

Dairymen

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said, we have the crops which Europe needs and we should trade them for the dairy products we need.

The much publicized grain deal of a year ago received strong criticism from Lewis but at the same time he made it clear that the Farmer's Union is in favor of expanding trade, and agriculture must have this trade. He proposed a number of guidelines for the trading of agricultural commodities.

First of all, Lewis wants the farmers income protected at no less than 100 percent of parity. Imported products should be allowed into the country at a price equivalent to about 105 percent parity and never at price below parity. If subsidies are necessary then trading should be suspended. Subsidies, for agricultural trade items should be dropped by all countries.

Being concerned about sanitation standards in foreign countries, one farmer in the audience questioned Lewis and others on the panel about regulations in other countries. It was learned that the government

says inspections are equal, but that in fact regulations abroad are not as stringent as those in the U.S. Nevertheless, the Federal regulations placed on domestic dairy products are also applicable to the imported goods. It was pointed out that one problem which comes up in this area of trade is the different standards set by individual states.

Continuing his speech about current problems facing dairy farmers, Lewis went on to say that the primary reason for the 4 percent decline in milk production during the past year is a lack of confidence on the part of farmers. "They're afraid they might have the ground cut out from under them". Consequently we have the dispersals and hesitations. "Once confidence is restored, we'll have increased production" he said.

Praising farmers for answering one of the highest callings on earth, Lewis emphatically stated that "Farming is an important and noble calling."

"But this feeling of importance and nobility is not enough of a

reward . . . The doctor does not provide his services for free, why should the farmer?" "We must support our mutual interests and responsibilities." Lewis feels industry-wide cooperation is the only way dairymen will achieve the prices and trade policies they want.

William S. Doering of the Foreign Agriculture Service USDA, presented the trade and marketing positions taken by government agencies. Agreeing with Bob Lewis, he said the U. S. dairy industry will not be traded off to Europe. He stated that committees of Congress are concerned about the farmer, and dairy farmers would not be "sold out" by the government.

Doering claimed that many of the fears of the dairymen are due to "mis-information or non-information". At the same time, however, he considers the dairymen's feelings an important factor to consider in formulating trade policies. Understanding the farmer's desire for protection from imports, Doering said, "The hard fact is that under the law there is no ground for import quotas."

(Editor's Note: Space limitations prevented the inclusion of this entire story in this week's issue of Lancaster Farming. We will conclude the article next week.)

Agway

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management had become the single most important factor in running a successful farm program today. "Every farmer must carefully plan his financial arrangements. He should get advice from one reliable source, and he should plan as far in advance as he can."

The energy crunch is much on the minds of Agway managers, according to Elwin Peet, who's in charge of the local petroleum marketing effort. "Our petroleum business, retail and wholesale, was up a million-and-a-half gallons over the year before," Peet said.

Peet said Agway recognizes its obligation to all its customers, but added that the coop's fuel oil supply may be cut back by some 12 percent this year. He also said that homes and farms were first in line for LP fuel supplies under the federal government's allocation plans. "But an allocation doesn't improve the overall supply picture," Peet observed.

A report by James Esbenshade on Agway's Bee-Line equipment and building materials business showed a healthy increase of over \$200,000 in sales volume for the past fiscal year. "Most of the increase came from our building materials operation," Esbenshade said. "It was our first year in that business, and we sold \$158,000 worth of materials, or \$8000 more than our goal."

Esbenshade said Bee-Line management's goal for next year was to increase sales volume

items for holiday decoration.

At 2:00 p.m. and again at 7 p.m. Mr. Gray Sellers of Millersville will speak on "Holiday Gifts From Your Kitchen".

A highlight of both the lectures will be the awarding of door prizes of foods prepared during the demonstrations.

The Public is welcomed to attend. Donations are requested to cover the expenses. For more information call the Lancaster County Extension Service at 394-6851.

while decreasing inventory, but said the task would be complicated greatly by the difficulty in obtaining supplies. Lead times for ordering some equipment items are currently running six to nine months, Esbenshade said, and steel is taking a good three months. "If supply problems continue, farmers will have to start looking farther and farther ahead and placing their orders well in advance of delivery if they want to keep up with their building and equipment needs," he concluded.

Other reports came from R. Arthur Cochran, Agway area manager, Ralph Hoffer, recently elected to the board of directors, and Enos Heisey, Syracuse, Agway's field manager for public relations.

Heisey recalled the windy November day, just 27 years earlier, when he'd first started working for Agway, in the Manheim store. "My first job was unloading a bulk shipment of peanut hulls, half of which blew away," he said. Heisey commented on Agway's growth to nearly \$1 billion in annual sales. He said the coop now has many publics - legislatures, allied industries, farm organizations, youth groups, the press - all of them important. Heisey detailed the increasingly important role that environmental considerations will play in farming, and he explained some of the problems the coop was having with rail transportation.

Three members of the Garden Spot Unit's 12-man board of directors were reelected at the meeting, and one new member was named to the board. Reelected were Melvin R. Stoltzfus, Ronks RD1, Paul M. Herr, Quarryville RD1, and Amos H. Rutt, Quarryville RD2. The new member is John L. Beiler, Gap RD1.

Beiler occupies the spot formerly held by Morris Zook, Jr., Honeybrook RD2, who stepped down after many years of service. He had been on the local board since Agway's formation in 1964. Zook was presented with a certificate of appreciation for his efforts by R. Arthur Cochran.



SPECIAL SALES

FRIDAY, NOVEMBER 16 & DECEMBER 7

7:30 P.M.

All Weights Steers, Calves, and Cows.

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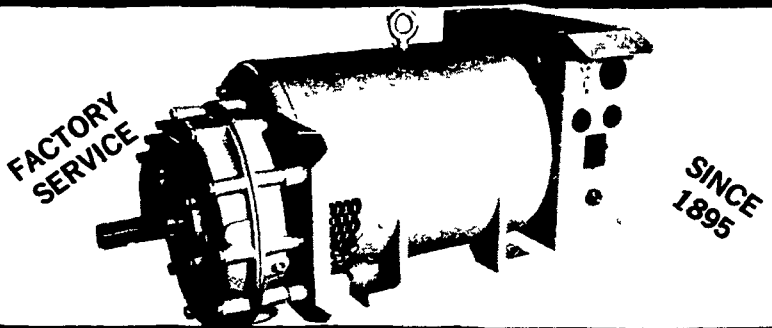
A Homemaker's Christmas program sponsored by the Lancaster County Extension Service will be held on Thursday, November 15 at the Farm and Home Center.

Exhibits and bazaar tables of decorations, food, gifts and holiday items will be on display from 10:30 a.m. to 4:30 p.m. and from 6 to 7 p.m. These items were prepared by the Farm Women Societies of Lancaster county. They will be displayed in the Extension Training Center at the Farm and Home Center.

At 10:30 a.m. there will also be a demonstration, "Holidays With Nature" conducted by Mrs. Francis Graeff using natural

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