

The 18 territory managers honored recently by the Avco New Idea Company are shown with the firm's executives at Coldwater, Ohio. From left to right are: W. J. Coan, director of sales, Archie Sterk, Ralph Bergeland, Larry Stafford, Bob McCormick, Rod Cooper, Gerry Dube, Ralph Schmit, Tom Cooper, Bucky Linde, Don Hoyng,

and Robert W. Engle, vice president and general manager. Back Row (left to right): Larry Ferenbaugh, Robert Gauthier, Charlie Ray, Charlie Bowers, Carl Peters, Tom Budde, Hersch Lonacre, A. C. Statton, Bill Mark, John Whalen, and Dave Dunn.

## New Idea honors 18

NEFFSVILLE — The Avco New Idea Corporation, headquartered in Coldwater, Ohio, recently awarded charter membership into the company's Territory Managers Council (ANITMC) to 18 of its territory managers, six of whom work in Pennsylvania and adjacent areas.

The six men honored from this area are Bill Mark, Archie Sterk, Larry Stafford, Larry Ferenbaugh, Charlie Bowers, and Dave Dunn.

Initiated early in 1977, the ANITMC was designed to give recognition to the top

managers within the company.

The top 18 territory managers in the company — those who accumulate the highest number of points per fiscal year — are honored for outstanding sales and management achievements. Points are awarded individually within several performance categories including wholesale and retail budgets, parts, advertising, dealer development, dealer service school attendance, and field demonstrations.

The regional manager for this area is Tom Cooper.

## Store manager named

MANHEIM — Kathy Kopp was recently named store manager for McCracken's Feed Mill, Inc. Her duties will include ordering and marketing pet supplies and



Kathy Kopp

animal health products as well as doing billing and bookkeeping.

The daughter of Mr. and Mrs. Harvey Kopp, Manheim R5, she has worked at McCracken's since July of 1976.

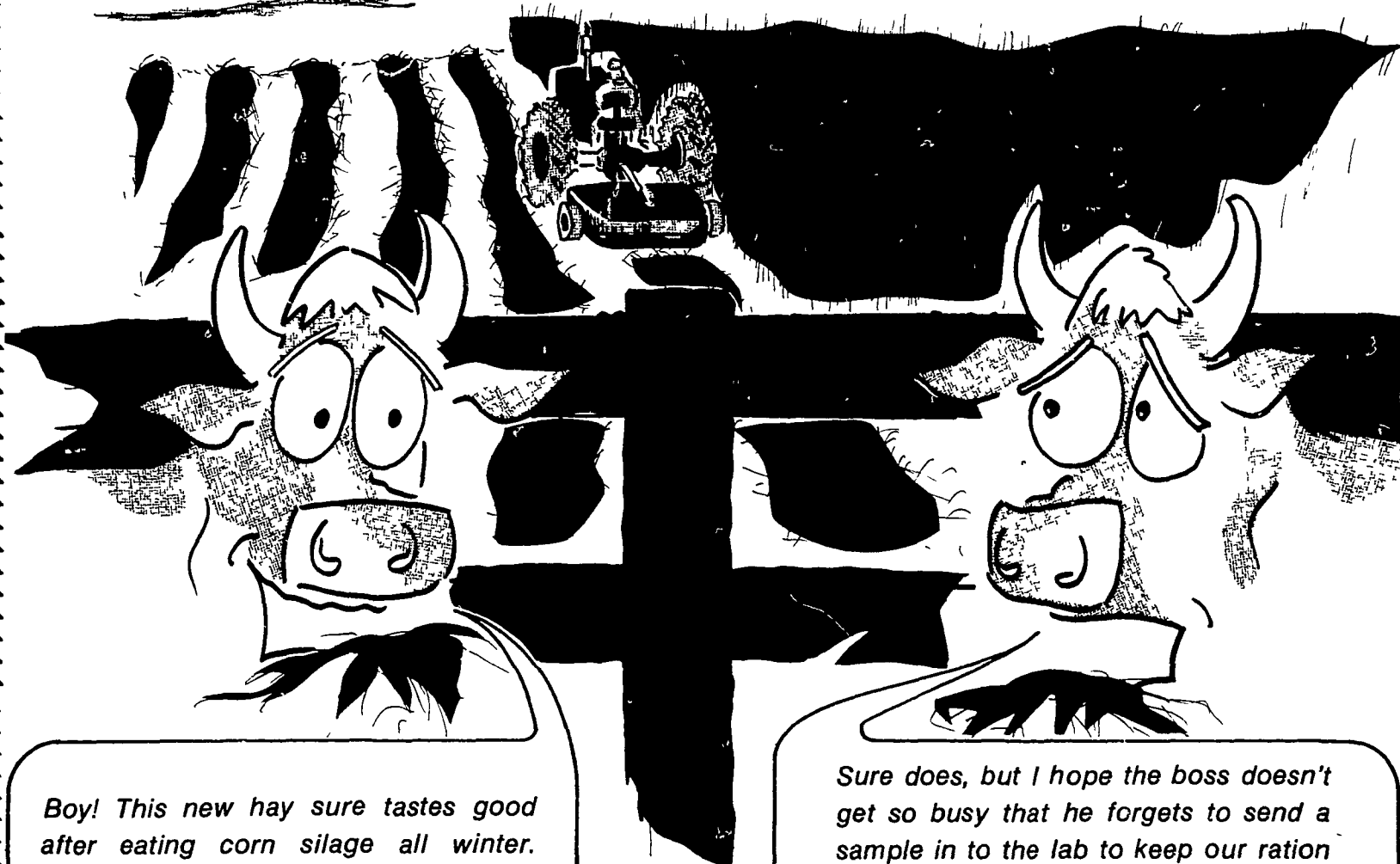


## LOOK AHEAD TO YOUR SPRING AND SUMMER FEEDING PROGRAM.

Just because it's yours, don't waste it! Don't forget . . .

New hay, new pasture . . .

Needs new tests and new formulation by Agri-King, Inc.



## UFW grant denied

WASHINGTON, D.C. — Under pressure from Farm Bureau, U.S. Labor Department now says it never signed contract to give United Farm Workers union \$500,000. Government press release and photo of Labor Secretary Marshall with union leader Cesar Chavez were publicized in January. Farm Bureau had threatened lawsuit to force disclosure of grant's details. Labor Department now says negotiations are still taking place. Farm Bureau charges grant means taxpayer is financing farm worker unionization.

## Students want farm training

UNIVERSITY PARK — Undergraduate enrollment at Penn State's College of Agriculture is now fifth largest in the nation. From 1970 to 1976 enrollment increased 184 per cent. More students are coming from towns and cities. In 1973, 70 per cent of freshman class were non-rural. Today one-third of ag students are female. Many students want on-farm experience. If you think you can help, contact your county agent for details.

**SOUTHEASTERN PA**  
REGIONAL MANAGER  
George F. DeLong  
225 West Woods Drive  
Litz, PA 17543  
Phone 717-626-0261

**Eastern Lancaster Co.**  
Melvin Herr  
RD2, New Holland, PA 17557  
Phone 717-354-4977

**Southwestern Lancaster Co.**  
Ben Greenawalt  
RD2, Conestoga, PA 17516  
Phone 717-872-5686

**Northwestern Lancaster Co.**  
Earl B. Ginder  
RD2, Manheim, PA 17545  
Phone 717-665-3126

**Southern Lancaster Co.**  
Henry DeLong, Jr.  
RD2, Box 69  
Peach Bottom, PA 17563  
Phone 717-548-3471

**Southeastern PA**  
Aldus R. King  
RD1, Box 67A  
Atglen, PA 19310  
Phone 215-593-5952

**Berks Co.**  
Paul D. DeBoard  
Longview Road RD3  
Boyertown, PA 19512  
Phone 215-689-5365

**Chester Co.**  
William Windle  
RD1, Atglen, PA 19310  
Phone 215-593-6143

**Northeast Berks Co.**  
Roger Heller  
RD1, Robeson, PA  
Phone 215-693-6160

**Lebanon Co.**  
Marvin Meyer  
RD2, Box 157  
Annville, PA 17003  
Phone 717-867-1445

**SOUTH CENTRAL PA**  
REGIONAL MANAGER  
Earl H. Moyer  
RD5, Box 277  
Hagerstown, MD 21740  
Phone 301-739-5199