

# The cooperative spirit prevails at Dairylea

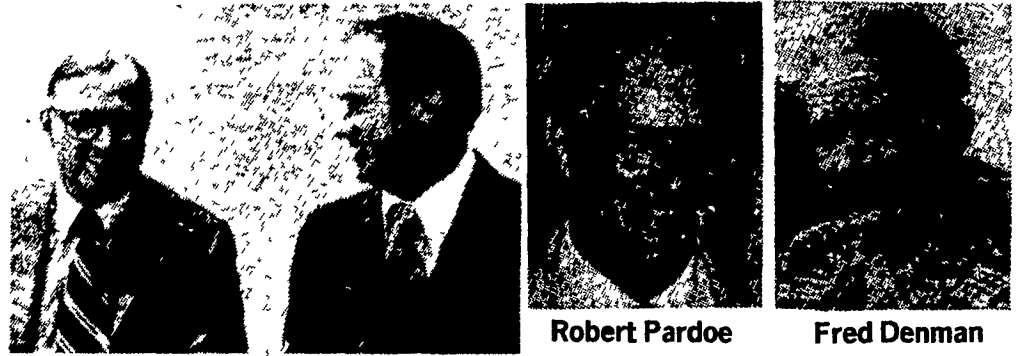
By DIETER KRIEG  
LITITZ — Dairy farmer members - of Dairylea Cooperative are basically enthused about what's happening with their organization, despite thousands of dollars worth of assessments that have been heaped on them during the past several years. Dairylea, which is headquartered in Pearl River, N.Y. and has a membership of 5500, with about a quarter of them in Pennsylvania, assessed its members four years ago and lost some friends in doing so. Earlier this year more deductions from milk checks followed and some grumbling was heard.

The grumbling hasn't ended and there is no denying that the cooperative has lost a number of its supporters during the past four years. Nevertheless, considerable enthusiasm abounds within the membership despite the debts, losses, and negative developments. Union County dairy farmer Eugene Spangler calls the capitalization program (see page 1 story) "probably a step in the right direction." He decided to stay with the cooperative even after having considered other alternatives and having been hit with a \$12,000 assessment on the production of his 70 cows.

"The capitalization steps will help to alleviate other situations - they'll eliminate some loopholes - they're going about it in a sound, business-like manner now," Spangler continued. "We're doing things now that should have been done eight or ten years ago," he added. Stating that he has mixed feelings about the overall situation he has experienced at Dairylea, Spangler admitted he looked at other marketing channels before he decided to stay with the cooperative. He looked only at other co-ops, however, explaining that he "didn't like the record of private dealers."

Ray Diebold, an outspoken Blair County dairyman who has been a Dairylea member for six years says he considered the old financing plan anything but wise. He was one of 13 men (one from each of Dairylea's districts) who looked into the cooperative's financial structure two years ago. He said he personally was surprised at the way business was conducted and is happy to see the introduction of more business-like principles.

Now, after recommendations from professional management consultation firms, the old form of capital is being turned into non-interest bearing notes. "Previously there wasn't any investment in the co-op," the 38-year old dairyman revealed.



Dairylea Cooperative's new management team is headed by executive vice president and general manager Robert Maerz, left, and Clyde Rutherford, president.

Robert Pardoe Fred Denman

was hit with a \$15,900 assessment and he's still with Dairylea. He has been a member for 22 years and his father was before him.

"This capitalization makes us maybe the Cadillac of the dairy business, but I hope all farmers have good markets," he stated.

Echoing comments of many Dairylea members, Shaffer exclaimed: "This new manager, Robert Maerz, is terrific. If it weren't for him, I'm sure we wouldn't have the dairy anymore."

According to Shaffer, not too many dairymen in his area considered leaving the cooperative. "Not too many fought the plan; I know I didn't," he concluded.

"Without cooperatives it would be every farmer for himself," says Dairylea director Robert Pardoe. He operates a 254-acre farm near Milton in partnership with his son, Robert, Jr. They have a total of 145 Holsteins.

"I'm investing in the cooperative simply because I believe this is the direction we've got to go," Pardoe noted. "Bear in mind that private handlers dropped dairymen last Spring and now they want'em back. There is more security in marketing through a cooperative."

(Turn to Page 38)



If you have fat cattle or need feeders...

THINK NEW HOLLAND

BEEF SALES

MONDAY 1:30 P.M.  
THURSDAY 11:00 A.M.

Sale Order - Fat Bulls, Steers, Stockers and Beef Cows  
Veal Calves 4:30 Thurs.

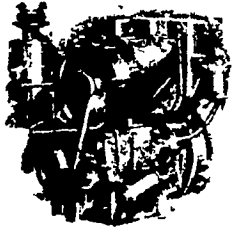
NEW HOLLAND SALES STABLES, INC.

Phone: 717-354-4341

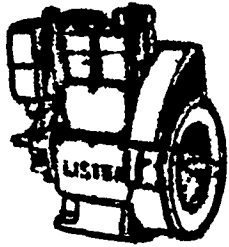
Daily Market Report - Phone: 717-354-7288

Abe Diffenbach, Manager

Field Representatives - Alan Diffenbach 717-656-9806  
Luke Eberly 215-267-6608



SMUCKER'S ENGINE SHOP



DISTRIBUTOR FOR:

SLANZI, PERKINS & LISTER DIESELS

- Good used diesel engines
- New Sputnik wheels and Parts.

CHOOSE THE MODEL FOR YOUR NEED

St 1-2 & 3-4 1/2 - 35 hp.

HR 2-3-4 & 6-17-113 hp.

SR 2-12 hp.

As is \$550

Completely rebuilt \$1350

DVA 1500 Slanzi

As is \$550

Completely rebuilt \$1350

CALL HORNING'S WAREHOUSE 717-354-4158 or  
IF NO ANSWER CALL 717-354-4374

SMUCKER'S ENGINE SHOP

RD 1, GORDONVILLE, PA.

17529

SALES & SERVICE  
DIESEL & GAS

For lower cost per hour power, rely on

Lister  
DIESEL POWER.

WHEN KICKBACK HAPPENS YOU'RE EITHER PUSHING YOUR LUCK OR YOU'VE GOT QUICKSTOP®



Stihl's® Quickstop® is the most reliable method of stopping a moving chain. It not only puts on the brakes in the event of kickback, which protects you, but it also completely declutches the power, which protects the engine.

So quit pushing your crankshaft to extremes or your luck to the limit and get the world's largest selling chain saw complete with Quickstop.

It's a Stihl.

WE'VE GOT QUICKSTOP®

Check Our Low, Low Prices  
Yes, We Have Parts!

STIHL®  
The world's largest selling chain saw.

SHADY MAPLE LAWN & GARDEN CENTER

AT JOHN L. STAUFFER REPAIR SERVICE  
GOODVILLE, PA PH: (215) 445-6175