

Feed Dealers Told to Watch Change, Be Ready to 'Shift Gears' in Selling

Lancaster County feed dealers were told to watch changing conditions and be ready to "shift gears" to change with the trend by Austin Carpenter, editor of the Eastern Feed Merchant at a meeting sponsored by Allied Mills at Leola March 7.

He also told dealers that they are not selling feed; they are selling people. He said that every man in the organization must uphold the standards set for the industry.

Government interference in the feed and grain industry was condemned by Carpenter. He said that corn is now politics.

"There is no hotter campaign in Washington now than the present revamping of the 1957

farm program," he said. "Feed users in the Northeast are being hurt to the advantage of the Corn Belt producer," he added.

The integration program in poultry and livestock production was condemned by Carpenter as "too socialistic." He said that such a program takes away the incentive of the producer and makes him an employee of the feed company.

Richard I. Ammon, Ephrata, executive secretary of the Pennsylvania Feed Dealers and Millers Assn., discussed the proposed changes to the state sales and use tax law that will affect agricultural commodities.

He said that changes are being asked to eliminate confusion on what is and what is not agriculture and what are agricultural products.

He said that the present law puts the retailer in the position of being both judge and jury in deciding what is farming. He said that such borderline cases as rabbits and certain poultry

A SUBSCRIBER SAYS:

Harry B. Schultz,
32 North Decatur St.,
Strasburg

Dear Sir: We like your paper very much, especially the recipes. Thanks a lot. We also enjoy the markets.

and fowl operations are not adequately covered.

He pointed out that confusion is multiplied by decisions and regulations coming out of Harrisburg. He gave as an example that a barn broom is taxable, but that a barn shovel is not taxable.

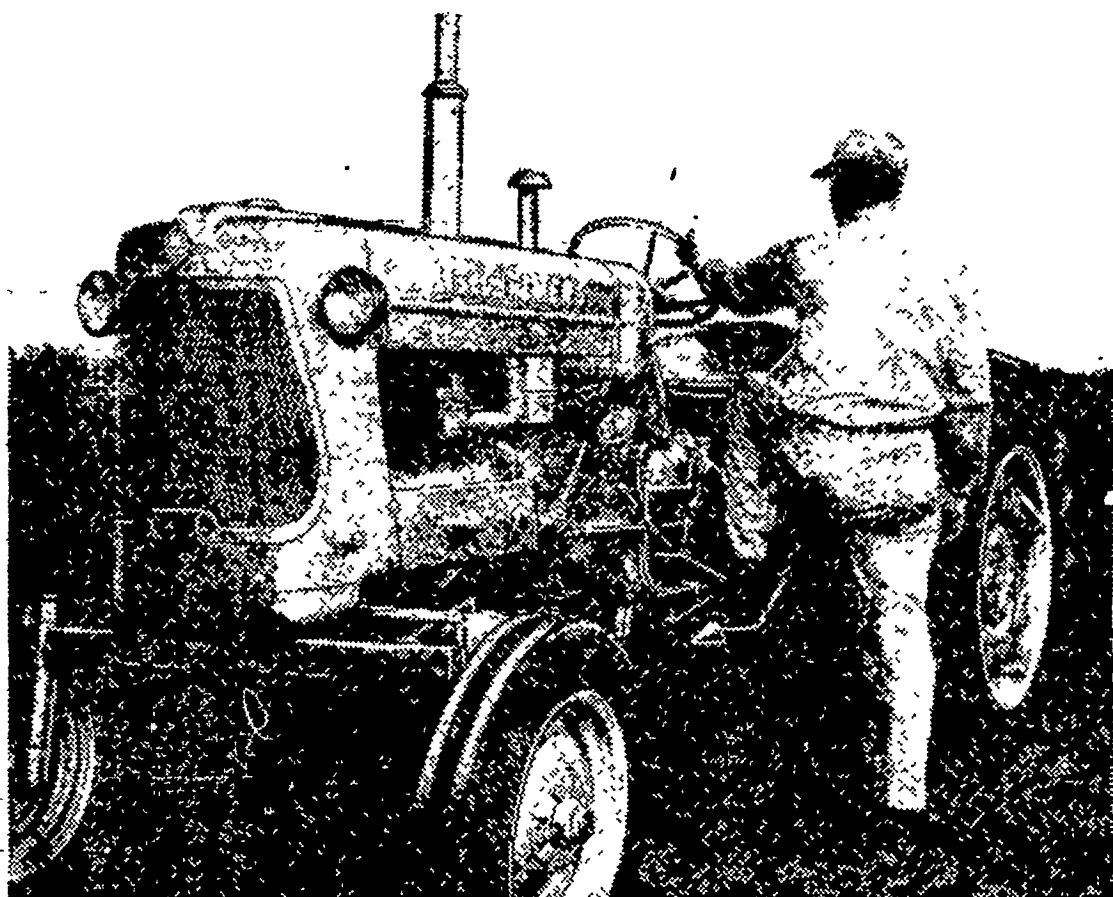
He said also that dealers will have to have farmers sign exemption certificates on all purchases or have each farmer customer sign an affidavit to cover themselves against penalties imposed by the tax commission.

Four Lancaster County feed firms were awarded plaques for service with Allied Mills. They are Sunshine Farm Supply, Lititz, 20 years; H. M. Stauffer & Sons, Inc., Leola, 30 years; Millersville Supply Co., Millersville, 30 years; and J. K. Stauffer & Son, Belaire and Lawn, 55 years.

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