

PSU, Co-op Join for Milk Marketing Meets

Penn State Extension and Inter-State Milk Producers Cooperative held two one day sessions recently in Carlisle and Reading to give county agents a first hand look at milk marketing and the cooperative system.

William Johnstone, ag economist from Penn State acted as the program moderator. Dr. Blair Smith, also an extension ag economist at the university, talked about pricing to both groups of county agents.

The key speaker at both sessions was Dr. James E. Honan, Inter-State's general manager. Honan told the county agents that policy development plays one of the most crucial roles in cooperatives. "It's a matter of sound decision-making," he said. "This includes setting goals and then getting there."

Honan noted his role as manager is to provide alternative courses of action for the Board, and he said directors should first be trained in operational procedures before making crucial decisions.

Other important potential problem areas among cooperatives outlined by Honan include financing, legislation, education, personnel, sanitation, and mergers and common marketing areas.

Dr. Paul E. Hand, economist, Inter-State, speaking at Reading, updated the extension agents on Order pricing changes resulting from recent Federal hearings. He also answered questions clarifying parity, base and excess pricing, and Order 4 territory expansion.

Among those county agents attending the session in Reading were James Haldeman, Berks Co.; Newton Ban, Lebanon Co.; Glenn Ellenberger, Lehigh

Co.; David Dunbar, Lehigh Co.; Charles Forney, Northampton Co.; and Don Fowler, Northampton Co. Those attending the session at Carlisle include John T. Smith, York Co.; David Norman, York Co.; Harold Lockhoff, Huntingdon Co.; Robert Hedrick, Blair Co.; Roy Snyder, Perry Co.; George Settemeyer, Juniata Co.; Clair

Lancaster Farming, Saturday, April 5, 1975—55

DeLong, Mifflin Co.; John Rosenberg, Juniata Co.; Alan Blair, Lancaster Co.; Eugene Schurman, Franklin Co.; H. P. Kies, Fulton Co.; and John Shearer, Franklin Co.

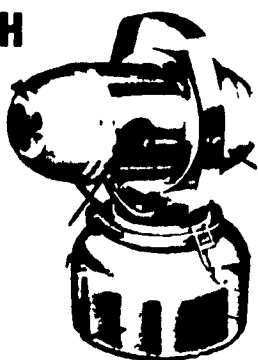
Also attending were Marion Deppen, assistant director of Extension Service, Penn State, and Steven

Snyder, graduate assistant, Agricultural Economics, Penn State.

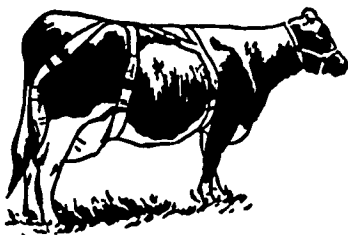
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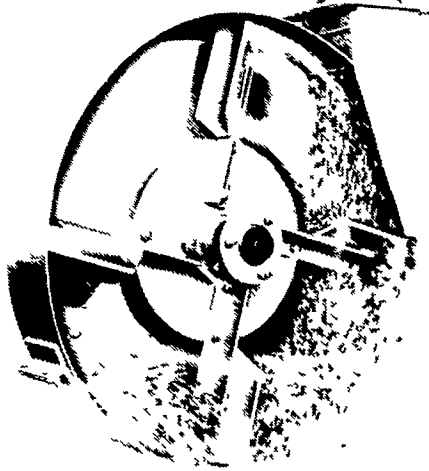
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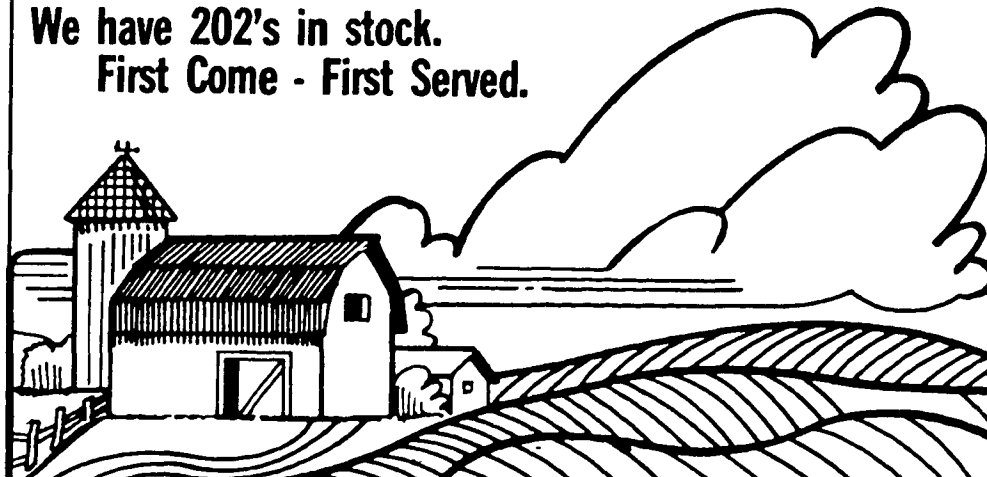
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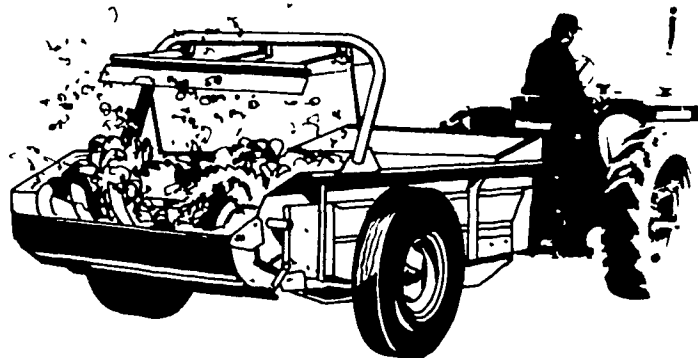
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