

# Eastern Milk Sees Membership, Milk Production Increase

SYRACUSE, N.Y. — Leaders of Eastern Milk Producers Cooperative report a trend that has them smiling — despite the growing number of farmers retiring from dairying, the 3,200-member co-op ended the 1993 fiscal year with a net growth of 100 farm families.

They also report that for the third consecutive year, Eastern had an increase in milk volume, shipping 1.8 billion pounds of milk in fiscal '93 versus 1.6 billion pounds the previous year.

Those announcements — made Sept. 28 at Eastern's annual meeting in Syracuse, N.Y. — were followed by more good news.

Revenues jumped from \$225.2

million in fiscal '92 to \$245.9 million this year, Eastern General Manager Michael Donovan said. As a marketing arm for members, Eastern passed most of the sales dollars to farmers through twice-a-month milk checks.

Gross profits grew as well, Donovan said, with the co-op paying out \$905,069 in profits to members before leaving net proceeds of \$18,467 in the co-op. Eastern returned \$776,746 in profits to members in fiscal '92, leaving net proceeds of \$128,524.

That payout continues a practice started by the board of directors in 1987 to return profits monthly to member-farmers in the form of extra cash premiums,

rather than retaining profits in the co-op. As a result, Donovan noted, Eastern has returned over \$5.6 million in profits to farmers.

Eastern President Lewis Gardner, a dairy farmer from Galeton, noted that while the co-op saw a number of members retire from farming, only 14 farmers quit the co-op to sell their milk to other markets.

"For an organization that ships milk in nine states, that's phenomenal," Gardner said. "It shows a high degree of satisfaction in the cooperative."

Eastern Milk is a dairy cooperative headquartered in Syracuse. It has 3,200 member farms in nine states, with high concentrations in

Pennsylvania, New York and Vermont. The co-op also serves member-owners in New Hampshire, Massachusetts, Connecticut, New Jersey, Delaware and Maryland.

The co-op is a partner in the largest mozzarella cheese plant in the Northeast. Located in Waverly, N.Y., near the Pennsylvania border, the cheese plant is operated by Denver-based Leprino Foods, the nation's leading manufacturer of the Italian cheese.

Eastern operates a New England office in Montpelier, Vt.; and milk receiving stations in Dover, Del., and Hinesburg, Vt.

The co-op also owns two subsidiaries: Eastern Laboratory Services, a commercial testing facility in South Waverly, and Eastern Best Products, which operates dairy stores in Pennsylvania, and a rural bulk-buying service with truck routes serving thousands of customers in a dozen states.

**MILK**  
**AMERICA'S HEALTH KICK**

## Youth Conference At Dutch Country Calf Sale

LEBANON (Lebanon Co.) — For the fourth year, a pre-sale youth conference will be featured at the Dutch Country Calf Sale, to be held at the Lebanon County Fairgrounds on Saturday, October 23.

Experts in the field of fitting and showing beef cattle and animal health will supply advice and technical information to all participants free of charge. The Youth Conference will begin at 10 a.m. and will be followed by the club calf sale at 1:30 p.m.

Elene Hitz, cattle manager of Eastern Land and Resources, Annville, will be leading the discussion on showing and fitting beef calves. "Fitting Cattle for the '90s" is the title of her portion of the conference. Elene will supply tips to young beef exhibitors on blocking and fitting a calf, along with a discussion on how to present a calf in

the show ring.

Dr. Lynn Sammons of Willow Creek Animal Hospital, Reading, will review "Health Activities For Your Beef Project." Keeping calves healthy and knowing what to do if they get sick is an important part of youth beef projects. Sammons' expertise in the field of bovine health care will bring much information to the conference.

"This is the fourth year we have brought together some of the industry's most experienced people to provide an interesting and informative morning for young people and parents alike," said Sheila Miller, sale chairman. "The past years' events were great successes, and I heard positive comments from all the kids that came out to listen and learn. I believe even the most experienced 4-H'er will walk away from this pre-sale youth conference with

something beneficial. I hope all county clubs take advantage of this free conference."

This year's sale will feature 23 calves in the ring to be auctioned by Harry Bachman of Annville. Judge Scott Hummel, Sunbury, will be selecting a champion and reserve champion calf before the sale. Crossbred steers consignments combine Angus, Chianina, Simmental, Limousin, and Maine Anjou bloodlines in combinations. Also selling are purebred Angus, Simmental, and Polled Hereford steers.

Several calves sold at previous Dutch Country Calf Sales have earned championship titles at fairs. This year, Jason Stoltzfus showed his 1992 Dutch Country calf to champion steer honors at the Elizabethtown Fair. This

(Turn to Page A45)

**EMHERR**

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 <p><b>FARMMASTER</b></p> <p><b>"STOCK GUARD" TUBULAR 1 5/8" ROUND CORNER GALVANIZED CATTLE GATES</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>4' 6 bar 1 1/2" Galv.....</td><td>\$27.99</td></tr> <tr><td>6' 6 bar 1 1/2" Galv.....</td><td>\$32.99</td></tr> <tr><td>8' 6 bar 1 1/2" Galv.....</td><td>\$39.99</td></tr> <tr><td>10' 6 bar 1 1/2" Galv.....</td><td>\$43.99</td></tr> <tr><td>12' 6 bar 1 1/2" Galv.....</td><td>\$49.99</td></tr> <tr><td>14' 6 bar 1 1/2" Galv.....</td><td>\$58.99</td></tr> <tr><td>16' 6 bar 1 1/2" Galv.....</td><td>\$63.99</td></tr> <tr><td>18' 6 bar 1 1/2" Galv.....</td><td>\$72.99</td></tr> </table> <p>(2" Round Also Available)</p>	4' 6 bar 1 1/2" Galv.....	\$27.99	6' 6 bar 1 1/2" Galv.....	\$32.99	8' 6 bar 1 1/2" Galv.....	\$39.99	10' 6 bar 1 1/2" Galv.....	\$43.99	12' 6 bar 1 1/2" Galv.....	\$49.99	14' 6 bar 1 1/2" Galv.....	\$58.99	16' 6 bar 1 1/2" Galv.....	\$63.99	18' 6 bar 1 1/2" Galv.....	\$72.99	<p><b>HEAT LAMP BULBS</b></p> <p>Clear - 125 W - 250 W Your Choice <b>\$1.49 Ea.</b> Red 250W <b>\$3.69 Ea.</b></p> 
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<p><b>FIMCO HIGH PRESSURE POWER WASHER</b></p> <p>2000 P.S.I. 3 G.P.M. <b>\$799.99</b></p> <p>Also Available - 3000 P.S.I., 4 G.P.M. <b>\$1,599</b></p> 	<p><b>HEY POULTRYMEN LONG LIFE LIGHT BULBS</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>25 Watt</td><td>130V</td></tr> <tr><td>40 Watt</td><td>5000 Hr.</td></tr> <tr><td>60 Watt</td><td>Case Lot</td></tr> <tr><td>75 Watt</td><td>(120 Bulbs)</td></tr> <tr><td>100 Watt</td><td><b>\$37¢/bulb</b></td></tr> </table> 	25 Watt	130V	40 Watt	5000 Hr.	60 Watt	Case Lot	75 Watt	(120 Bulbs)	100 Watt	<b>\$37¢/bulb</b>						
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<p><b>TEXACO ANTI-FREEZE COOLANT</b></p> <p><b>SPECIAL PRICES</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>1-24 Gal.</td><td>\$2.99 Gal.</td></tr> <tr><td>24-48 Gal.</td><td>\$2.87 Gal.</td></tr> </table> 	1-24 Gal.	\$2.99 Gal.	24-48 Gal.	\$2.87 Gal.	<p><b>PIG HEAT LAMPS</b></p> <p>Heavy duty aluminum reflector complete with hanger and double-wire guard. High heat porcelain socket with 18/2 SBT UL listed cord (round vinyl), 9' cord Reg. \$5.99 Ea. <b>SALE \$5.99 ea.</b> By Case of 10</p> <p><b>BJ 209</b></p> 												
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<p><b>MiraFount</b></p> <p><b>THE ORIGINAL ENERGY FREE WATERER...COPIED BUT NEVER EQUALLED</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; vertical-align: top;"> <p><b>2 HOLE MIRAFOUNT</b> 20 Gal. Capacity...<b>\$349.99</b></p> </td> <td style="width: 50%; vertical-align: top;"> <p><b>1 HOLE MIRAFOUNT</b> 15 Gal. Capacity.....<b>\$300</b></p> </td> </tr> </table> <p><small>Capacity: 150 head beef, 60 head dairy, 2-8" openings. No. 3360</small></p>	<p><b>2 HOLE MIRAFOUNT</b> 20 Gal. Capacity...<b>\$349.99</b></p>	<p><b>1 HOLE MIRAFOUNT</b> 15 Gal. Capacity.....<b>\$300</b></p>	<p><b>MJM GRAIN AUGERS</b></p> <p>Includes: Heavy Duty Motor Mount</p> <p>Complete Utility Auger is shown at left. Complete assembly includes intake guard and adjustable intake sleeve, metal spout, motor mount, pulley, belt and shield (everything except motor and motor pulley).</p> <p><b>UTILITY AUGER</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td>4"x11" - \$116.95</td> <td>6"x11" - \$189.95</td> <td>8"x11" - \$319.95</td> </tr> <tr> <td>4"x16" - \$139.95</td> <td>6"x16" - \$229.95</td> <td>8"x16" - \$369.95</td> </tr> <tr> <td>4"x21" - \$159.95</td> <td>6"x21" - \$269.95</td> <td>8"x21" - \$419.95</td> </tr> </table> <p>*Extensions Available</p> <p style="text-align: center;"><b>\$49.99</b></p> <p>Black Polyethylene Grain Auger Hoppers</p>	4"x11" - \$116.95	6"x11" - \$189.95	8"x11" - \$319.95	4"x16" - \$139.95	6"x16" - \$229.95	8"x16" - \$369.95	4"x21" - \$159.95	6"x21" - \$269.95	8"x21" - \$419.95					
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## PUBLIC AUCTION

**Two Parcels of Real Estate - 1:00 PM**  
**Household Goods - 12x20 Insulated Office Building**  
**Komaski 6000 lb. Fork Lift - Wagons**

**Thursday, October 28, 1993**  
**9:30 AM**

**Auction held on site in Mifflin Township, Dauphin County, PA, two and a half miles North of Berrysburg. From Route 25 go North on Route 225 to Mountain Road West.**

**Parcel #1**

Consists of forty seven acres. Improvements thereon consist of a two and a half story all brick 4 bedroom house. First floor has eat-in kitchen, dining room, living room, one bedroom, daylight basement with laundry. Second floor has 3 bedrooms. House has full bath, on-site sewage and well, enclosed porch. Two story building with horse box stall, ground level has living quarters with kitchen, living room, bedroom, bath. 2 ponds, great view, also 32x72 metal building presently used to manufacture.

**Parcel #2**

Has fifty acres of land, 30 acres in cultivation, stream, approximately one mile of road frontage on Mountain Road and Route 225.

Terms on Real Estate - 10% down sale day, final settlement 1993.  
Parcels will be offered separately and as an entirety.  
Shown by appointment. Call 717-896-2788 or 215-593-2828.

**Personal Property - Crafts - Inventory**

Komaski 6000 lb. fork lift, 2000 orig. hrs., side shift, serviced regularly, in excellent condition, bought new by Stoltzfus; storm front carriage with roller bearings, hydraulic brakes; spring wagon; 8x8 utility shed; 12x20 building, sells separate; kitchen cabinet combine; recliner chair; 2 sofas; roll top desk; 4 burner tan gas stove; tan gas refrigerator; propane heater; propane grill, like new; 10 wall battery clocks; painted and unpainted decoy geese; 2 Stihl chain saws; bar saw; portable compressor with engine; propane gas tanks; power mower; push mower; light cabinet; Coleman gas iron; cedar siding; vinyl siding; kiln dry bagged shavings; foam brushes; chicken nests; lawn spreader; more items not listed; Stoltzfus' are moving their business south.

**Auctioneer:**  
Steve Steve Jr. **Petersheim**  
**215-593-AUCT**  
**AU 001349L**

**Auction Held For:**  
**Melvin A. & Rebecca Stoltzfus**  
**Jack Hurley**

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