

INTER-STATE MILK

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delegates. "Cooperatives get things done, and they use the democratic structure which creates the basic strength of any cooperative." Seipt told the attending delegates that "promotion and advertising programs are imperative to become a part of the day-to-day business operation and must be carried out as our industry is in the mainstream of American business."

Dr. James E. Honan, general manager, questioned the delegates in his report. "Have you earned one more tomorrow by the work you did today?" He asserted how Inter-State had attained the right for tomorrow by the accomplishments of the Cooperative. Honan charged the delegation with the responsibility of each member's participation in his Cooperative's program. This individual responsibility, Honan continued, is necessary for dairy farmers to receive their "fair share" of the consumer's dollar.

Patrick J. Healy, assistant secretary, of the National Milk Producers Federation, spoke to

one of the delegates' sessions and pointed to the continued need of a united voice of dairy farmers in our nation's capital. Healy told the group of the results of this united voice.

Thomas P. Ensor, Street, Md., Inter-State's Young Cooperator for 1968, expressed to those attending the Cooperative's annual meeting of the need to recognize the problems of young dairy farmers. Ensor emphasized that Inter-State is a "pacesetter" for other cooperatives to follow with its program for young dairy farmers.

Representing dairy farmers from the area were:

Directors — Robert B. McSparran, Peach Bottom; Melvin M. Brendle, East Earl; and Daniel L. Martin, Manheim, Pa.

Members — Aaron S. Glick, Quarryville; P. Robert Wenger, Quarryville; Lester M. Weaver, Quarryville; Lewis M. Aument, Quarryville; Robert H. Kreider, Quarryville; John T. Byers, Quarryville.

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INTER-STATE ANNUAL MEETING. (left to right) Daniel Martin, Manheim, is congratulated on being newly elected to the executive committee by Wilbur Seipt, President of Inter-State Milk Producers' Cooperative.

Looking on is Robert McSparran, Peach Bottom, District 3 director; Melvin Brendle, District 6 director and Charles Wagner, delegate.

FARMERS' FERTILIZER
 (SINCE 1904)
 PREMIUM FERTILIZER
 CHECK THE SERVICE THAT FITS YOUR FARMING PROGRAM AND CALL US 367-1211 (AREA CODE 717) (CALL COLLECT)
 21 PREMIUM REGISTERED ANALYSIS — PULVERIZED OR GRANULAR — DELIVERED OR F O B ELIZABETHTOWN, PA.
 BULK SERVICE — TRAILER SPREADERS — TRUCK SPREAD ON FIELD — (GRANULAR ANALYSIS ONLY)
 TOP DRESS ALFALFA NOW: FOR WEED CONTROL IN ALFALFA — WE WILL ADD CHLORO IPC UPON REQUEST
 PLOW DOWN CORN FERTILIZER NOW: — AND BEAT THE SPRING RUSH — AND THE WET WEATHER — AND SAVE TIME!
 FARMERS' FERTILIZERS — MANUFACTURED BY FARMERS' FERTILIZER WORKS, ELIZABETHTOWN, PA. — CALL 367-1211
 (WE WILL THANK YOU)
EARLY DISCOUNTS NOW IN EFFECT.

ARE YOU FEEDING YOUR BEEF CATTLE FOR 17.72 CENTS PER LB. OF GAIN?

Christ Landis of Ronks did on the Wayne Cattle Feeding Program using Wayne 32% Beef Balancer

Report on a Wayne Feeding Demonstration at the Christ Landis Farm. Ronks to demonstrate the results of a maximum grain-minimum roughage finishing program. Thirty Hereford steers went on feed July 19 1968 were fed in a typical steer barn and had access to a small exercise yard

PROGRAM: Hay was fed for 14 days starting with 5 lbs per head per day and tapering off to no hay at 14 days. A 11.5% protein mixture of ear corn and Wayne 32% Beef Balancer was fed from start to finish. Proper levels of Aureomycin and Stilbestrol were used. Each steer received 3cc of Wayne Injectable A-D-E upon arrival and Wayne Lectro-Sul was used in the drinking water for 5 days. The cattle were wormed with Wayne Cattle Wormer at 7 days. Feed was weighed daily.

Cattle were not individually weighed on arrival. Incoming pen weight was 24,350 lbs or 811 lb average. Cattle were weighed individually on 8/19, 9/24 and 10/25



Christ Landis (right) and son Jim check Hereford steers in barn yard.

TOTAL FEEDING PERIOD

(98 days)

Total Weight	31,905
Average Weight	1,063
Total Gain	7,555
Average Gain Per Head	251.8
Average Daily Gain Per Head	2.57
Total Feed (lbs.)	64,708
Feed Conversion	8.56
(lbs. per lb. of gain)	

PRODUCTION COSTS

Non Feed (per steer)	
1. Wayne Injectable A-D-E, 3cc	
2. Wayne Lectro-Sul, 1/2 lb.	
3. Wayne Cattle Wormer, 3 lbs.	
4. Wayne P-12 Mineral, 8 lbs.	
5. Salt, 5 lbs.	
Total	\$3.74

FEED: 64,708 lbs. feed at \$2.07/cwt* = \$1339.46 (total feed cost)
\$1339.46/7,555 (total gain) = 17.72c per lb. gain

* \$32/ton for ear corn and \$94.31 average price for Wayne 32% Beef Balancer.

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