

Cumberland Valley Cooperative Reports Drop In Sales Volume

BY KATHY GILL

Special to Lancaster Farming
SHIPPENSBURG - About 600 member-owners and guests attended the 57th annual meeting of Cumberland Valley Cooperative, held here at Shippensburg High School Feb. 21. During the meeting General Manager Henry Zajac reported that sales volume for the cooperative had dropped.

Zajac said sales dropped from \$7.1 million in 1985 to \$6.6 million in 1986. Sales reflected lower fertilizer prices as well as the fact that the cooperative did not sell corn in the fall for future delivery.

The combination of lower sales and relatively stable costs meant that CVC showed a net loss of \$366,000 for fiscal (calendar) 1986.

Zajac outlined several steps that the board and management had taken to respond to the financial pressure. First, the cooperative sold its Mechanicsburg fuel oil business. Estimates indicated that the organization would have

needed to increase sales five times to operate profitably.

Second, the cooperative sold its farm equipment and machinery line at the Shippensburg branch. The building was remodeled as a Farm and Home Center, recognizing the changing market for equipment and the needs of the local community.

Third, the board directed management to consolidate services where possible and add profitable services when possible. As a result, grinding and delivery at Longsdorf has been transferred to other locations. Moreover, fertilizer spreader trucks are being better utilized by the sale and spreading of a damp, high magnesium limestone.

In other business, president Wayne Craig recognized Floyd Mains for his contributions to CVC, both as manager and as a director. Dr. Walter Kenneth from Central Soya briefed the audience on CVC's relationship with Central Soya and their Master Mix brand.



Cumberland Valley Cooperative general manager Henry Zajac reports on the co-op's progress in 1986.

He also outlined activities at the company's research facility in Indiana.

The meeting closed with en-

tertainment provided by Debi and Chris Peterson of Huntingdon, who performed Broadway favorites accompanied by a pianist.

CVC Elects Directors

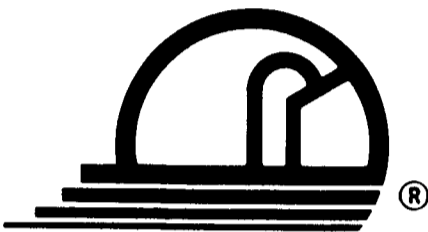
SHIPPENSBURG - Four new directors and two incumbents have been elected to the board of directors of Cumberland Valley Cooperative.

Ron Allison, Chambersburg, and R. Craig Fulton, Shippensburg, were re-elected to three-year terms. Allison is a dairy farmer in partnership with his brother, milking 175 cows. Fulton farms with his son and milks 90 cows.

Elected to their first three-year terms were Paul Hoch, Shippensburg; Lester E. Martyn, Chambersburg; J. Robert Meyers, Jr., St. Thomas; and Frank J. Yost, Newville.

Hoch milks 150 cows with his brother; Martyn has 180 dairy cows; Meyers farms with his brother, which consists of 160 dairy cows; and Yost milks 60 cows.

Computerized



FARMTRONIX

Division of ALFA-LAVAL AGRI, INC.

Feeders

Dairy Management System Quality Features of FARMTRONIX Feeders

- **Stainless Steel Construction** - Bins and structural parts are made of Type 304 Stainless Steel — the same as used in bulk milk tanks. Rustproof, corrosion resistant.
- **Cow Identifier** - The same proven IDENT00007 identifier unit is used on all models, is compatible with standard Farmtronix neck tags. Utilizes radio signal, is unaffected by dirt, moisture
- **Drive System** - Hardened steel gears, sealed needle bearings, heavy duty roller chain used throughout. One fractional horsepower gear motor drives the augers for each feed station.
- **Processor** - All units are operated and controlled by any Farmtronix Processor, a proven computer system
- **Non-Bridging Hoppers** - All hoppers are engineered with flat vertical sides to prevent bridging of feed. High Moisture Corn Feeders consistently handle 35% moisture ground cob/corn.
- **Weatherproof** - All units are designed to resist moisture. Flat hopper covers and grilles are available for larger models
- **Ground Fault Protection** - Electrical components are protected with a ground fault system which trips with a few milliamps of current leakage.
- **Printed Circuit Boards** - All operation is controlled through printed circuit boards of latest technology, for reliable operation under all operating conditions.

The system that's easy to learn.

The system that can pay for itself.

AG-TRONIC SYSTEMS

153 KRALL RD.
 MYERSTOWN, PA 17067

WE ARE YOUR **SERVICE** AND
 INSTALLATION CENTER

OFFICE (717) 866-7090
 TRUCK (717) 274-8145

CALL OR WRITE TO ONE OF OUR REPRESENTATIVES FOR MORE INFORMATION

ANTHONY'S FEED MILL
 P.O. Box 212
 Strausstown, PA 19559
 215-488-6211

HESS MILLS
 6 South Vintage Rd.
 Paradise, PA 17562
 717-442-4183

KEYSTONE MILLS
 RD #3
 Ephrata, PA 17522
 717-354-4616

UMBERGER'S OF FONTANA, INC.
 R.D. #4, Box 545
 Lebanon, PA 17042
 717-867-5161

WEST WILLOW FARMERS ASSOC.
 West Willow, PA 17583
 717-464-3386

- I AM INTERESTED TO
- HAVE INFORMATION MAILED TO ME
 - HAVE A REPRESENTATIVE STOP BY

NAME _____

ADDRESS _____

CITY, STATE, ZIP _____

PHONE _____



THE DAIRY MANAGER SYSTEM THAT SPEAKS YOUR LANGUAGE



**STRIKE
 IT
 RICH!**

**SELL
 IT**

**WITH
 A**

**LANCASTER
 FARMING
 CLASSIFIED**



WINTER CARDINAL PENDANT



A fine gold finished metal which is hand engraved inlaid with melted glass by artists portraying beauty in detail and color

\$15 Post Paid
 (We pay postage)

Send Name, Address
 And Check (Pa
 Residents Add 6%
 Sales Tax) To

**HEISEY
 JEWELERS**
 5 N Main St
 Manheim PA 17545