

# Atlantic Breeders Report Good Year To Members

LANCASTER (Lancaster Co.)—Members at the Atlantic Breeders Cooperative annual meeting Wednesday were told that the organization had total revenues of over \$9 million in 1992, current assets of \$6,011,402, and a profit called total savings and income, of \$396,343. In the financial report, David Mellinger said that the strong commitment Atlantic has made to future planning and with "our rock hard financial position," the cooperative will "be there tomorrow."

"Our current year was a good one," said Harry Roth, general manager. "We had our eighth year of increases in member unit sales volume and had a very positive year in profit. Our service volume has grown 11 percent the last five

years, while direct-herd sales have increased 8 percent. This growth happened during a time when total cow numbers declined rapidly. In 1993 we implemented the first service fee increase since the late 1980's. The increase was small and not as great as the rate of increased cost of service.

"The cash position is very strong and your board is continuing to be certain that the Revolving Fund Certificates are retired in order to keep equity as current as possible. Careful control is constantly practiced to stay within the expense budget. In all likelihood, this year and next year will tell us that we might need to be even more frugal in expenses in order to maintain a good level of cash in the



The officers elected at Atlantic Breeders' annual meeting are from left, Lee Kummer, treasurer; Dwight Hawbaker, secretary; Dave Hileman, vice president and James Kreider, president.



Dr. Robert Kenney was honored for work with the A.I. industry at Atlantic Breeders' annual meeting. From left are, Harry Roth, general manager, Kenney, and James Kreider, president.

operation, and to keep a reasonable profit level.

"I feel confident that the leadership of your cooperative will be more than capable of dealing with the challenges ahead. I appreciate their foresight, their ability to assess the performance of your cooperative and to make policy decisions accordingly."

President Jim Kreider said 1992 was a good year for farmers because they had a good supply of feed that allowed for good production and income. But he said milk companies and economists are predicting a five to eight percent drop in milk prices for 1993. And he said continued pressures would come on the farmer from real estate reassessment, animal rights people, and increasing overhead while income is decreasing.

Kreider said we must plan to operate under these conditions and listed six values that the cooperative embraced--people, performance, diversity, team work, communications, and integrity.

"We are looking for a good year in 1993," Kreider said, "but we will need the cooperation of everyone. And we will need to set goals. If you don't care where you are going, any road will lead you there. Atlantic does care and believes its members deserve the best."

Each year an award is given for exceptional contributions to the AI industry. Dr. Robert M. Kenney, University of Pennsylvania, New Bolton Center, was honored for his work that extends back to the early '60's when he provided expertise in treating bulls with reproductive difficulties while he was on the staff at New York State College and Cornell Vet. College.

Kenney also fostered classroom training for students in the practical values of AI in the economics of agriculture and his keen appetite for research and technology development led him in to being a pioneer in embryo transfer work at New Bolton.

In the election that followed the meeting, all officers were

reelected. James Kreider, president; Dave Hileman, vice president; Dwight Hawbaker, secretary and Lee Kummer, treasurer.

Additional members of the executive committee include: Earl Fuhrman; David Landis and Donald Glessner.

Retiring directors were honored as follows: Donald Bair, 7 years; Harold Bollinger, 36 years and Donald Allison, 18 years.


## DHIA Set

(Continued from Page A27)

Kickadee Hill, Lawrence County, 28 points.

The lowest SCC Herd is Highland H Farms, Jefferson County with 49,000 Somatic Cells/ml. rolling average, 18.8 cows DHI Test.

Gary Truckenmiller retired from the board of directors and received a plaque to honor his six years of service.



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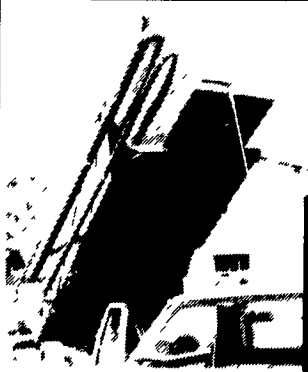
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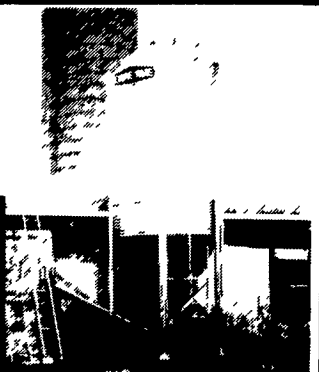
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