

Breeding Stock Sales, Membership

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 the local level, because teenagers are too busy with school and other activities to do more at the state level.

In addition to educating farmers and youth, PHA needs to help inform businessmen and legislators about the dairy industry, said Harpster. Because the economy benefits greatly from the "real" money farmers put into circulation, he feels businessmen involved with dairying should be

PHA members to learn how they can best support dairymen.

"When I pay my employees," he said, "they go into town to buy shoes, groceries, and other goods and services. This money keeps local businesses going. The more dairy farmers prosper, the more the whole local economy prospers."

Harpster brought a local bank president out to Evergreen Farms to show him what dairy farming was about, so that he would set up

a farm loan department at his bank. PHA should encourage dealers, bankers, and other businessmen who can help farmers to be members to stimulate this kind of interaction.

PHA should also combine with other dairy groups to have a united voice on political issues, Harpster said. Having a regional pricing system instead of one based on the Minnesota-Wisconsin prices is an example of an issue he would like to see the Holstein Association push for.

As PHA president, Harpster has two main goals he would like to see accomplished. The first is to increase the activity of the PHA committees. He feels strongly that the success of the organization lies

in the grassroots support that committees generate for programs designed by the staff with direction from the board of directors. Because members are all very busy, it is not an easy goal to attain, but he has confidence in the ability of committee chairmen to carry out essential member services.

Increasing the membership role by 1,000 during his two-year tenure is Harpster's second goal. Convincing more dairymen with primarily grade Holsteins and business people to join is essential to reaching this goal. Making PHA a

fun activity with more enjoyable social functions is another way he wants to attract members.

In general, Harpster is optimistic about the future of the Pennsylvania dairy industry. He predicts that Pennsylvania dairymen won't be able to produce enough milk to meet the increase in consumption from a higher state population. So even though urban expansion in eastern Pennsylvania will push farmers out of that area, dairy farms in the central and northwest sectors of the state should still thrive.

Dairylea Names Regional Manager

SYRACUSE, N.Y.— David Rothfuss of Webster, N.Y., has been named regional manager of western Central and Southern Tier New York for Dairylea Cooperative Inc.

As regional manager, Rothfuss is responsible for monitoring competitive conditions and dairy farmers' needs in his region, and for developing and implementing pertinent programs.

A Dairylea membership representative since 1989, Rothfuss formerly worked in partnership with his father and brothers on a dairy farm in Penfield, N.Y.

The Monroe Community College graduate is a member of the South Central and Rochester Area Sanitarians associations, the New York State Grange, and the Webster Republican Committee.

Rothfuss and his wife Judy have four children: Paul, Kelly, Jennifer and Kristen.



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