

Spokesman predicts good year for dairy farmers

By MELISSA PIPER
ELIZABETHTOWN - Offering an optimistic view for dairymen, Boyd Gartley, public relations director of Interstate Milk Cooperative, told a group of young farmers here, on Thursday evening that "there is a good future in dairying and the good price is here, now."

Gartley pointed to a strong year for the enterprise in 1976 and predicted that milk prices would not be taking the sudden drop as they had last year. "The price of milk will drop in early spring but not as rapidly as last year," he noted. "Things should stay steady."

Predicting that feed prices and other farming costs would be lower than last year, the publicity director related, "an abundant grain crop will keep feed prices down and fertilizer has already come down in price." Gartley expressed his hope that these factors would aid the dairymen in gaining more returns.

While his talk took on an optimistic flavor, Gartley reminded the dairymen that not all problems would be sweet.

"The farmer must become able to operate within regulations," he noted.

Recalling much of the legislation on environmental control and ecology, which is still being considered, Gartley warned the dairymen that they must be prepared to keep high production even if coupled with government regulations. "There's a lot of work to be done in the field yet, but we are going to have to be patient."

Speaking on consumer education, Gartley pointed out that dairymen just aren't telling their story as they should. Advertising has been a great help, according to the public relations director, but telling the individual consumer groups is even more important.

"People are usually not so bewildered when told the

whole story of milk marketing," Gartley noted.

"We're just going to have to let them know our story."

Gartley was present to speak on milk marketing at a meeting of the Elizabethtown Young Farmers.

Farmers.

Holiday publication

Due to the upcoming holiday season, news and events for the Farm Calendar should be sent to the Lancaster Farming office no later than the following dates. For the Dec. 27 issue - all material must be received by Dec. 23. For the January 3 issue all material should be in by Dec. 30. Send material to Lancaster Farming, Box 266, Lititz, Pa. 17543 or call 717-324-3047.



ABS representatives who were honored at a company-sponsored dinner on Thursday night included, left to right, Marvin Joines, Stewartstown; Maurice Stump, West Grove; and Paul Herr, Holtwood. Herr has been with the company for 17 years and has sold in excess of

70,000 ampules of semen. Stump has sold more than 90,000 ampules in his 15 years with the company. Joines and William Shainline, of Schwenksville, who was not present, each have 12 years of service and have sold more than 30,000 ampules.

Agway pins v.p. title on Hartnett

Edward J. Hartnett, 500 Deubler Road, Camp Hill, will become vice president, merchandising service, for

Agway, Inc., effective Jan. 5, it was announced recently by William A. Hiller, group vice president, distribution services.

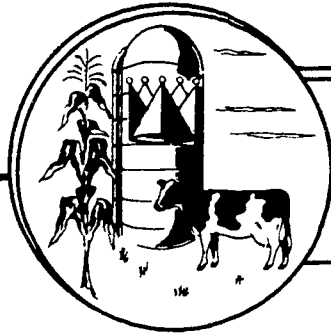
Hartnett currently is director of Agway's southern division with headquarters in Harrisburg. He will be succeeded by Robert J. Kutil, Manlius, N.Y., who is presently director of credit management for Agway distribution services.

Hartnett is a Pennsylvania State University graduate and joined Agway in 1954 in its petroleum operations. He was maned manager of the Meadville, Pa., plant the next year and in 1962 was

appointed a petroleum district manager. He has been director of the southern division since 1972.

Hartnett is a director of the Pennsylvania Association of Farmer Cooperatives and is vice president and an executive committee member of the Pennsylvania State Council of Farm Organizations.

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