

Farm Cooperatives Explained

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Brown added, "By patronizing cooperatives, you establish a base for return. It keeps money in farming. This (farming) is our only business."

Henry Givler, district FFA leader and panel moderator, commented that the cooperative serves "as a base and is a stabilizing factor in prices we get and prices we pay."

Yoder said, "In our industry, improving the dairy cattle has been well established. Fees are stabilized. There are many, many advantages (to artificial breeding)."

"We have competition and this keeps us sharp. We do not label our business as being cheap. Service is of the utmost importance and that is the thing we have to sell. We are efficient."

Gartley noted that while the youths wanted to know

loyalty of the typical industrial corporation is to the stockholder first, then the consumer, then the supplier, the cooperative's first loyalty is to the consumers.

The young people were interested in personal opportunities in cooperatives.

The cooperative representatives said jobs include field men, office men, communications people, good secretaries, all cooperatives are in need of people who can write well. Cooperatives need all the counterparts that are in industry.

Brown said, "As we grow, and cooperatives are all going to grow, we need some good brains. Regardless of size, communication is one of the biggest problems we have in cooperatives."

How do cooperatives work and who controls them, the youths wanted to know.

Gartley said, "Cooperatives are controlled by their users and the users benefit in proportion to use." He also said cost of being in a cooperative must be considered in relation to the return.

It was reported that the Capper Volstead Act of 1922 establishing the legal basis for cooperatives provided for exemption from the anti-trust laws for farmers cooperating to control the market. The Act also provided for membership on a one member one vote basis regardless of the size of the farm operation.

But it was reported that large members can benefit from bulk discounts.

The cooperative representatives emphasized that the members determine the policies of the cooperative. **Givler** said, "Those annual meetings are im-

portant. Members determine the direction of the cooperative."

Gartley said, "Bureaucracy can set in and the cooperative can lose communication. This can be stopped very easily by the members. But often the members don't even go to meetings."

Several representatives said it's very important to stay informed on the actions of the cooperative and to attend cooperative meetings.

The **Agway** representative whose firm is 185th largest in the country, responded to the question "Can a cooperative be too large?"

Hess said Agway brings together three cooperatives but Agway is actually too small to compete with the general foods but as we grow, we must realize that it's the individual farmer

who makes the cooperative and we must keep his welfare in mind."

The **ABC** representative said the board of directors of his firm is wrestling with the question of expansion into new fields. The concern is over whether the present high quality of service can be maintained if expansion takes place, he said.

Ruth Brubaker showed slides and explained activities of youth at the Pennsylvania Association of Farm Cooperatives Youth Institute last year at Shippensburg State College and **Linford Martin** spoke on his trip to the American Institute of Cooperatives National Youth Institute at the University of Illinois.

In the afternoon, **Hal F. Doan**, Penn State agriculture business advisor, showed a film and spoke on "Rewarding Careers in a Dynamic Industry."

He emphasized the need of young people to get involved in projects because they can be expected to change jobs an average of three times and they should become aware of the opportunities in cooperatives and agriculture.

A cooperative quiz was given the 88 students who attended the program.

● National Ayrshire (Continued from Page 1)

Lancaster County area dairymen consigning animals were **Charles Gable**, of Elverson, who received \$1,000 for a bred heifer, and **Masonic Homes Farm**, Elizabethtown, which received \$800 for a bred heifer.

Prior to the sale at the Guernsey Sales Pavilion, the Ayrshire organization held its annual banquet, presenting several awards.

Gable was the only breeder receiving a Constructive Breeder award from the county area.

Earlier in the convention, leading Ayrshire dairymen discussed key problems, including labor shortage, price-cost squeeze, and high interest rates.

Stressing labor as his only real problem was **Forrest Muetzel**, of Owatonna, Minn., who has 200 head on a 1,000-acre farm. He raises his own corn, alfalfa and soybeans.

Merritt Cook, of Nemaha, Iowa, also stressed labor, but added that the physical problem of keeping up in the dairy business within a feasible economic range was major, too.

Cook has a 360 acre farm, with 85 milkers, 30 Ayrshire steers on feed, with the balance young stock. He feeds alfalfa and silage.

Raymond Jarratt, of Albuquerque, N.M., also listed labor, but added an unusual problem.

During summer months, he has a hard time keeping the butterfat levels up. He explained that the constant hot temperatures averaging about 95, coupled with 10 per cent humidity caused butterfat in his 200 head herd to drop.

Everything in his area is irrigated with water from the mountains. He imports all of his feed, corn and barley, and doesn't use the harder sorghums.

Francis Caverly, of Waterville, Me., has 300 head, with about 140 milkers.

The major problem he sees facing both old-time dairymen and youngsters starting out is the high cost of money, although labor, too, is a problem.

He said expansion was difficult at the present money rates and youngsters just couldn't get started.

Good farm labor, he said, is very short, and generally unavailable.

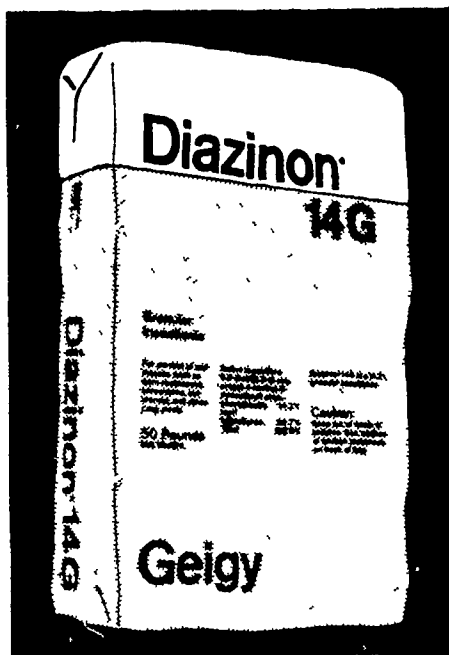
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