

Inter-State completes transition

PHILADELPHIA - In only a few short years, Inter-State Milk Producers' Cooperative has made the transition from strictly a bargaining cooperative to a complete marketing organization, Lester C. Jones, a New Jersey dairyman and president of the 3,000-member cooperative said here last week.



Lester Jones

Jones, speaking at Inter-State's 59th annual meeting, said this transition is at least partially responsible for the completion of another very satisfactory year with prospects for an equally successful current year.

The Medford, N.J. dairy farmer credited a continual director education program for playing a key role in Inter-State's successful history.

"As our cooperative operations become more diverse," noted Jones, "it becomes increasingly important that directors have the experiences and information to make the necessary decision."

"Your board of directors," Jones told the dairymen, "is recognized by fellow dairymen for their business ability and leadership."

Jones also reported to the dairy farmers from Inter-State's six-state membership area on the cooperative's accomplishments during the past year. Among these, he reported on how the delegates' desires as expressed in a resolution at last year's annual meeting was accomplished with the recent approval of an increase in the advertising and promotion referendum from five to seven cents a hundredweight.

This money, he noted, will be effectively used with the continuation of the best non-brand advertising program ever along with the extremely beneficial local and national Dairy Council programs used to spread the importance of nutritional research and education.

"We have the physical facilities, an educated and enlightened board of directors and a dedicated management and staff to move Inter-State ahead in its service to our membership in the years ahead," concluded Jones.

Members have changed from "going it alone," noted Boyd Gartley, to effectively bargaining together. "This,"

he said, "is one important reason for your cooperative's existence." Gartley is director of member and public relations for Inter-State.

He told the cooperative members in attendance that this effective bargaining has been done with the ability to make one sale for all milk; secure one price; elect one decision-making board of directors; collect and give the money equally to all members; and vote together as "one voice" away from the barn.

Gartley said, Inter-State is the most efficient marketing cooperative in the U.S. "because you are, as a

cooperative, small enough to see your need, large enough to serve effectively; small enough to respond, large enough to be heard; large enough to help, small enough to know; large enough to bargain, small enough to care."

He then went on to inform the members of their cooperatives' various member relations and public relations programs, placing special emphasis on this year's consumer program which has gained considerable acclaim for bringing together the consumer and farmer to a new level of mutual understanding.

Adams Co. 4-H'ers in horse show

HARRISBURG, Pa. - Three Adams County 4-H members won awards at the state 4-H Horse Show held in Harrisburg recently. Sara Dady, Littlestown, placed fourth in Saddle Seat Pleasure Ponies. Placing fourth in Hunter Under Saddle Horses was Lisa Hand, Gettysburg, while John Ali, Gettysburg, placed ninth in Working Hunter Ponies.

The primary purpose of the 4-H horse program is to provide leadership and citizenship experiences for the 4-H members, develop riding skills, and develop sense of responsibility by caring for an animal. More information on the 4-H horse program in Adams County may be obtained by contacting the Adams County Cooperative Extension Service, 999 Lincoln Way West, Gettysburg, Pa.

The state show was the result of many months of hard work and competition in numerous local, county, and district horse shows. To qualify for the state show these 4-H members had to

participate in an elimination show at the county and district level. At the state show they competed against 4-H members representing 10 different districts in the state.

participate in an elimination show at the county and district level. At the state show they competed against 4-H members representing 10 different districts in the state.

What's new

POULTRY EQUIPMENT NEW HOLLAND, Pa. - Favorite Manufacturing, Inc. a manufacturer of poultry production equipment and components since 1951, recently announced plans to market a line of poultry equipment under its own brand name.

Aaron Kurtz, president and one of the firm's founders, says the company expects to start shipments of its Favorite "Lifestyle" systems and equipment about Dec. 1 and will unveil most new and improved

equipment at the Southeastern Convention in Atlanta in January.



STEVENS SOW PROGRAM FOR LARGER AND HEALTHIER LITTERS



GESTATION PERIOD:
STEVENS SOW RATION

FARROWING:
STEVENS FLUSH 'N FARROW
B.I. MED.

FOR CREEP FEEDING USE:

T. C. ROCKETS
AND
T. C. SENIORS

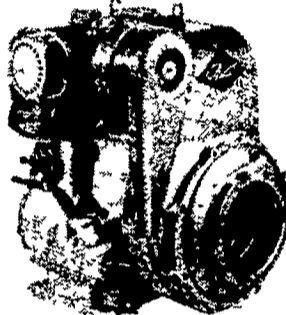
Stevens Feeds

Stevens, Pa.

215-267-2150

717-733-2153

THERE'S A PETER THAT'S BETTER FOR YOUR APPLICATION



Compact Mini-Diesels Ranging from 1 1/2 H.P. to 20 H.P. HOOPER DIESEL SERVICE

Petter Diesels Sales & Service Ph. 215-445-6272 or 717-656-6133 2998 West Newport RD Ronks, PA 17572

FRESH COWS

EVERY WEDNESDAY IS

SPRINGERS



DAIRY DAY

AT NEW HOLLAND SALES STABLES, INC. New Holland, PA

If you need 1 cow or a truck load, we have from 100 to 200 cows to sell every week at your price. Mostly fresh and close springing Holsteins.

Cows from local farmers and our regular shippers including Marvin Eshleman, Glenn Fite, Gordon Fritz, Blaine Hoffer, Dale Hostetter, H. D. Matz, and Jerry Miller.

SALE STARTS 12:30 SHARP

Also Every Wednesday, Hay, Straw & Ear Corn Sale 12:00 Noon.

All Dairy Cows & Heifers must be eligible for Pennsylvania Health Charts.

For arrangements for special sales or herd dispersals at our barn or on your farm, contact

Abram Diffenbach, Mgr.

717-354-4341

OR

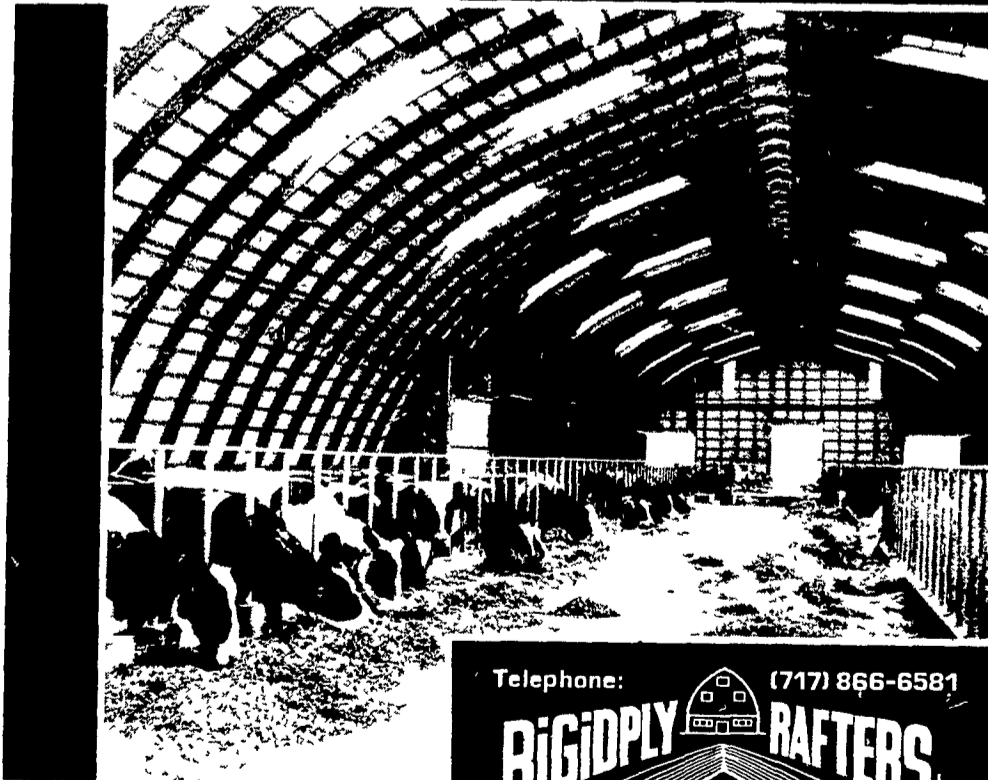
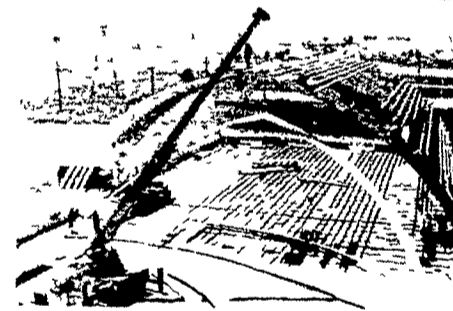
Norman Kolb 717-397-5538

HEIFERS

STOCK BULLS

Laminated Rafters:

The First Choice for Economical Space True Flexibility and Total Satisfaction...



Telephone: (717) 866-6581

RIGIDPLY RAFTERS

MANUFACTURERS of LAMINATED RAFTERS and WOOD ROOF TRUSSES

RICHLAND RD1, Pennsylvania 17087 OAKLAND RD2, Maryland 21550