

Qty	ITEM/DESCRIPTION	Cost/Bottle	Total
	Multi-Vit., Chewable 100 ct.	$12.95	
	Multi-Vit., Liquid, 16 oz.	$17.95	
	Multi-Vit., w/Iron, Chewable 100 ct.	$12.95	
	Muscle Aide Liquid 8 oz.	$13.95	
	Muscle ease, 4oz.	$13.95	
	Olive Leaf Ext. 500 mg. Plus 60 ct.	$14.50	
	Para-Blend Capsules 90 ct.	$12.50	
	Potassium 100 ct.	$7.50	
	Pre-Natal - 120 ct.	$15.95	
	Probiotic Complex 100 ct.	$16.95	
	Save The Baby Salve, 1.75 oz.	$10.50	
	Save The Baby Salve, 1.75 oz. "New"	$11.50	
	Stomach Eze, Chewable 100 ct.	$8.95	
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Tired of empty promises? We've taken the risk away! In 2025 our new weight loss program will have guaranteed results or your money back! Yes, we are that confident that if you follow our program, you will reach all the results you are hoping for!

It is simple, pressure free, and best of all it is **TOTALLY GUARANTEED** or your money back, when you follow our program!

We have a few new ways we have made things better than ever. It is all about you, with **NO PRESSURE.**

ALL YOU NEED TO DO IS:

- ***Make the choice and decide:*** Make the choice that 2025 is your year for a healthier you.
- ***Set a Goal:*** At Nutrition Wellness Center, we'll help you define clear, achievable targets.
- ***Stick With It:*** With our support, you won't be alone on this journey. Say goodbye to the guesswork and hello to results. Your weight loss journey starts here, with zero risk!



HERE IS WHAT WE THINK YOU WILL LIKE BEST!

2025 for Nutrition Wellness Center is all about YOU. That means Pressure-Free: We offer support without the stress. No judgments, just encouragement. When YOU need us. Our new guaranteed weight loss program will have its own private number for you to call at your convenience, whenever you have questions, need help, a pat on the back or just to get out of a rut!

Help When You Need It: We're here to assist you whenever you're ready. Join our program where your health and happiness come first. **Let's make 2025 the year you feel your best.**

By the way, **did we mention it is guaranteed!?** 😉

To get started, just call **1-800-222-3610** and mention that you want to try our **2025 Weight Loss Guarantee Program!** *It is only available in the month of JUNE for anyone who calls but our first 23 callers will receive their special add on hormone test (value of $89) completely free!*

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What People Are Saying About *Vitamin O*

"Vitamin O has really helped me. I would drag around all day, but now I feel one hundred percent better. I am very glad I was told about *Vitamin O*. I am 87 years old. I have been taking it for a year and I shall be taking it from now on." — L. Miller, MO

"I have a leakage of my heart. Any exercise, even just walking, really makes breathing difficult. By taking *Vitamin O*, it helps my breathing get back to normal. I even have more energy. I sure don't want to be without it." — M. Maloney, age 83

"I would not be without *Vitamin O*! I have COPD and use it every day. Would be in the hospital without it! Thank You." — DN, Canajoharie, NY

"This product is wonderful! I take it everyday to help maintain a healthy immune system. I feel it helps me maintain an adequate oxygen level on the days when I can't be outside walking." — D.E.H., Westminster, MD

"We are very happy with *Vitamin O*. Sometimes I feel like I just do not have the right balance of oxygen in my body and I use the *Vitamin O*. Then all the fatigue seems to leave within minutes." — C. Wheeler, Sullivan, NH

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"When I first gave *Vitamin O* a try, I did not know if it would help. At times, I could barely breathe and when I started taken *Vitamin O,* my condition improved. I can walk longer with more energy." — J.L.H., Flushing, NY

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I had dilated cardiomyopathy for 11 years, requiring an ICD and many medications. In 2018 I had a heart transplant; the Drs. were amazed how sick and deceased my old heart was and how strong & healthy my other organs were. Recovery was amazing, thanks to all the prayers on our behalf and taking SiselRipt. We are so thankful to God for sending an unknown friend our way who introduced us to SiselKaffe, as that started our journey with Sisel in 2014. I was a coffee drinker and had to drink decaf coffee as I would get those awful arrythmias. I loved the SiselKaffe, as in my opinion was a great tasting, healthy coffee that didn't affect my heart in a negative way! Being a coffee drinker, that was important to me! Taking the Triangle of Life faithfully for 4 years helped support my body and other organs. Taking nutraceutical grade supplements from a trusted company has been well worth it!* -Emma Mast



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"Thank you for an amazing product! I love your Multivitamin Energy and Focus. I struggled with brain fog and low energy, now my mind feels clear and I can keep going a lot longer. May God bless you all!" - **K.M. Navarre OH.**

"I was always sick a lot and would take a handful of various supplement capsules morning, noon, and night, so on a whim I ordered Multivitamin. I drink one serving of Multivitamin in the morning, I swallow no more capsules and feel great and ready for the days work. I also drink one serving of Green Tea in the afternoon. Is very refreshing, a great pick me up and no more heart burns. Love your products." - **Elisabeth**

"I really like your Multivitamin Energy & Focus drinks. I take it every day. I like the boost it gives me. Also taking it Sunday mornings helps me keep more alert during church." - **W.M. IN.**

"The Multivitamin Energy and Focus drink is the first thing I drink before I go to work at 6:00 A.M. I usually still feel the energy after coming home at 3:00 P.M. It's the perfect drink for me to get my job done! I love ALL the flavors! Thank you for a great product." - **S.H. Centreville, IN.**

"We love your Multivitamin Energy and Focus drinks. I think we used them all summer last year. The boys took some to work everyday and they said they can stand the heat better and stay hydrated. We also used the Schnell drinks & those are great too! The packets are just easy to take along." - **M.S. Berne IN.**

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2 weeks 11.8 lb Lost

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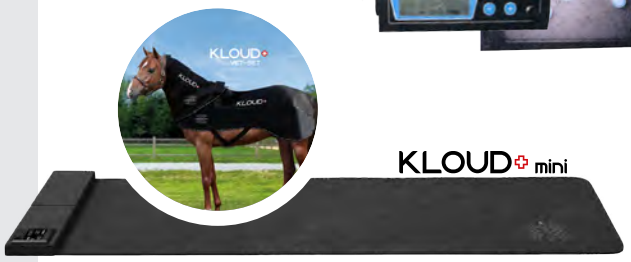

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The Plain Oiler Dream Big, Stay Positive ...

Dear Readers,

"Nothing is so rare as a day in June."

June can be a beautiful month. I think back to days at home on the farm. Runing outside barefoot. Playing in the creek. Baling hay. Having a picnic afterwards. So many memories.

But here we are now, quite a few years later. And I am no longer that carefree youngster. I'm getting older and my body sometimes complains. It seems like a lot of us Americans have that. Here are a few common problems that are common as we get older.

Arthritis – I don't know who Arthr is, but itis means it is inflamed. While we often feel arthritis in the joints, that isn't where the problem is. The problem is that we have too many toxins in our body, either because we are taking in too many or because our organs aren't filtering them out. NingXia Red can help by detoxing your kidneys, liver and colon.

Sore muscles – When we work or overwork muscles more than normal they get sore. This is caused by the muscles stretching and slightly tearing. Our body then uses a protein called amino acids to repair the muscle tissue and make it stronger. This is why our muscles grow larger as they get stronger. NingXia Red contains all 18 essential amino acids, and yes, our body loves it.

Sleep – or rather can't sleep. This has become a problem for many Americans. When we're young we can't sleep because the children wake up. And as we get older we can't sleep, well, because we can't. Again much of this problem comes from our liver not functioning well enough to sort out and produce the correct hormones. In a clinical study, NingXia Red showed not only more time asleep, but it also said they slept more restfully. If you don't need it, give it to your children, so both of you can sleep.

Physical Limitations – this can include walking, running, bending over, and all the other things I could do when I was younger. This often happens when we are stressed or when we are congested. By taking 2 oz NingXia Red for 60 days, a 36% reduction was seen in these symptoms. This also increased energy levels and made everyone more productive.

Stress – what's that? As a Father myself, I know that stress can wear a person down. This causes our body a lot of wear and tear. It also prevents us from thinking clearly and will eventually cause mental stress if left unchecked. NingXia Red was shown to decrease physical and mental stress by 23% in only 60 days. Who wouldn't want that?

Minerals – NingXia Red contains 18 essential minerals. This gives our bones, joints, and muscles the right ingredients to grow stronger and healthier. It also helps our liver and adrenal glands function properly.

Whether you are a father that doesn't want to age as fast or if you are looking for the perfect Father's Day gift for Dad, NingXia Red might be a solution. We think you will love it!

To help you celebrate Father's Day, we are bringing back the NingXia Red 8pk this month.

Enjoy! And have a good month!

—Eli & Sarah Hilty



NingXia Red Stories

I was born with club feet. The doctors were able to straighten them with braces, therapy and inserts. At age 13, I started having very painful feet. My right foot actually locked up hard and I couldn't use it all. I used crutches for a day or so until I could get a chiropractic treatment. The chiropractor taught me how to make my foot relax and to loosen the muscles. I learned how to deal with the problem so I could at least walk. I often walked with a limp. Sometimes the pain was hard to tolerate, especially at night when I had to will my foot to relax. It could take several minutes with all concentration just to do that and I never let anyone bump my foot. Over the years, I learned to make sure I used quality vitamins and minerals, which I thought helped a lot. But over the 90 day NingXia Red Challenge, I quit those completely and just used the NingXia Red. I was surprised at the results. All at once I realized I can get up or stand up from any position and immediately start walking. No waiting until my right foot cooperates and quits hurting. I always had to hobble around, especially in the morning. I was embarrassed if I had to start walking in front of people, as I'm only 27, I hated that I had to walk like an older woman. I almost never walked without pain, some days. I never thought I would find the supplement that could take away all of the pain if I'm consistent with using it, but taking 2 oz of NingXia Red is helping my whole body rebuild, not just the painful foot. I can't go wrong using the NingXia Red.

"The primary component of NingXia Red juice is a puree of the wolfberry plant from the NingXia Province in China. Just as the sweet Vidalia onion only has its famed sweetness when grown in the balance of soil, air, water and light which exist near Vidalia, GA, only the wolfberry grown in the NingXia Province of China contains certain therapeutic properties. One of the many nutritional benefits provided by NingXia Red is supporting healthy vision.

Here is the story of my eyesight: when still in my forties (I am 69 at this writing) I was diagnosed with Fuch's Dystrophy of the cornea, a condition which thickens the cornea and ends with blindness, unless a cornea transplant is performed.

About 4 years ago I was diagnosed with cataracts and age-related macular degeneration in both eyes. My mother's macular degeneration had left her blind, so I was quite concerned. My doctor recommended that I take Omega 3 fish oil and eye supplements with added Lutein and Zeaxanthin. There is no known solution for macular degeneration at this time, but we hoped to slow down the progression of the disease with these supplements.

Three years ago a cornea transplant and cataract surgery were performed on my right eye. A year later I was introduced to Young Living Essential Oils and to NingXia Red juice.

When I noted the very high levels of Zeaxanthin and Lutein in the NingXia in the NingXia Red, I discontinued the eye supplements I had been taking and switched to Young Living whole food vitamins and began to drink NingXia Red every day. I began with 2 ounces of NingXia Red per day, gradually increasing to 3 or 4 ounces.

Within 9 months the macular degeneration in both eyes was GONE!! And in the eye which was to be scheduled next for a cornea transplant and cataract surgery, both the cornea and the cataract were so greatly improved that the condition of my left eye is no longer bad enough to be a candidate for surgery!!! I celebrate, I give thanks, and I live in gratitude every day. In one eye with glasses I have 20/20 vision, and it is 20/25 in the other!!! I hope this information helps someone else who has dimming eyesight.

In addition to the very high levels of Zeaxanthin and Lutein in NingXia Red, they are bio-available and they occur naturally in the proper balance to nourish the retina. I have experienced cataract, retina and cornea improvement for myself; and I have read of other positive benefits to vision which have resulted from the nutritional support provided by NingXia Red.

"I have a 13 year old son who was 12 when I started him on NingXia Red juice in November. This was the same time I also took him off his meds, which was Adderall XR 30 mg per day. It took about 2 months before I really started seeing him settle down and adjust.

I also supplement with mineral salts (recommended by a naturopath) and Young Living oils at bedtime and the morning before school. Peace & Calming oil blend jacked him up, so I use Lavender. I also allow him to choose a couple of oils to put on at night. He has a preference for Lemongrass.

He had gotten so volatile on the meds the older he got with mood swings, anger issues, etc that I just couldn't take it anymore. I was NOT going to raise the dosage further. As it was, he was about 30 pounds underweight.

He's since turned into a funny, charming, softhearted and sensitive child like he used to be early in life. He also has regained the lost weight. Now he's really starting to see the positive effects of the changes, which only inspires him more.

Granted, he didn't initially enjoy the NingXia Red juice taste, but now takes it on his own without any urging from me. He prefers the 2 ounce packets to the bottled juice and doesn't care for it cold, but at room temperature instead.

I have to say, without seeing it myself, I would never have believed that it was possible. Thanks to God and Gary Young for his tireless efforts in running such an amazing company.

Disclaimer:
These stories should not be considered medical advice. This is only to illustrate how our body can heal itself as God designed it, if we provide the right nutrition. Your personal results will vary based on your body condition and diet. Don't expect to treat, cure, prevent, or diagnose any disease, let your body do that.

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Testimony: ***The Kurtz Family, Ohio*** - "We want to share how pleased we are with the Brain Vitality. Our 9 year old son has had many school related sturggles. He redid 2nd grade, switched schools in November, this year in 3rd grade. He was evaluated by the Autism Center in December and they recommended prompt intervention from his school district for dyslexia and other issues. At our January conference his teacher agreed with us, showed us some writing samples, etc. Meanwhile, he started taking Brain Vitality in January. At the end of March I met with the school superintendent, principal, teacher, and reading specialist. Long story short, in those 2 months on Brain Vitality, he made such progress, they saw no need for intervention anymore! He has also quit wetting the bed, which has been another whole issue in itself. We even put him through an $1800 program for bed wetters with no success! So, needless to say, we are huge fans of Brain Vitality!"

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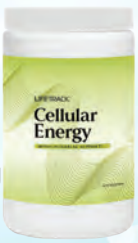

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John struggled with multiple night-time trips to the bathroom and was barely sleeping. Some nights he could get back to sleep, but most nights he couldn't.

Multiple night-time bathroom trips were bad enough. But sometimes, when he got there, John simply couldn't go. It felt like something had tied a knot inside. He knew his prostate did not function as well as it use too.

His friends recommended that he take Saw Palmetto.

But his brother told him that there are better products, that contain not only Saw Palmetto, but also a variety of other ingredients that work together to help with prostate problems.

Prost-Fix has helped thousands of men to get their night-time challenges under control. It contains 30 different herbs, vitamins and minerals, including:

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Zinc - there's more zinc in the prostate than in any other part of the body, and healthy prostrates contain more zinc than unhealthy ones.

Copper - helps maintain healthy blood circulation.

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Cernitin flower pollen extract - improves prostate symptoms for the large majority of men.

Quercetin - fights prostate problems within your cells.

Pumpkin Seed Extract - maintains a healthy flow.

Nettle Root Extract - popular in Europe for prostate issues.

Vitamin B6 - helps boost immune systems.

"Since taking this product, my father has noticed reduced bathroom trips!" –James Wilson

"This brand is far ahead of the rest, 2.5 weeks using the product and I have improved flow." –Joseph Miller

"There have been several nights where I was able to sleep nearly the entire night." –Nathan Johnson

Prost-Fix is made in the USA in a FDA and GMP Certified Facility, and tested for purity by a third party. Vegetarian friendly, Prost-Fix contains no preservatives, fillers, binders or GMO ingredients, soy, gluten, dairy, shellfish, peanut or eggs.

One month's supply of 60 Prost-Fix capsules is $29.95 with free shipping and handling and comes with a 30-day money back guarantee. Buy two bottles and get a third absolutely free.

Send payment to MWSB Inc. 834 South Union St, Olean, New York 14760-3917. Pay by credit or debit card by calling toll free at 1-888-762-5477.

"I was skeptical but based on the 30-day money back guarantee, I tried a bottle. I couldn't be more pleased. I highly recommend it." -John Yoder

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Are you struggling with joint pain?

Imagine how much better your life would be if there was safe, effective & fast relief for joint-pain?

Caleb Miller doesn't have to imagine anymore; he found a product that changed his life - Fast Acting Instijoint.

Caleb suffered with hip and shoulder pain and had tried many different products. Some didn't work at all, or were too expensive, and prescription drugs brought their own worrying side-effects.

Then one life-changing day, his brother gave him Fast Acting Instijoint. His pain almost immediately began to subside.

So, what is special about Instijoint? Turmeric.

Studies have shown that Turmeric is excellent at naturally reducing inflammation and joint stiffness. But only a small part of the turmeric root is effective, and you need to consume large amounts of it to get positive results.

Fast Acting Instijoint contains 100% pure, super-concentrated turmeric. One small capsule of Fast Acting Instijoint has more pain-fighting power than several spoonfuls of regular turmeric.

Regular turmeric also isn't water-soluble, and the human body has trouble breaking it down. So Fast Acting Instijoint also contains Bioprene – which increases absorption by up to 2000%.

Fast Acting Instijoint is now proving to be "miracle relief" for anyone suffering with joint pain.

"The inflammation and swelling in my knees has decreased to the point that I am able to do things I haven't done without pain in several years." –Kathy Williams

"I am not allowed to take certain drugs due to heart disease and dealing with my osteoarthritis is difficult with just Tylenol. I've taken turmeric for several years, but this product has been the best by far in alleviating my joint pain and stiffness." –Robert Zimmerman

"I had been taking ibuprofen almost daily, and now almost never!" –Curtis Miller

Vegetarian friendly, Fast Acting Instijoint contains no fillers, binders, non-GMO ingredients, soy, milk, egg, shellfish, corn, wheat, peanuts, gluten or sugar.

One month's supply of 60 Fast Acting Instijoint capsules costs $29.95 with free shipping and handling and comes with a 30-day money back guarantee. Buy two bottles and get a third absolutely free.

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"Turmeric is one of the most potent natural anti-inflammatories available" –Dr. Randy Howitz

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He had a bad knee, BUT he didn't have the $50,000 they would charge to *replace* it at the hospital down near the Indiana, Kentucky and Ohio border!

While it's *not* unusual to have a bad knee, or even a Bone-on-Bone knee, what IS uncommon: a hospital system that doesn't have a self-pay discount with big savings!

I joked with him "Even if you aren't a good case for our non-surgical CTX program, I can save you $25-30,000 just by sending you up to northern Ohio to get it done for about $15- 20,000!"

He thought that was still a high number and opted to get help naturally with our program!

After evaluating the thinning cartilage in his knee and finding there was enough to work was, we got him back to working again in a few short weeks!

In fact, our office has helped over a thousand cases for *over* a decade to AVOID knee replacements be stimulating their body's own natural cartilage between the bones to promote healing of the knee.

And no, it's not stem cells!

I don't have anything bad to say about them (as our offices used them for a year to compare results.) They just don't work a good portion of the time. Even if side-effects are rare!

We just found that the best results for the worst types of cases were from what we were *already doing* using our CTX technologies!

And a lot of people have already tried stem cells and said "they didn't work" long before they even set foot in our offices.

We evaluate every case individually. We can even take Xrays in our Zanesville office.

But what we DON'T do is give drugs, shots of surgery.

Our FAMILY business has been helping patients since 1973.

I went on to become Board-Certified in Chiropractic Neurology in 2011 to better understand how nerves



from damaged and degenerating cartilage in the spine, hips and knees causes the chronic (ongoing) pain associated with arthritis.

After 17 years if utilizing what many consider to be the BEST nonsurgical technology, our popular CTX Method program has attracted people from 25 states and even Alaska and Canada.

During the pandemic mess, many people from across the country reached out to us telling us they would LOVE to get our care... but their driver wouldn't go that *far* or it was too far away to travel several times per week for a few weeks.

So in 2020, we started with out frist out-of-state wellness office in Goshen, Indiana new where several hundred of the people who wanted out help lived in the "Michiana" region!

Then in 2021 after having several dozen families come from eastern Pennsylvania all the way to Ohio to avoid knee (and spine and hip) surgeries, we finally settled on Mechanicsburg Pennsylvania as our fourth (and *final* office).

This month we are offering an evaluation at NO cost (a $250 savings) to see if you qualify for one of the last remaining spaces in our Spring Program.

Or to receive a FREE Report on *avoiding* knee (or hip or back) surgery, call us TODAY!

Dr. Russ Schroder, DC, DACNB, FACFN
Board Certified Chiropractic Neurologist
Professional Wellness Alliance Provider
Neuro Care/MIND Institute

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Shipping _____

Total _____

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PC65

WHAT OUR CUSTOMERS ARE SAYING

I like the Power Out & Power Cleanse. I saw improvement in my health. I lost 8 pounds and it straightened out my yeast as well. I also had approx. 2 bowel movements a day. I used to have constipation issues.
- KY

Our sons took the cleanse last year and want too again. It worked well for them. We are very happy with the products. Thank you!
- CO

These are good products! We will continue using them. - OH

I would like to give you a testimonial. I am excited about this Cleanse! I have dealt with a lifetime of sinus issues. In June I had it harder than I ever had, the whole left side of my head was affected - like clogged or something. It also affected my brain. My children were saying I need to go do surgery. I had taken other products as well, but it did not do much. I am now halfway through the Cleanse and my ear is now open. I have early signs of dementia, but its no wonder with all the toxins I dealt with.
- OH

I have tried other Cleanses and when I saw this advertised, I was like probably just another Cleanse, but what do I have to lose? I ordered some and it worked! I struggled with constipation, it was my life before I took the Cleanse. A friend of mine took it as well and he is feeling better.
- MI

I had this approx. hard softball size lump in my belly and was painful when doing dishes standing against the counter, etc. It's been there for years. I started doing the Cleanse and by the time I was halfway done, the lump was 1/2 the size and softer. I am excited to see what will happen once I am finished.
- KY

Nothing else has worked as good at removing toxins as this cleanse for me. It has helped me with my headaches. It also helped my husband FEEL BETTER, not so sluggish.
- IA

My son is taking the cleanse and having good results. Some of his odor is gone and also his sore throat.
- OH



I never realized you could feel so good!
- Teenager IA

SAME DAY SHIPPING ON MOST ORDERS

I used to pass blood in my stool and have severe constipation. I took the Cleanse and that took care of it!
- KY

I know it works, its some wonderful stuff!
- NY

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Eliminate Severe Spinal Disc Pain Injuries and Start Living Life like Your Old Self Again!

Introducing the Legacy Chiropractic Clinic/Midwest Disc Clinic's ground-breaking **"Non-surgical Spinal Disc Rejuvenating Program."** Specifically designed for those suffering from crippling neck and back pain due to spinal disc injuries. Our program is designed to get you out of pain as quickly as possible and then rehabilitate your spine so you can enjoy every moment, every day, pain-free.

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Encompass 360, Supra Omegas, Calcium K2, Balanced D and Collagen B3 – This pack has your vitamins, minerals, omegas, calcium, etc. and can support your body to have a healthy pregnancy and delivery and vibrant, healthy babies. *Receive a **FREE** Pregnancy Booklet with first time purchase of this Bundle.*





Testimony: *We now have many babies born after the Mother was using Sisel Toxin Free Products & Encompass 360, Supra Omega and Calcium K2 as a prenatal program. The health and vitality of these little ones are amazing. Their IQ, their progression in rolling, crawling and walking, the overall health of the Mother, the placenta and the babies is an absolute blessing. Go Sisel Safe and use only pure wholesome vitamins from Sisel! **The Proof is in the next generation!**

BRAIN CLARITY BUNDLE



TRY THIS DYNAMIC DUO!
Also Great for Teachers, Ministers, Foremen & Busy Mothers!

Does Your Child...

- Get frustrated and struggle with getting lessons done?
- Work really hard and still make bad grades?
- Get really hyper and has problems with focus?
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It doesn't have to be this way!

Testimony: *The Brain Vitality and Body Shield has helped our son with concentration and learning problems in school. He would get very frustrated and hard to deal with. His reading was really bad. Now he sits still and reads a book and can tell you about the story that he was reading. He is also very pleasant to have around. He is now an A and B student. He also does not wet the bed anymore. We are very thankful for the results we have seen. –-Mast, KY

HAPPY HORMONE BUNDLE



InnerChi, Encompass 360, Exfolium Polishing Peel

Testimony: *This bundle is what got me started with my Sisel journey in 2014. I was dealing with hormonal issues & bad mood swings. And very bad Acne ... I always felt like a cloud was hanging over my head. I started with these two ... I felt happier (even my family noticed) my cycles became regular as well. I feel this bundle has given me the support I needed for a happier life. Like every young girl no one wants a face that is red from those horrible pimples. I gave the Exfolium a try and was amazed at the results. Thanks to Sisel & Awesome products! –-RY

HAPPY JOINT BUNDLE



CBD Full Spectrum Warming Lotion, Renovator, Calcium K2 Superior support for joints, cartilage, musculoskeletal functions. Enabling you to live the life you want to, not the one you body limits you too. CBD lotion for tired muscles after a long day at work or other strenuous activity.

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Vital Vision – A blend of antioxidants that protect and support eye health for keen vision and color pigmentation. Vital visions ingredients address dangerous factors such as free radicals, and more. So you can see with clarity and enjoy the beautiful sights life has to offer.

Caller number 10 will receive one of these products of choice.

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SOMETIMES IT'S NOT *what can I take,* BUT *what can I change*

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- 2 SupraShine Toothpaste
- 2 AseptiClean Dish Soap
- Enliven Bath & Shower Gel
- SupraSet Hair Gel
- SiselSilver Whitening Toothpaste
- Sisel Safe Brochure

HAIR CARE $71.00



Sapphire Shampoo, Sapphire Conditioner, SupraSet Hair Gel - *The SupraSet Hair Gel is awesome for little girls hair!*

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Keeping mama and baby healthy, happy and relaxed with toxin free products...while caring for your sweet liitle one.



Vibrant Laundry Detergent, CucumberLime Hand & Body Wash, Hydra Rich Lotion, SlselSoak for Mom

LAUNDRY HOME CARE BUNDLE



$86.00

Vibrant Laundry Detergent, SiselString Household Cleaner, OrganiCleanse Fruit & Veggie Wash, AseptiClean Dish Soap

SISEL SILVER TOOTHPASTE PACK WITH TERMINATOR MOUTH RINSE



$56.90

Terminator Mouth Rinse, Sisel Silver Whitening Toothpaste with 4 Toothbrushes

Testimony: *I love this toothpaste! Leaves you with a clean fresh taste all day long. --RY

BATH & SHOWER BUNDLE



$94.00

Enliven Bath and Shower Gel, CucumberLime Hand and Body Wash, SiselSoak Relaxing Bath Salts, SiselSilver Natural Deodorant

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- Raven
- Stress Away
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- 2 AromaGlide™ Roller Fitments
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- 10 Thieves Waterless Hand Sanitizer Sachets
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Basically your first aid kit!

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- DiGize Vitality
- EndoFlex Vitality
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- Thieves Vitality



Regular **$103.75 + tax**
Our Sale Price: $93.37
Retail Price: **$136.00**

3. Ningxia Reset Kit

- 51 Ningxia Red Singles

If you're feeling stuck in a rut or unsure how to kick start healthier habits maybe you need a RESET. Here at young Living we're trying a nourishing reset that combines exercise and lots of water with one powerful product – our super fruit Ningxia Red drink.



Regular **$129.00+ tax**
Sale Price: $116.11

4. Ningxia Red Loyalty Bundle



- 4pk (750ml) Ningxia Red
- 30 Ningxia Red Singles
- 2 free YL products

Regular **$210.00 + tax**
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Retail Price: **$322.00**

5. Ningxia Red Starter Kit

- 2 pk (750 ml) Ningxia Red
- 14 pk Ningxia Nitro
- 30 Ningxia Red Singles



Regular **$145.00 + tax**
Sale Price: $130.50
Retail Price: **$295.00**

6. Create Your Own Bundle

Create your own
$100
order with any young Living Products

7. Colon Cleansing Trio Kit

- Product Guide
- ICP
- Comfortone
- Essentialzyme



Regular **$101.25 + tax**
Sale Price: $91.12
Retail Price: **Over $133.00**

8. Happy Healthy Home Bundle



- Thieves
- Lemon
- Thieves Household Cleaner
- Amber Spray Bottle
- Thieves Laundry Soap
- Thieves Kitchen & Bath Scrub
- Thieves Dish Soap

Regular **$112.00+ tax**
Sale Price: $100.80
Retail Price: **$000.00**

9. Safe and Simple Seedlings Bundle



- Baby Lotion
- Diaper Rash Cream
- Baby Wash and Shampoo
- Baby Wipes
- Seedings clam essential oil blend
- Tender tush baby balm

Our seedlings line is formulated without sulphates', parabens, phthalates, synthetic preservatives, fragrances or dyes for peace of mind when using it on children of all ages.

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Retail Price: **$161.84**

- **Don't need to order monthly.**
- **Order 2 or more bundles and receive $50-$100 worth of free YL products.**
- **One or more people get a kit with you and get $75.00 back.**
- **For new customers only. No sign-up fee — ever!**

Quote of the month

There are five gospels:
Matthew, Mark, Luke, John and the Christian.
Most people never read the first four. Jesus intended his truth and character to be revealed, not only through the printed page, but through the lives of his followers.

YOUNG LIVING, THE WORLD'S LEADER IN ESSENTIAL OILS

There is an unprecedented movement toward healthy lifestyles happening in our country today. Families are cleaning up their nutrition, making an intentional effort to be active, and carefully considering the ingredients in their health and beauty products, cleaning supplies, & supplements.

Young Living has oil-infused solutions for all of these concerns (and more!). Young Living Essential Oils are pure, contain no added synthetic ingredients, and are properly distilled through a unique process. In addition, Young Living owns and partners with numerous farms across the globe, cultivating a personal relationship with farmers to ensure the highest quality oils available.

WHAT ARE ESSENTIAL OILS?

Essential oils are often called the "life blood" of a plant. They're the liquid that flows inside a plant to protect it from harm and deliver nutrients. These amazing bottles of plant juice are distilled from the leaves, stem, flower, and roots of plants.

When you walk through the woods and smell the trees, or tear a leaf open and feel the liquid inside, this is the essential oil you're experiencing.

Essential oils are not greasy. Instead, they quickly evaporate and are able to penetrate quickly through our skin into our body, are accessible through aromatic use, and are beneficial through ingestion.

When distilled and bottled properly, essential oils are a powerful part of a family's tools for health and wellness. Because Young Living's oils are pure and contain no synthetics or additives, they can be used in many different ways to support your family's health.

For more information about what makes Young Living Essential Oils different from every other brand, check out www.SeedtoSeal.com

AROMATIC USE

Aromatic use can have a great affect on emotions, and when the constituents in essential oils reach the olfactory receptors and activate the limbic system, the response to the body is highly effective. Here are some suggested uses:

- **DIRECT FROM THE BOTTLE:** Open the bottle and inhale deeply, 3–5 times
- **DIFFUSE:** Use an essential oil diffuser to disperse oil in a micro-fine vapor into the air. You can diffuse with or without water depending on the kind of diffuser you purchase.
- **DIRECT INHALATIONS:** Directly inhale from the bottle or put a drop on your palms, cup over the nose, and inhale deeply.
- **HUMIDIFIER:** Fill a humidifier with water and then place a tissue or cloth with a few drops of oil in front of the escaping vapor (never put oils directly in a humidifier).
- **STEAM (TENTING):** Put a few drops of oil in hot water, cover your head and the container with a towel, and breathe deeply and slowly.

TOPICAL USE

When essential oils are applied to the skin, their healing components are absorbed into the bloodstream by pores and hair follicles. Once inside the bloodstream, they disperse to the specific organs and systems on which they work.

- **RELAXING BATH:** Take 1 cup Epsom Salt, add 5–7 drops essential oils. Pour in warm bath water or a bucket for your feet. Try Lavender and StressAway at the end of a hard day!
- **SKINCARE:** Make essential oils a daily part of your skincare routine. Essential oils will beautify and promote a clear and healthy-looking complexion.
- **NECK/FOREHEAD/TEMPLES:** Target these areas if you are experiencing any tension in the head and neck.
- **CHEST:** Rubbing essential oils on the chest may promote a healthy respiratory tract and help maintain clear breathing.
- **ARMS/LEGS/BACK:** For tired, achy muscles and joints, massage essential oils into them. This will also promote healthy circulation.

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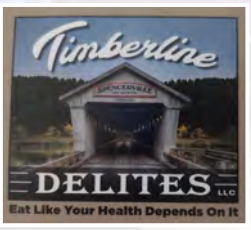
June Drawing

Order any bundle listed (or choose your own) and be entered in a drawing to receive $100 worth of free YL products!

April Winner

Malinda Miller, KY



To place an order or learn more, contact:

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Best time to reach us is between 8 and 9 AM EST.
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our health

AD-FREE, QUARTERLY HEALTH EDUCATION MAGAZINE

Welcome to the June *Our Health* update. We just sent off our summer issue, brimming with educational content and fascinating stories. We have an article on food and fellowship, an article on fainting, plus a comprehensive and detailed article on making your own salves. If you aren't a subscriber yet, subscribe today and ask for our summer back issue.

Also, we plan on attending the Pennsylvania and Ohio family farm events as well as Natural Hope Herbal's event in late June. Stop by our booth for a visit, please. We are very excited about our birthing and midwifery education center. We have purchased a property and hope to start moving dirt this year and begin construction early next year. Blessings on your summer, and may you continue to flourish. ♥



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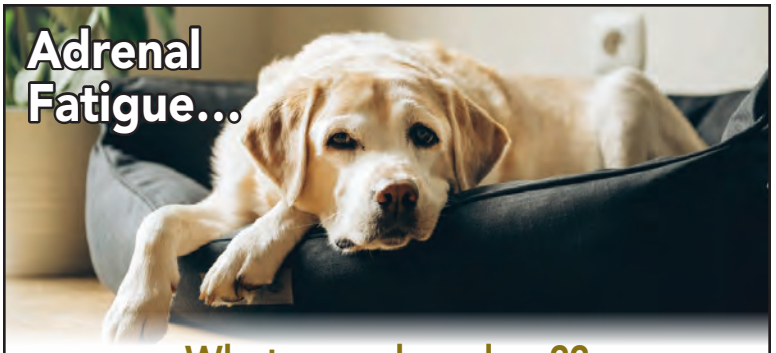

What are adrenals...??

The adrenals regulate your energy output in the form adrenaline & cortisol. When you are stressed out or get scared, your adrenals pump out these hormones to help you get thru your experience.

However when you go thru long periods of high stress your body will produce more of these hormones and this wears out your adrenals.. which leads to adrenal fatigue!

SYMPTOMS:

- Headaches, fuzzy feeling in the head
- Extreme exhaustion,
- Unable to handle stress,
- Feeling wired or jittery inside,
- Slow to start in the morning,
- Feeling tired after a lil bit of work,
- Difficulty falling a sleep,
- Trouble calming down when hyped up.

The Ultimate Adrenal Supplement that WORKS...

Mild adrenal fatigue ---	$263.25
Severe adrenal fatigue ---	$272.25
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Please provide payment with order.

TESTIMONY

These Products helped me from day one No more hot flashes,Restless legs And feel less jittery and more relaxed. Thankful In Michigan

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- *Supports healthy hair!*
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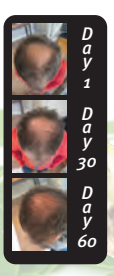

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- Supports healthy hair, skin and nails.
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As needed. this has not been Considered as medical advice this is only to illustrate how our body can heal itself.

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- Purification
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These statements have not been evaluated by the FDA this product not intended to diagnose, treat, cure, or prevent any disease.

WHAT OUR CUSTOMERS ARE SAYING

1. We like the Voltage. We mix it in with other things we take, plus our son has Thyroid problems and it's helping him. I didn't know we were on our last drop of Voltage. Please send right away. -IN
2. We would like 3 or 4 more of the Voltage. We really get great results and we don't want to be without. We have a family of 11 and 6 of us drink it. It's really great stuff! Thanks much! - PA
3. I have been drinking the Voltage every day for 4 months and when my husband got sick, I did not get sick! - OH
4. I like the Voltage. I drink about 1 or 2 every day. It clears my head and gets me focused. I also like the Hydra Maxx as it gets me to drink more water. I tried another product that was more money, but I like this one better. - PA
5. We would like 4 more of those Voltage and 2 Hydra Maxx. We really like it, my husband thinks he's more awake in the morning. Thanks! - TN
6. My 18-year-old son came home from work with a bad headache and just layed around and did not want to eat. I fixed him a bottle of Hydra Maxx and he ate supper then and soon his headache was gone. He spent the rest of the evening working outside with the others. - PA
7. I would like to order 2 bags of your Voltage before I run out. I really like the way it gives energy, but you don't crash afterwards. - MI
8. Nothing seems to help my headaches. I drink one Voltage daily and I can see a big difference. Thanks! - PA
9. Thank you for such a great product. I am more awake in church when I drink this before going. - OH
10. Thanks for your promptness! We don't want to be without the Hydra Maxx and Voltage when it's so warm! 5 years ago our (then 12-year-old) son got overheated, ever since then he always struggled with no energy and hardly able to take the heat in the summer. I tried many different things and nothing helped like the Hydra Maxx! It makes a big difference!! Thank you! - KY



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Wound Relief

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Maui Aui

An all-natural spray that provides refreshing, touch-free cooling for sun-exposed skin to soothe and hydrate.

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Testimonial

I had morning sickness the whole 9 months with baby #1, now I'm pregnant with #2. I am still sick a lot, but it's not as bad as last time. What I'm taking this time is a red drink from a big essential oil company. It has helped wonders. I can hardly swallow any pills as they make me sicker. But the red drink I can tolerate. I wish I had been taking this before pregnancy.

Testimonial

For morning sickness and bad cravings, I used around 4 oz. of the Ningxia Red drink every day. A lil' expensive but so worth it. Also, my 1st babies had very little hair, and this one has a lot! I give credit to Ningxia Red, which I used as a prenatal. Blessings to all!

Testimonial

During my last pregnancy, I had some problems where I thought I would miscarry at 4 months. I was weak and in bed. I began to feel really thirsty for Ningxia Red. So, I sipped Ningxia Red all day, and guess what – the next evening I was doing my daily duties again! I also didn't have much swelling and my blood pressure didn't cause a problem this time. It seems my body is being rebuilt by staying away from chemical cleaners and taking good nutrition. We truly love our Ningxia Red!

NingXia Red:
A nutrient-rich product made from whole foods, described as more than just fruit juice. Suggested to be beneficial as a prenatal supplement. Claims to help keep energy levels up and blood sugar levels down.

Super B:
Contains B vitamins, which are emphasized as important for both mother and baby. Supports the nervous system and the endocrine system. Beneficial for adrenal health, thyroid, and pituitary glands.

Green Omega 3:
Contains Omega 3-6-9 fatty acids, which are stated as important for a baby's development. Recommended to be taken during pregnancy to prevent the baby from drawing on the mother's reserves if she is deficient.

Prenatal Care Kit

- Green Omega 3
- Super B

$219.75



NingXia Red Reset

51 Packet



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A HEALTHIER PLACENTA

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- Supplies vitamins, minerals, amino acids, and polyphenols
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- Contains no preservatives, synthetic flavors or colors
- Formulated with wolfberry powder

Testimonial

We're so excited to announce since using the KidScents MightyZyme, there is no more bed wetting at our house. I also feel the Unwind & MightyPro are very important as well. — D.M.

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I am very pleased with *** and would recommend it to anyone esp. those with hemorrhaging problems. I had very lil issues during birth and postpartum, which is quite unusual for me and also a quicker recover than ever before. Thank you for providing such great products, hopefully others will benefit as I did. (S.Stoltzfus Kentucky)

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- **Chronic Fatigue Syndrome**
  (Long-Term Exhaustion and Weakness)
- **Joint Pain and Inflammation *(Swelling and Stiffness in Joints)***



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After

> ***I struggled with a severe skin condition for years, but after treatment at The Regenerative Center, the redness, itching, and irritation healed, and my skin is now healthy again. - K.F., GA***

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THE LEADING NAME IN REGENERATIVE MEDICINE

TESTIMONIAL FROM E. WAGLER, IN - ""MY ENERGY CAME BACK, MY MOOD LIFTED, AND I CAN WORK AGAIN."

E. Wagler, a 46-year-old Amish homemaker from Indiana, struggled with autoimmune conditions for years. She battled chronic fatigue, headaches, ulcerative colitis, gastritis, and inflammation that only got worse over time. *"It all started about five years ago,"* she shared. *"But the last two years, it just kept getting worse. I couldn't do my daily work anymore."*

Elizabeth had tried different doctors and treatments, but nothing helped. *"I figured this was my last option,"* she said. *"I decided it was the last doctor I was going to see before I completely gave up."* That's when she came across The Regenerative Center information in PCBE and decided to call.

She started stem cell therapy under the care of Dr. Matt Wallis and Dr. Sean McDonald. *"I felt good after my third treatment,"* she said. Her energy came back, her mood lifted, and for the first time in years, she could go about her daily life again. *"After two years of not being able to do much, I can finally do my daily work."*

What meant the most was the care and kindness she received. *"The doctors and staff are great people - they really care,"* she wrote. *"I was really gonna give up, as no other doctor could help me, until I found Dr. Sean and Dr. Matt."*

Elizabeth now shares her story to encourage others. *"Yes, I'd recommend them. The doctor isn't after your money - he's after your health. Give them a call if you have any health issues."*

TESTIMONIAL FROM JERRY B., TN - "NO MORE FLARE UPS FROM AUTOIMMUNE DISEASE"

Jerry B., a 30-year-old construction worker, battled with inflammation and autoimmune issues that spanned many years, with flare-ups that made normal life nearly impossible. At one point, the inflammation became so severe that Jerry couldn't walk and relied on a wheelchair. *"I couldn't even walk,"* he said. *"The pain kept me from doing the simplest things."* Desperate for a solution that didn't involve surgery, Jerry turned to his friend, Brother Benjamin, who told him about The Regenerative Center.

"I decided to give it a try because I felt it was a good option," Jerry explained. He began stem cell therapy under the care of Dr. Sean McDonald, who carefully tailored the treatment to address Jerry's autoimmune inflammation. The results were remarkable. *"It's improved a lot,"* Jerry shared. *"Now, I can walk again. It's made such a difference."*

Jerry's progress wasn't just physical - it brought emotional relief and restored hope. *"I felt a lot better after the treatment,"* he said. *"The care and compassion I received meant so much. They really listened and worked to help me heal."*

Today, Jerry's story is one of renewed strength and gratitude. He has regained the ability to walk and live a fuller life. *"I'd definitely recommend The Regenerative Center," he said. "It's given me the opportunity to feel like myself again."*

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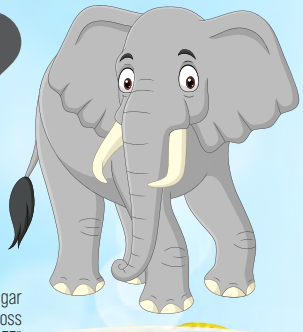

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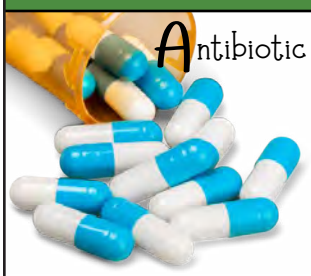

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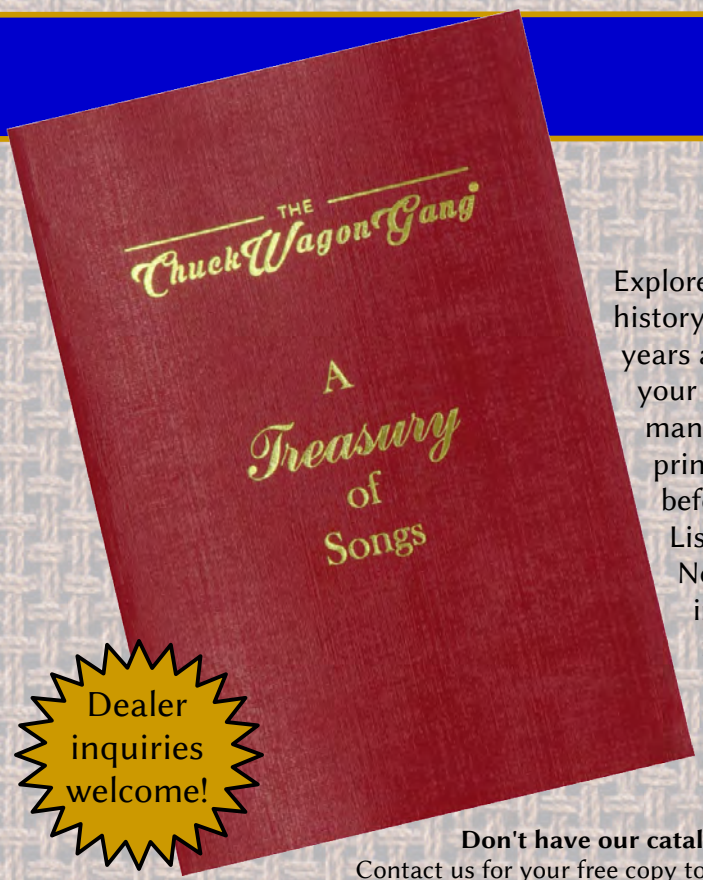

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