

Agway tops \$2 billion, has \$9 million overrun

SYRACUSE, N.Y.—Agway sales went over the \$2 billion mark in 1978-79, for the first time in the 15-year history of the farmer cooperative, General Manager R.N. Goddard told some 5,000 persons attending the cooperative's annual meeting, Oct. 25-26 in Syracuse, N.Y.

Volume for Agway internal operations amounted to \$1.4 billion. Consolidated sales, including the cooperative's two largest subsidiaries, Texas City Refining Co. and Curtice-Burns Inc., raised the figure to about \$2.05 billion.

Goddard pointed out that sales volume was more than \$240 million ahead of last year, but about half of the dollar increase was due to inflation.

"Agway's real growth came in a substantial gain in unit volume—about 10 percent for the year," he said, referring to the tons, gallons, pounds, and hundredweights of Agway feed, seed, fertilizer, petroleum, and other supplies.

The Syracuse-based farm supply and food marketing

cooperative, owned by member-stockholders, serves agriculture in 12 northeastern states.

It was a year of mixed accomplishment and results for Agway Inc., from record sales to the effects of inflation.

George Steele, chairman of the board of directors, outlined the story.

Calling the continuing rate of inflation "the most serious economic problem facing us today," Steele explained that in spite of a record sales year, inflation increased Agway's total money costs about \$9 million over budgeted expectation.

"One of the curses of inflation is the tendency to turn to government as the source of our well-being," Steele said, noting that one of the results of greater government involvement in business is "a deluge of paper in the form of regulations and reports."

"In Agway alone, we must file about 20,000 governmental reports a year at a direct cost of about a million dollars. If we included the time spent by various



Ronald N. Goddard
Agway General Manager

departments, field people, and outside legal and financial consultants, the figure would be near \$3 million," he said.

Steele, a dairyman from Pocopson, noted that Agway membership had grown from 85,000 farmers when the cooperative was formed 15 years ago to the present 123,000 members.

He said since Agway membership is designed for active farmers and users,

local committees are screening current membership lists, "not to deny any farmer who wishes to join and use the cooperative," but to "reserve membership for bonafide farmers and to assure that Agway is owned and controlled by those it was created to serve."

Noting that rising production costs on the farm have more than offset agricultural gains of the past decade in the Northeast, Goddard said priority is being given to an Agway program aimed at reducing the cost of getting farm supplies from their points of origin to the farm.

He told members and guests that a new program aimed at cutting at least 10 percent from Agway's \$230 million cost of distributing farm supplies is being put into effect.

It is expected that innovative systems being implemented could generate distribution cost savings of more than 17 percent annually by 1988, according to Goddard.

The Agway chief executive

officer emphasized that the program involved physical distribution costs only and did not apply to raw material or manufacturing costs.

Goddard said he expects to see demand increase for American farm products in the '80's, both at home and abroad.

He predicted the products of the Northeast—milk, meat, eggs, apples, potatoes, and other fruits and vegetables would share in the growing market.

"There may be some dislocations from time to time with an individual product, such as reduced demand or depressed prices but the outlook on the whole is favorable," Goddard said, "provided farm production costs can be kept in line."

This will be the key to farm profitability in the coming decade, he commented. "The physical distribution program I reported on is a move by Agway to help members cope with upward pressure on prices that can be expected to continue well into the '80's," Goddard said.

Speaking of the economy in general, Goddard said that how well the nation handles its energy problem and resists other inflationary pressures will determine whether the '80's will mark a return to economic stability or whether they are as troubled as the past decade.

Granting the energy crisis is a major contributor to this country's economic difficulties, Goddard stressed that the root cause of inflation is excessive government spending, which has "raised the national debt to astronomical heights, and eroded the value of the dollar."

"Government is the biggest growth industry in this country," he said, "resulting in increased regulations, with greater government involvement in

business, industry, and agriculture, and the need for increased taxes to pay for this continued growth."

"No one questions the need of government to provide essential services. The question is where 'essential' leaves off and fiscal irresponsibility takes over. Until legislators and administrators show real restraint in spending the public's tax money, we will continue to face the threat of runaway inflation," he said.

Goddard reported the efficiency of design and construction of an energy utilization laboratory built by Agway at its Farm Research Center near Fabius, N.Y., has been demonstrated during the past two years. The building required only one-third of the heating energy needed for an adjacent, well-insulated, conventional building, he said.

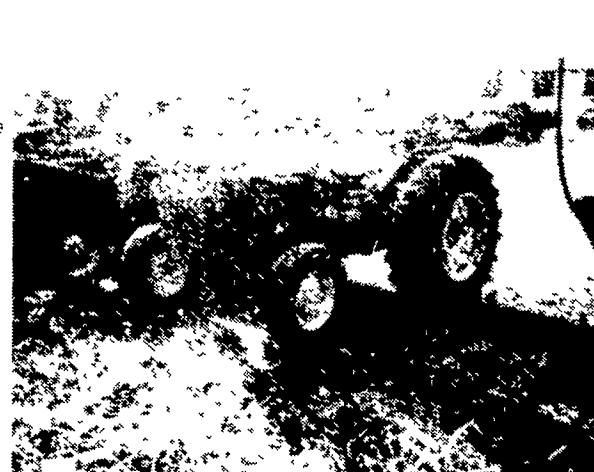
A new high priority research project involves design, construction, and test evaluation of a low investment, low energy-use home, practical for rural residents.

Standard building materials, including conventional insulation, were used in the house, built near the research farm, adapting the "Monolithic insulation concept" used in the energy lab, which Goddard compared to a giant thermos bottle. A multi-fuel heating system, which can use coal, wood, or oil, was installed and provision has been made for passive solar energy.

Because of concern about the influence of energy on agriculture, Goddard said that the Agway research and development department is continuing work on several energy-saving and alternate-energy-use projects. Among these are a sophisticated windmill project, solar heating and cooling units, and monolithic insulating systems.



WE ARE NOW RENTING JOHN DEERE COMBINES FOR SOYBEANS THIS FALL CALL FOR DETAILS



USED TRACTOR
John Deere 1020 w/47 Loader \$5,950

USED TRACTOR
John Deere 1520 Diesel, (Completely Overhauled.) \$5,850

USED TRACTORS	
Oliver 1800 Diesel	\$4,850.00
IHC Super C, fast hitch w/2 bottom plow	1,675.00

USED SPREADERS	
JD 40 w/hydraulic end gate	\$1,050.00
NI 150 bushel PTO	650.00

USED HARVESTER SPECIALS	
NH 880 2-row narrow row head	\$3,650.00
NH 717 w/1-row head	2,195.00
NH 717	1,175.00
Fox 1000 RPM PTO w/2-row corn hd & Pk up attach	1,495.00
MF 620 w/2 row and pickup	2,450.00

USED BALER SPECIALS	
JD 24T w/#2 Thresher	\$1,550.00
New Holland 67	775.00
John Deere 14T	750.00
John Deere 14T w/ejector	450.00

USED HAYBINES	
NH 1495 Self-Propelled 12' w/partial cab, real sharp	\$14,750.00
NH 469	2,550.00
New Holland 479, as is	2,150.00
Hesston 320 9'	1,850.00
Gehl 770, 7 ft	1,975.00

USED GRAIN DRILLS	
Co-op 15x7 Fert Grain Drill w/grass seed attach	\$750.00
John Deere 15x7 FBB Drill	550.00

USED PLANTER SPECIALS	
Tag 11650 John Deere 1250-6 Row Plateless	\$2,350.00
1229 Ford 4 Row	775.00
Tag 11934 JD 494	1,275.00

USED TILLAGE SPECIALS	
MF 620 12' Disc Harrow	\$2,950.00
Ford 4x18" auto reset plow	2,200.00
Ford 4-16" Plow	950.00
JD KBA 32x18 Wheel Carrier Disc	875.00

USED COMBINE SPECIALS	
Cockshutt 427 w/Power Steering & 10' Platform	\$1,450.00
JD 55 Corn Soybean Special 12' head	9,700.00
JD 55 Diesel w/cab, 12' platform	7,500.00
JD 45 w/cab & 10' Platf. SOLD	6,750.00

MISCELLANEOUS	
John Deere #18 1-row Corn Picker	\$950.00
New Set 18 4x30 Snap on Duals w/New Goodyear 6 Ply Tires	1,050.00
(2) used Gravity Box w/10 ton (with discharge auger) SOLD	ea 1,400.00
JD 321 42' Elevator	1,175.00
Used NH #8 Crop carrier	1150.00
Grove Gear w/tires 8 ply	375.00

BALE BEDDING-CHOPPER

★ Simple to run
★ Highly Efficient
★ Easily Handled

Use For:

- Chopping litter for cattle, wheter kept tied up or in free stalling.
- In Strawberry Farms for spreading the straw between rows.
- In hen houses to provide litter to replace conventional bedding

FEATURES:

Motor	Gas 5 HP, 7 HP, 4-stroke, Electric 3 HP - Battery
Frame	Steel
Emptying	6' to 8'
Wheels	16" diameter pneumatic
Capacity	1-bale/minute
Dimensions	31" width — 50" length
Weight	460 lb
Guarantee	One-year on all parts, except blades

LET US SHOW YOU WHAT THE BEDDING CHOPPER CAN DO

PAUL HORNING

RD1, Stevens, PA 17578
PH: (215) 267-7208

Other Wic Products Available:

- ★ Motorized Sweeper
- ★ Motorized Silage Wagon
- ★ Motorized Food Wagon



Evergreen Tractor Co. Inc.
30 EVERGREEN RD., LEBANON, PA 17042,
PHONE (717) 272-4641

AUTHORIZED
SPERRY-NEW HOLLAND
PARTS and SERVICE