

Animal Nutritionist
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The nutritionist said it cost \$4.40 to produce milk. He also listed coconut oil as costing 20 cents a pound whereas butterfat cost 80 cents. And if they can find a way to use soybean oil they can get that for 12½ cents a pound.

Another point made by the Agway man was that the dairy manufacturer doesn't have to put in different equipment to produce it. "And it is as good nutritionally as whole milk," he said.

Dr. Dolge listed four ways farmers can cope with this problem: (1) through research to find new products to increase milk use; (2) through advertising milk to push sales; (3) take a look at the laws — not try to outlaw the filled milk but look for laws that help sell milk; and (4) decrease the cost to produce the milk. "We have to do everything possible to cut costs in production because of the filled milk problem," he concluded.

A similar meeting was held at the Quarryville Fire Hall Tuesday evening.

Pioneer Co. Honors Thirty-Year Salesmen

The Pioneer Corn Company, Tipton, Indiana, honored seven local salesmen for thirty years of service to the company at the Christmas Sales meeting held at the Reading Motor Inn, last week.

Those honored were Eugene Hall, Charles Ricedorf, Clyde Eshelman, Martin Snyder, Paul Denlinger, Bob Heisey and Ammon Shelly.

The meeting also marked the 30th anniversary of the Pioneer Corn Company according to John Weidman, Eastern Regional Sales Manager.

At the meeting Floyd Collins, Director of Sales, told of the growth of the company and pointed back to 1937 when the sales covered a three state sales



LOCAL PIONEER SALESMEN who were honored by the corn seed company at a recent meeting. (left to right) Front row, Eugene Hall, Charles

Ricedorf, Clyde Eshelman and Martin Snyder. Back row, Floyd Collins, Sales Director, Paul L. Denlinger, Bob Heisey and Ammon Shelly.

area and then looked at the growth to an outstanding sales about the research department present and the twenty state staff and a product which can and the many new hybrids be- area Collins credited the speak for itself. He also spoke ing developed for the future.

CHRISTMAS



As we gather together on Christmas morn to worship the Christ Child and offer Him the gift of our love, let us all recall especially the message of the angels announcing His birth: Peace on Earth, Good Will to Men. We heartily wish that all the blessings of the holy season of Christmas come to you and your family in lasting measure throughout the coming year.

D. E. Horn & Co., Inc.
YORK, PA.

FARMERS'

(SINCE 1904)

PREMIUM

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