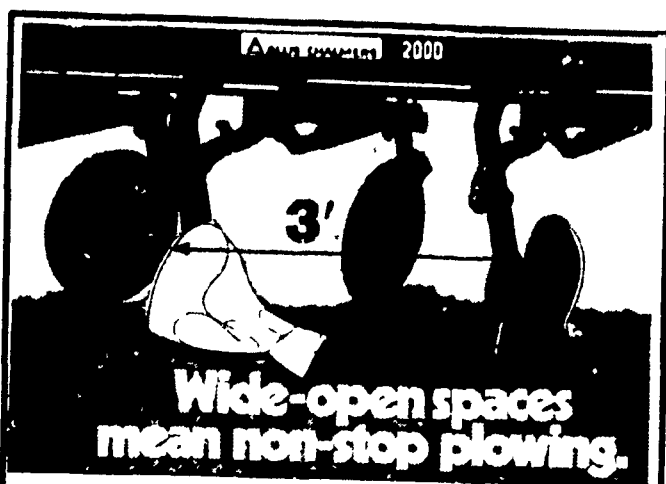


Know Where the Activities Will Be?
Read the Farm Women Calendar.

Solanco sales co-op effort



Design a plow with a big 3 foot clearance between bottoms increase the width of the furrow to 18 inches make the stub beam longer Happy result the Allis Chalmers 2000 Series *Monoframe* plow. Eight square feet of clearance so more trash can get through. High-speed plowing without stopping too because Bump & Run bottoms lift hydraulically over obstacles and reset automatically. No need to leave the tractor seat! Seeing is believing so come in now!
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The Solanco F.F.A. Chapter sponsors one major money making project each year. The project is to sell citrus fruit for the Christmas Season. In past years, the chapter has averaged nine hundred crates being sold per year with all the proceeds going to the chapter unless a member sold over ten crates. Any member receiving over ten crates received a dues reimbursement amounting to three dollars and fifty cents.

This year, something special was wanted to boost the citrus fruit sales and a selling cooperative was developed. It was named the Solanco Citrus Sales Cooperative. The coop was designed and set up by the Junior Ag students and their teacher, Mr. Althoff who were studying cooperative businesses. After the basic cooperative was set up, a board of directors was selected with one representative from each class of Ag students. The board of directors then selected a general manager. Officers on the board of directors were: President

Joe Overly, Vice president Tom Jackson, and Secretary Bobbie Jean Reinhart. The general manager of the cooperative was Ken Wiker.

The cooperative was now ready for any student to buy stock. Shares of Stock could be bought for fifty cents and any student who bought a share of stock and sold at least five crates of fruit received twenty-five cents for each crate he or she sold. At the end of the fruit sales the shares could be refunded and the fifty cents returned so that no one could possibly lose money.

But there was also another selling promotion. A giant chart was made in the Ag classroom showing how much each class sold and the results were posted twice each week during the selling campaign. The class which sold the most crates of fruit per person received thirty cents for each crate sold instead of twenty-five. The Junior class eventually won the contest with one Junior making over sixteen dollars. The cooperative enticed everyone to sell harder and twelve hundred crates were sold, three hundred more than last year.

Although the cooperative helped the chapter earn more money it also gave the fruit sellers a better understanding of how a cooperative works, and how it operates. These two factors made the Solanco Citrus Sales Cooperative a success for the Solanco F.F.A.



General Manager Ken Wiker (left) presents high salesman Tim Hanks with his patronage refund check.

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Answer: No . . . it's bad Business

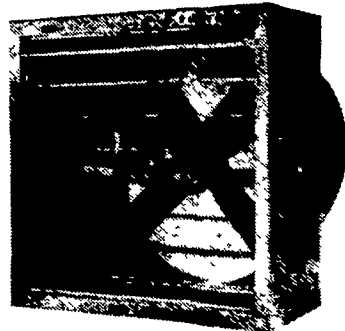
Many Agri-Businessmen buy fans and equipment from firms that promise good ventilating results with a small investment

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Nothing could be farther from the truth . . .

We have conclusive evidence to show you, that in time power bills could be a definite crimp in your profit picture. Really hurt you without you realizing that other equipment can perform better and at lower cost

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What a Good Lookin' Way to Increase Hog Profits

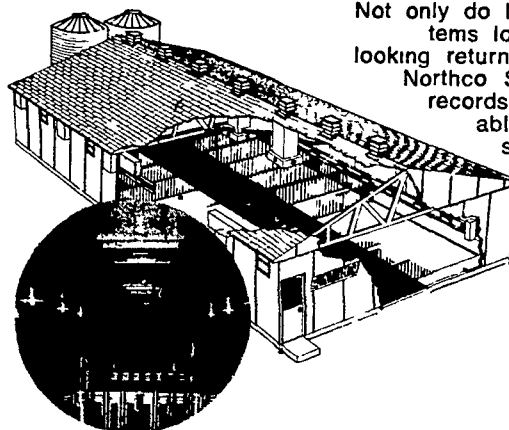


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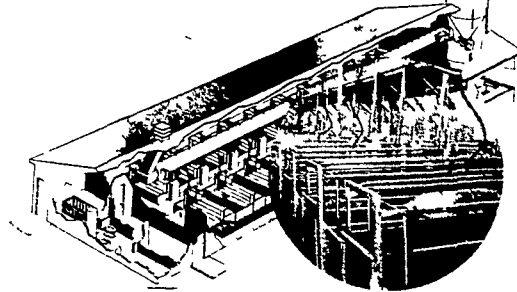
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Northco Farrowing Systems provide complete control over sow and litter. Special pig brooders create 'zone heat' for the little pig area while sows remain cool.



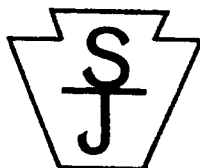
Finishing

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