



DAIRY'S FUTURE

Whatever it holds,
it's in your hands

(Continued from Page A24)

Staying in Business

Looking at the future of their dairy operation, Don said the biggest hurdle to get over is the debt load.

"Our debt load is very high and is our major problem," he said.

To compensate for this, Don and Angie have consolidated a few loans to "stretch them out as much as we can." Another decision is "absolutely, positively borrowing no more."

The next couple of years will be so tight, Angie explained, that they will need to get rid of as much debt load as they can. It is a problem

she associates with the fact that they are just starting out.

"We could never survive on \$9 or \$10 per hundred weight milk," she said. "We'd go under, and it doesn't have anything to do with the quality of the milk and it doesn't have anything to do with our management practices. It has something to do with because we're starting out."

Agreeing with Angie, Don added that farmers in general need to improve milk quality for all to have a positive position in the industry.

"There are people selling milk," Don said, "and some will clean up their act and some never will and

don't deserve to be selling milk."

Upping the quality of milk and, at the same time, increasing milk promotion are partial answers to the dairy situation, Don and Angie agree. But it is also going to take some attitude changes.

"I think the attitude of farmers is changing," Angie said. "I think the industry almost has to change to get new people."

Keeping the established farmers in business and allowing new dairymen to enter the industry is important. And as the Koontz family sees it, it depends on attitudes, management and a willingness to produce and market a quality dairy product.



Don and Angie Koontz, back left, and daughter Jackie and son Brian pose with one of the family's favorite Jerseys.



COMPLETE DISPERSAL SALE

SATURDAY - JULY 14th

**CARLISLE, FAIRGROUNDS
CARLISLE, PENNSYLVANIA**

• IMMEDIATELY FOLLOWING •
KEYSTONE STUD RAM SALE

SHEEP: 19-BREEDING EWES
9-YEARLING EWES
7-EWE LAMBS

2-YEARLING RAMS
10-RAM LAMBS
STUD RAMS

This Sale represents the leading show flock on the East Coast. Many of these sheep have been local and National Champions. A great opportunity for the Junior Breeder or Established Breeder.

EQUIPMENT:

- 1979 DODGE CREW CAB
- 16' STOCK TRAILER
- 44' TRUCK CAP
- HYDRAULIC BLOCKING STAND
- SHOW BOXES: TROUGHS
- CIRCUTEER BLOWER
- SUNBEAM SHEAR MASTERS
- PORTA-SCALE
- HAY/GRAIN FEEDERS
- OTHER MISC. SHEEP SHOWING AND HANDLING EQUIPMENT



KEN BRUBAKER
Box 149
Westtown, PA 19395
215/696-5483

GERALD & BARBARA ROHRER
R.D. 1, BOX 445
QUARRYVILLE, PA 17566
717/548-2559

WRITE OR CALL FOR CATALOGS

SUPER SHOW AND AUCTION

Saturday, July 7, 1984
9:30 A.M.

Location: Young's Auction Center on Rt. 14, 5 miles north of Canton, PA in Bradford Co., 40 miles north of Williamsport, PA.

Annual Special Auction, Flea Market, Chicken Barbecue, etc.

Early consignments to the auction include:

Oak furniture, other old furniture, complete household of modern furniture, nice collection of old guns. Also modern shotguns and rifles, gun cabinets, farm machinery, automobiles. Also refinished old farm equipment. Coins, table saw, other tools, saws, etc. Plus large variety of items not listed.

Auctioneer: Tom Young
Troy, PA
717-673-8659

GAUSS FARM DISPERSAL MONDAY, JULY 9, 1984

7:15 P.M.

Thurston, (Steuben Co.) New York
Sale to be held at the farm on Straight Road, 1 mile north of Rte. 333 app. 5 miles west of Campbell, or app. 3 miles east of Risingsville, N.Y.

Discontinuing farming selling:

46 Head Interstate Tested Dairy Cattle: 27 mature holstein cows (4 colored cows); 6 are strictly fresh, 5 close balance year around; 4 breeding age heifers; 7 yearlings; balance calves, Vet. examined!

Machinery Including: Ford County 4WD tractor with cab; A.C. 170 diesel tractor; A.C. 500 loader; Farmall "H"; A.C. 2000 5 bottom hyd. reset plow; sharp N.H. 38 flail chopper; sharp N.H. 310 ejector baler; N.H. 479 haybine; N.H. 256 rake; 4 kicker wagons; feeder wagon; Cross 40 ft. elevator; N.H. Super 717 chopper with pick-up head; new N.H. 722 1-row corn head; Grove and A.C. forage wagons; Fox blower with pipe; N.H. 513 spreader with Gratz chain; 10 ft. drag; A.C. 8 ft. 3 pt. blade; 300 gal. Sunset and 400 gal. Mueller bulk tanks; App. 20 ft. haylage in 14 ft. silo; App. 10 ton ear corn.

A good little sale! Cattle under tent! Lunch available!

TERMS: Cash or good check night of auction.

Owned by
MR. & MRS. CALVIN (JIM) GAUSS
607-527-4407

Auction conducted by
PIRRUNG AUCTIONEERS, INC.
Wayland, New York 717-728-2520