



The governor, State House and Senate all issued proclamations designating October as Co-op Month. From the left are William F. Matson, general manager, Pa. Rural Electric Assn.; State Sen. Noah Wenger; Secretary of Agriculture Penrose Hallowell; and PAFC President Ward Cooper.

Future of co-ops

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cooperatives and to acknowledge the many contributions that these special institutions make to the economy and development of our state and nation."

In similar resolutions, unanimously adopted by the Pennsylvania State Senate and the Pennsylvania House of Representatives, it was pointed out that one of every four Americans belongs to member-owned cooperatives. In Pennsylvania there are over 1,000 farmer cooperatives, providing more than \$1 billion in goods and services to over 72,000 Pennsylvania farmer cooperative members. Sen. Noah Wenger presented the Senate resolution to PAFC officials.

In a public affairs symposium on the voice of farmer cooperatives in the future, State Rep. David Wright, read a similar resolution passed by the House.

Wright told those attending the PAFC annual meeting that cooperatives play an important role in the future, saying, "We do together what we cannot do separately. Co-ops in the aggregate form are a substantial force."

He told co-op members that they cannot expect something wonderful to happen without working hard to achieve results. He said, "The future of farming demand commitment to research and development." He also called for increased marketing in such a way that products will have multiple uses.

Wright said, "The future is bright; there is no need to be pessimistic. Although there may be hard times ahead, he said in the long haul the future is optimistic. He concluded, "If some of us don't farm all of the time then all of us would have to farm some of the time."

Other speakers on the panel were optimistic about the future of farming, but candid about the role cooperatives must play.

Dr. Gene Swackhamer, president of Farm Credit Banks of Baltimore, pointed out, "We don't understand the magnitude of the adjustment (in the economy) taking place. Agriculture is not on the wave of the recovery."

He told the co-op members that co-ops cannot be all things to all people, saying, "Co-ops must recognize that they can't continue to provide members with all services and all products." He said they will have to look at divisions which don't make sense, and added that while all services may not be profitable, the end result must be profitable to the co-op.

He predicted that there will be many consolidations and mergers ahead for co-ops saying that studies show there will be fewer co-ops in the future serving larger geographical areas.

Swackhamer said there has been

an erosion of member base and loyalty, and that the number of farmers declining co-op loyalty is also declining. He said many farmers have not been farming long enough to understand or appreciate the contributions of their cooperatives. He added, "Loyalty is a condition of the heart; commitment is a condition of the pocketbook." He urged co-ops to seek commitments from their members.

Most co-ops need to develop sounder business policies, adding that many co-ops are undercapitalized. He pointed out, however, that he is optimistic about the future. "Co-ops have the resources, the potential markets and the determination to succeed."

Wayne Boutwell, president of the National Council of Farmer Cooperatives, discussed the farm bill which must be written in 1985. He set the stage for the needs of the new bill by pointing out that in 1930, some 25 percent of the population of the United States lived and worked on farms with an average acreage of 151. Today he said there are 3.5 percent living and working on farms which average 437 acres. In 1930 one out of ten acres was exported, and in 1982, two out of five acres was exported.

Despite the decrease in real figures, Boutwell noted that agriculture represents one fifth of the GNP, one fourth of the exports and one fifth of the foreign exchange earnings of the country.

Exports have been declining, Boutwell said, because of the world recession, the strong dollar and increased foreign production, as well as the inflexibility of the farm program.

The result has been surpluses, low prices and low farm income and declining land prices.

Boutwell explained that if the 1985 farm bill is not signed into law, farm policy will revert to the 1938 agricultural adjustment act and in 1949 amendment.

Boutwell said that historically the policy guiding the farm program has been to support farm income and prices; maintain adequate supplies of food and fiber; and assure the orderly marketing and distribution of products. He said he feels that a fourth policy should be added to assure U.S. competitiveness in the world markets. He said, "The competition is better at farming our farm programs than we are."

In an effort to get away from more government controls as an option and the total free market option, Boutwell suggested that the National Council of Farmer Cooperatives is considering a competitive support option, under which the farmer would be made a marketing loan at harvest, with the loan allowed to be repaid at world market price.

This would allow the U.S. to

Co-ops honor Yoder, Doran

BY SALLY BAIR
Staff Correspondent

HARRISBURG — David J. Yoder, general manager of Atlantic Breeders Cooperative, and Hal F. Doran, associate professor of agriculture education and agriculture economics extension at Penn State, were recognized at the annual meeting of the Pennsylvania Association of Farmer Cooperatives as the group met to kick-off the Co-op Month celebration.

Yoder was selected by the National Planning Committee of Cooperative Month to be honored as a "cooperative hero" for his career achievements with cooperatives. The award is intended for the cooperative leader whose life's work or a major portion thereof, has been devoted to the work of cooperatives.

In presenting the award, PAFC president Ward Cooper, said the award was presented because "Yoder has exemplified the ideals of the cooperative way of doing business in his ability to lead with foresight, using sound business principles and never losing his philosophy of 'members first' in carrying out cooperative policy."

He said that Yoder's dedication and cooperative leadership have gone beyond Atlantic Breeders Cooperative to active leadership roles in the Pennsylvania Association of Farmer Cooperatives, the AI industry and local civic, service and church organizations.

Yoder began his career with Southeastern Pennsylvania Artificial Breeding Cooperative as a technician in 1944, being named general manager later that same year. When Atlantic merged with Western Pennsylvania Artificial Breeding Cooperative, he was

remain competitive world wide, while maintaining adequate support, Boutwell said. He added that it would encourage the competition to adjust the production. The one problem with such a proposal is that it is difficult to estimate the government cost of operating the program.

named general manager of the newly formed Atlantic Breeders Cooperative.

In presenting the PAFC Distinguished Service Award to Doran, Cooper said, "PAFC has been able to depend on Hal for everything from brochure design and organizational promotion to philosophical direction of the association. His unique communicating abilities have many times assisted the association in unifying their position on a topic of concern."

Before joining the Penn State staff in 1966, Doran was a personnel manager for the Chemical and Fertilizer Division of Agway in Syracuse. He has done planning, programming and conducting educational programs in the field of agricultural business.

In other business, the following people were elected to serve on PAFC's Board of Directors: Robert M. Dever, assistant general manager of Inter-State Milk Producers Cooperative;

Donald A. Widder, general manager of United Electric Cooperative; Wayne D. Baker, director and assistant treasurer of Cumberland Valley Cooperative; James T. Compton, who operates JA-JO farm in Indiana County with his wife Mary Jo; Ray E. McMillen, who runs a dairy operation with his sons in Perry County; and Donald E. Pease, who farms 400 acres in Susquehanna County.

Randall and Paul Meabon, who own Green Meadows Farm near Wattsburg in Erie County, will serve on the Board of Directors as representative of the Co-op Couples, and Andrew M. Rill, an employee of Cumberland Valley Cooperative, will serve as youth representative to the Board.

In other business, the membership of PAFC voted to establish a full time office and hire an executive secretary to coordinate activities of the group. Currently it is served by a part-time executive secretary with assistance and support from Penn State.

Green Slopes named

All-American herdsman

HARRISBURG — Green Slopes Farm of Imler, Bedford County, was named the outstanding herdsman of the 21st Pennsylvania All-American Dairy Show last week.

More than 1,300 dairy cows live at the Farm Show Complex during the All-American — they eat and sleep, as well as get milked, clipped and bathed in preparation for their moment in the show ring.

The necessity of encouraging cleanliness prompted the Pennsylvania Dairymen's Association to present each breed with an "Outstanding Herdsman" award at the week's end. Then, one of the six receives the overall honors.

Green Slopes Farm was the Guernsey winner. The remaining breeds and winners were Ayrshire, Scotch Haven Farm of Kirkerville, Ohio; Brown Swiss, Top Acres Farm of St. Paris, Ohio; Holstein, Stookey Holsteins, Inc. of

Leesburg, Ind.; Jersey, Cowbell Acres of Canton, N.Y.; and Milking Shorthorn, Kuszmar Farm of Batavia, N.Y.

Unannounced, periodic inspections were made each day, noting such items as stall and animal cleanliness, general attractiveness, sanitary and neat equipment, and courtesy to show visitors.

Daily winners were posted on a blackboard in the main barn outside of the large arena.



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