

Holly Milk Hosts School Economics Class

EVERETT NEWSWANGER
Managing Editor

YORK SPRINGS (Adams Co.)—High school students in rural Adams County livened up a "dry" economics course by participating in the Junior Achievement's applied economics program with nearby Holly Milk. The idea was to present agricultural illustrations into economic class settings while the students learned the mechanics of business and marketing.

The students are seniors at Bermudian Springs High School. Holly Milk is the manufacturing plant of the Atlantic Dairy Cooperative that provided the educational and financial support. And Junior Achievement is a non-profit organization that promotes economic education with practical experience through a partnership between the business and educational communities.

"They not only taught us the process of business," said Ken Toner. "They taught us to be better people. Because they brought people in to show us about how to apply for a job, we learned what we should and should not do in an interview."

Tanya Petry said she learned things she did not know about business because the class sold bears to fellow students at Christmas.

"We learned how a corporation works," Petry said. "We sold stock and ran the corporation. That really helped me learn how to run a business."

Jason Forsythe was impressed with the examples of different salary and benefits packages. The students were given three different examples and asked to decide which package would be to their best advantage.

"We were divided into groups to discuss the packages," Forsythe said. "After we discussed it, in the end the package that had the least pay with the most benefits would be the best package to accept."

Jason Balek learned about how products are priced. "People think that products are outrageously priced," Balek said. "But we priced the bears just high enough to pay our expenses, commissions and pay back the stockholders. We found that the cost of production and marketing really determines the price."

Curt Chronister said he learned that the workers really determine the outcome of how the business runs. "They showed us what would happen if one person in the assembly line was not working up to his ability," Chronister said. "The line would slow down and things would be defective."

These students related to agriculture in different ways. Several thought farming would be a desirable occupation, others gave agriculture an average rating and several students rated agriculture's desirability as an occupation as low as a three in the scale of one to 10.

But they thought farmers were very important in the overall economy because they bought equipment and supplied food for consumers. The students were impressed with the sanitary conditions in the milk plant.

They said chemicals and fertilizers were necessary but also believed that farmers are concerned about the welfare of their animals and were concerned about the environment. They mentioned the contour strips in fields to hold soil erosion as an example.

Marsha Smith, financial con-

troller, and William Schreiber, CEO of Holly, were the primary consultants. Their main task was to help students to understand the relevance and importance of the economic theories learned in class. In the process, students also acquired a better understanding of the importance of the agricultural industry.

The students made butter, created an assembly line for production, conducted a board meeting, and observed the operating decision and employment process. The concluding activity was a tour of Holly Milk's facility.

Cheryl Reinecker, class teacher, said the course includes characteristics of the American economic system and principles that influence business decisions and fosters appropriate economic decision-making skills. "The unselfish support of the personnel from Holly Milk is really appreciated,"



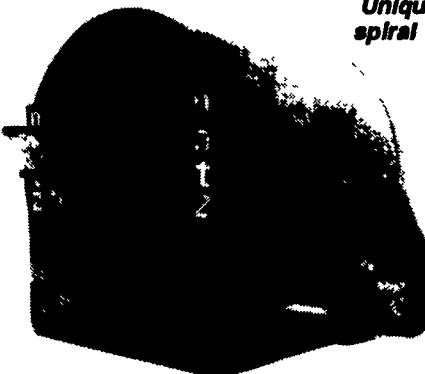
These students at Bermudian Springs High School in rural Adams County were part of the senior economics class that participated with Holly Milk in the Junior Achievement Applied Economics Program. In the photo taken at the school are, left to right, Curt Chronister, John Balek, Ken Toner, Jason Forsythe and Tanya Petry.

Reinecker said. "They have done much to help the 25 students in the course to better understand both the economic system and agriculture." And the students agree. "Will

you put in the article that we want to thank Holly Milk for helping us want to come to class?" they asked. "And will you ask them to do it again next year?"

So there you are, students. Your requests are in the article. And the answers from Holly are: "You're welcome," and "Yes, we will do it again."

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