



FEWA-AIMRA member save 15% at AG CONNECT EXPO

INSIDE THIS ISSUE

- 1 Save 15% at AG CONNECT EXPO
- 1 Welcome new Associate members
- 2 L. R. Sights named Clinton, OK
"Citizen of the Year"
- 2 Book your visit to Agritechnica
- 3 Harvey J. Cummings, 87
- 4 How to use the Member Directory
- 4 PC tech talk — all a Twitter (or not)
- 5 Upcoming Events & Reminders

FEWA-AIMRA member will receive a 15% exhibitor discount when registering through our association program. If you plan on exhibiting in Orlando, Florida next January our negotiated rate offers you substantial savings. AG CONNECT starts with a special admission preview day January 12, 2010 with general admission January 13-15.

AG CONNECT offers a world-class experience to showcase the world's most progressive companies and equipment. Target attendees are North American agricultural dealers from coast to coast and the top 20% of North American farmers. If you are involved in agriculture this is a show that matters to you:

- It's about staying in contact with the people who can contribute the most to your success
- It's about showing your customers and prospects that you are a serious partner
- It's about the image of the brand you represent
- It's about keeping in step with the market

The largest agricultural equipment manufacturers are promoting the show aggressively and expect the majority of their dealer network to attend. In addition to the show, manufacturers are planning: Nw product launches; Annual dealer meetings; Educational programs; and Networking opportunities - all in the great location of Orlando, Florida.

For more information on how to become an exhibitor and the FEWA-AIMRA Associate Member discount please contact our office. ###

Welcome new Associate members

Two firms have applied for and has been approved for Associate membership in FEWA-AIMRA, bringing total Associate membership to 114 firms.

Martatch Attachments, 3110 Hutchinson Road, R.R. #1, Linwood, ON N0B 2A0, Canada, is a manufacturer of skid steer and loader attachments.

Anson B. Martin is Owner of the firm, which is a division of Anson B. Martin Mfg, Inc. Martin can be reached by: Phone: (519) 698-2727; FAX: 519-698-2516; Email: abm@martatch.com. More information is available at: www.martatch.com

Renn Mill Center, Inc., RR #4, Lacombe, Alberta Canada T4L 2N4, is a manufacturer of roller mills, grain baggers and unloaders. At the core of the operation is the Renn™ Roller Mill. This portable mill has been marketed domestically and internationally for more than 45 years. Along side the dedicated tradesmen that produce the products is a full time research and development team which includes engineering, mechanical technicians, and drafting personnel using 3D modeling systems to assist in development and design of the products.

Doug Hilsabeck is the firm's President and he can be reached by: Phone: (403) 784-3518; FAX: 403-784-2060; Email: rennmill@rennmill.com

More information can be found at www.rennmill.com ###



L. R. Sights named Clinton, Oklahoma “Citizen of the Year”



L. R. Sights with grandsons
Blake (8) and Bryce (12) Wolters

L.R. Sights, President of Southwest Distributing, Clinton, Oklahoma, was accorded his city’s highest honor when he was named Citizen of the Year for 2009. The presentation highlighted the annual Clinton Chamber of Commerce banquet held Friday, August 14.

In presenting the Citizen of the Year Award, 1996 winner Rod Serfoss noted that Sights had worked as a butcher at Hardin’s Grocery before starting his own agricultural implement business - Southwest Distributing - in Clinton 35 years ago.

“Since that time the company has continued to expand and has ventured out into many other areas of business,” said Serfoss. But he also noted that Sights is far more than a businessman, having served as president of the Chamber of Commerce, the Rotary Club and United Fund, and as a trustee of the United Methodist Church. He also works with Action Associates and is a former Clinton city councilman.

“He remains very involved in politics, but most of all he remains very involved in Clinton,” said Serfoss. “We have worked together on many issues and have been on the opposite sides of a few, but you know where he stands.” Then, joining the light-hearted atmosphere of the evening, Serfoss added, “He always seems to respect your opinion, even if he is convinced you are wrong.”

Serfoss said Sights credits “some luck, a good liberal banker, and a very supportive wife (Judy)” as keys to his success. “But those who know him understand he has a lot to do with it, too.”

Southwest Distributing has been a FEWA member since 1979 and Sights served on the FEWA Board of Directors from 1997 through 2002.

Photo and story excerpts courtesy of the *Clinton Daily News*. ###

Don’t forget: Book your visit to Agritechnica and enjoy an exciting trip to Germany!

A special offer for all FEWA-AIMRA and FEMA members: **fly straight from the organizations’ Fall Conventions in Atlanta** to the world’s largest exhibition on agricultural machinery in Hanover, Germany.

And while you are getting the latest news on world farm equipment at Agritechnica, your wife/travelling partner experiences some of Germany’s palaces, ancient half-timbered houses, its cuisine and of course its shopping stores. After three days in Hanover, you will enjoy more of Germany’s highlights: a cruise on the Rhine river in Cologne, wine tasting at a family-owned vineyard and a visit to the romantic castle of Heidelberg.

For booking please contact:

[Agritechnica tour programs](#): Elisabet Goodwyn

Tel: +1 604 726 4386

Toll-free (in USA): 888-2AGTOUR

elisabet@agrotours.com

[Agritechnica information](#): Annette Reichhold, e-mail:

A.Reichhold@dlg.org, Tel. 001-49-69-24788-264 ###



Obituary –

Harvey J. Cummings, 87 founder of Cummings & Bricker



Harvey J. Cummings, retired, local business entrepreneur, died Saturday, August 29, 2009, at home under the care of his family and Hospice. He was 87.

Born August 5, 1922 in Buffalo, New York to Eugene and Anna (Feiner) Cummings, Harvey is remembered for his compassion, generosity, charm and joy. Harvey was an active member of the St. Joseph (Holy Family) Parish in Albion, New York where he served for many years as a Eucharistic minister and greeter. A devout Catholic, Harvey took great pleasure in singing hymns and he especially admired the vocal talents of his fellow parishioners. Harvey was honored with a 4th level ranking in the Knights of Columbus of Albion where he enjoyed the camaraderie of bingo nights and benefit breakfasts.

A WWII veteran, Harvey served as a Navy corpsman on the U.S.S. Wayne from 1942 through 1945. As a ‘medic,’ Harvey relieved the suffering and helped save the lives of many wounded men. For the past 16 years, he faithfully attended annual Wayne reunions across the U.S., and was one of ten shipmates to gather in Newport, Rhode Island in September 2008.

In an ambitious leap of entrepreneurial spirit and optimism, Harvey founded his own farm equipment distribution company, H.J. Cummings, Inc. in 1961. Following years of experience with International Harvester and Eastern Machinery, Harvey set up shop in the Batavia Industrial Center. Later, engineer Bob Bricker joined the firm and Cummings & Bricker was incorporated in 1963. The combination of Harvey’s friendly demeanor, interpersonal skills, and salesman’s tenacity proved to be the key to his success in business. He always did his honest best to be fair, and so earned the respect of his customers, employees and the farm equipment industry. A testament to the staying power of a family-run business and the hard-working example set by Harvey, C&B, Inc. continues to operate in 20 states, with offices in Batavia, New York and Carlisle, Pennsylvania.

Growing up near the Niagara River, Lake Erie and the Barge Canal, Harvey’s dream to navigate any available waters was in evidence early when, as a teen he built a boat in the attic of his Garner Avenue home. From that small craft that never sailed, Harvey’s boat dreams grew. Eventually, over 40 years, he christened eight boats “Happy Pappy”—an apt description of Harvey anytime he was onboard a boat. He was a founding member of the Oak Orchard Yacht Club from which he launched many family vacations to the Toronto Metropolitan Parks Islands, the last in 2005 aboard his Nonsuch sailboat. From summers on Lake Ontario to more than twenty winters living aboard a boat in St. Petersburg, Florida, Harvey was truly a sailor at heart.

In addition to boating, Harvey liked to keep active by golfing, bicycling, swimming and traveling. He was a past member at Stafford Country Club, and played often at Batavia Country Club and Meadowbrook Golf Course.

He traveled the world with his wife, Janice, visiting China, Israel, Turkey, Greece, Mexico, New Zealand, Australia, Europe and South America. Of the many places seen in the U.S., Harvey was most impressed by the Grand Canyon.

Harvey is survived by his best friend and beloved wife of 33 years, Janice Porter Warne Cummings. He was the cherished father of Judith (William) Jack of Fairport, NY; James (Sherry) Cummings of Carlisle, PA; Susan Robinson of Batavia, NY; Patricia (Scott) Cummings-Witter of Lockport, NY; Eugene (Lynn) Cummings of Bergen, NY; and Nancy Cummings of Batavia, NY. Predeceased by Nancy Smith Cummings, the mother of his children. Harvey was step-father of six and had 29 grandchildren and 25 great-grandchildren. Also surviving is his adored “Sis”, Bernice (William P.) Barrett of Kenmore, NY and her five children. ###

Memorial Contributions
may be made to:

Holy Family Parish
106 S Main St
Albion, NY 14411

Hospice of Orleans
County Inc
14080 Route 31
Albion, NY 14411
www.hospiceoforleans.org

Central Orleans
Volunteer Ambulance
(COVA)
Box 147
Albion, NY 14411
www.covaems.com

How to use the Member Directory

The 2009 print edition of the FEWA-AIMRA Membership Directory was mailed a couple of months ago and the office has received a few comments on page layout of the publication. While the main format of the individual member pages is the same as previous FEWA-only editions, there were a few tweaks made.

The main question is in what order are the members listed. Rep and distributor member pages are alphabetized by the state/province in which the firm is located -- the bottom of each page notes the state/province name, as well as indicates the primary function of the firm -- rep or distributor.

The layout of the other sections of the Directory is unchanged:

Index - Alphabetical listing of all rep and distributor members

Main section - (see picture) is alphabetical by state/province in which a firm is located. Bottom of the page - shows state/province and type of firm (ie. distributor or rep)

Territory Index - all U.S. states and Canadian provinces with listing of all reps and distributors that do business in the territory

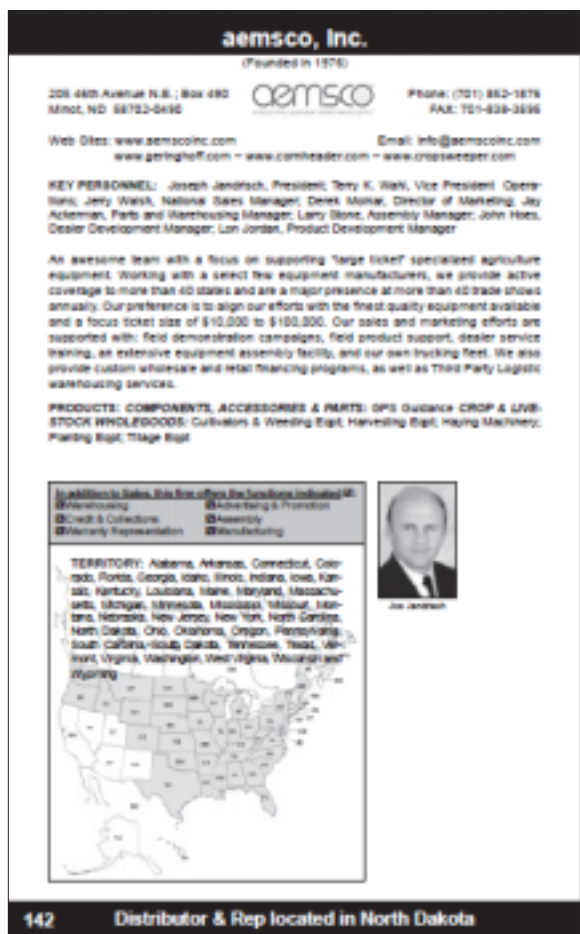
Product Index - list of 36(?) product categories following by individual member firms that currently sell products in the category.

Associate Members - alphabetical index, followed by each member listing.

Personnel - all individuals listed in Directory - with company name, phone and email address

Send comment and suggestions for future editions to the FEWA-AIMRA Staff.

Additional copies of the Directory are available, just contact the FEWA-AIMRA office. A PDF edition is also available online at: <http://www.fewa-aimra.org/directory.htm>



↑
state/province in which the member is located and whether firm is distributor or rep.

PC tech talk — all a Twitter (or not)

I think the jury's still out on the Twitter's use for business -- really it seems to depend on the business. Obviously, it isn't of use to everyone. If your audience isn't there, then it doesn't matter.

But is it a chicken and egg type situation? Which comes first? Do you wait until your audience is on Twitter or do you create the audience? Twitter can provide a way to interact with customers and consumers in a direct way. Use it to ask a question - seems like an easy way to get opinions, product feedback, etc. How about communicating with your customers at a trade show about a demo you are running at your booth? Ask your younger employees about Twitter - maybe they've got ideas on potential uses for your business.

Sign up for an account and immediately start using Twitter Search to listen for your name, your competitor's names, words that relate to your company.

Twitter, for now, is another way to reach people - it won't replace the human effort though. People meet for a reason and they still want to network face-to-face. By the way, have you registered for the Fall Convention yet? -- Pat



2008-2009 Board of Directors:

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Memphis, Tennessee
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Minot, North Dakota
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Peterson Marketing, Inc.
Sioux Falls, South Dakota
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Robert Emhoff
Gearmore, Inc.
Chino, California
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Pete Kimball & Associates, Inc.
Lake St. Louis, Missouri
Secretary

John Fonda
John Day Company
Omaha, Nebraska
Senior Director

Ted Traeder
Traeder Enterprises, Inc.
Hillsboro, Wisconsin
Director

Upcoming Events & Reminders

2009

04-07 Wed.
NOVEMBER thru Sat.

Fall Convention

Atlanta Marriott Marquis Hotel



Click on images for links
to hotel and city
information.

Send email to Board
members by clicking on
their names.

2010

12-15 Tue.
JANUARY thru Fri.

AG CONNECT
2010 EXPO

Orlando, Florida

Where the world
of agriculture
comes together

03-06 Wed.
NOVEMBER thru Sat.

Fall Convention

Hyatt Regency Dallas @ Reunion



2011

26-29 Wed.
OCTOBER thru Sat.

Fall Convention

Hyatt Regency St. Louis Riverfront



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