

Dairylea Hires Anna

SYRACUSE, N.Y. — Edward D. Anna of Batavia, N.Y., has joined Dairylea as director of corporate development. As such, he will serve in a senior management position with respect to Dairylea operations, including membership, milk marketing, affiliate and industry relations, milk pricing, and regulatory matters.

"Ed Anna brings a wealth of experience and knowledge to the Dairylea team," Chief Executive Officer Rick Smith said. "His extensive dairy background will complement and strengthen our management team. We expect Ed to be a key asset and to make an invaluable contribution in our dealing with an increasingly complex industry."



Edward D. Anna

Prior to joining Dairylea, Anna established DDM (Dairy Development and Marketing) Consultants in Batavia, N.Y. In this capacity, Anna represented a variety of cooperative and proprietary organizations, while at the same time, serving as president of United Dairy Services. As president, he assisted in more than doubling United's membership, while significantly decreasing costs over three years.

Anna worked in several senior administrative positions before entering the consulting field. He was general manager of the Regional Cooperative Marketing Agency for three years and was executive vice president of the Empire Cheese Group of H.P.

Hood, in Cuba, N.Y., for two years, where he was responsible for all operations.

In addition, he served as assistant general manager for Upstate Milk Cooperatives for eight years, where his efforts contributed to the cooperative's success in acquiring eight processing plants, doubling its marketing area, and expanding its product line.

Earlier in his career, Anna taught dairy food and environmental science at the State University of New York at Canton.

Anna received a bachelor's degree in agriculture science from

the University of Georgia and a master's degree in food science from North Carolina State University. He supplemented his science-oriented degrees with a business administration emphasis.

Anna serves on the Board of Directors for Genesee County Cooperative Extension and on the Agricultural Advisory Council for the State University of New York at Alfred. He also has been associated with the New York State Milk and Food Sanitarians and the New York State Cheese Manufacturers Association.

Red Power Roundup Set

HOOKSTOWN (Beaver Co.) — The 5th annual Red Power Roundup will be hosted by the Beaver Valley Antique Equipment & Crafts Association, Inc. here on September 15-18.

Plans are being finalized for this to be the largest gathering of International Harvester equipment on the East Coast.

The Beaver Valley Antique Equipment & Crafts Association, Inc., is a nonprofit group formed in November 1983 to encourage and foster knowledge of farming and industrial procedures of the past, to promote fellowship and good times between old and young, and to commemorate all persons who invented and used

these machines and procedures.

The national and worldwide club of International Harvester Collectors was formed in July 1990.

At this year's show, there will be daily activities of threshing of grain, baling of straw, cutting corn into silage, steam engine operating, making of apple butter, crafts, tractor games, flea market, gas engines, kids games, plus much more. Daily parades and nightly events are also scheduled.

There are several motels and campgrounds in the area. The greater Pittsburgh International Airport is just 25 minutes away. For more information, contact the secretary, Mary Kaye Shutt, (412) 573-4404.

Diversification At Heart Of Farm Survival

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owned it are getting older. They just can't hang on to it, with the taxes. All the farmers are in their 60s. There are very few young farmers."

Their son, Jeff, realized the living to be made in the ever-expanding lawn and garden industry. Dick said that Jeff started selling fertilizer and grass seed and saved the money from helping with the farm business to fuel the landscape supply house he operates.

For Dick, he ends up traveling to Lancaster to sell his feed and to pick up all his equipment, parts, and supplies.

Waiting for conditions

For now, Dick is concentrating on the weather, waiting for drier conditions to settle in before finishing the sorghum planting. (Sorghum requires a soil temperature of at least 60 degrees to grow.)

On average, Schmalz harvests nearly 100 bushels per acre of sorghum and about 150 bushels per acre of shelled corn. Last year, everything came out right for the corn. The soybeans, however, didn't do as well, averaging only 30 bushels per acre, way under the profit margin for Schmalz.

Some ground has a lot of rocks, and the condition of the sorghum soil is red shale and lots of clay, sand, and stones.

He regularly limes the soil (about every three years per individual tract) to an average of about 150 acres per year. Also, he carefully monitors weed conditions to ensure the right herbicides are used. Insects haven't been a problem.

Try other varieties

The variety of sorghum seed he used was new. Dick said he wants

to try other varieties for this growing season.

Dick and Carole picked up the sorghum award at the 1993 convention in Nashville, Tenn. They enjoyed the trip to Tennessee and have looked forward to other such events.

"It's nice to talk to other people around the country and see how they do things," said Carole.

"You talk to those farmers out there, (and they say) 'I farm 10,000-15,000 acres or so,'" said Dick. "Their garden is probably as big as my whole farm operation!"

Before, at the farm's peak, Schmalz and family owned two lime spreaders, a tractor-trailer, and another truck. But something was always going wrong with the equipment, which meant nothing but headaches to the family, according to Carole.

"We have the trucking, we have the lime spreading, he hauls in fertilizer, he has Dekalb, that's enough," said Carole.

"We were the biggest farm spreader in Bucks County for a long time, until we scaled down," said Dick.

In the past, according to Dick, farmers cash-cropped fresh-market fruits and vegetables and made a good living. But not anymore.

Carole acknowledged that farming has been a tradition for her husband.

"Our businesses have supported our farming, and they always have," said Carole. "Farming is something that he does because he loves to do it, but we couldn't make a living on farming. We couldn't have raised the kids and sent Michael to college and had any kind of life if it hadn't been for all the businesses that Dick started."

Public Auction Register

Closing Date Monday 5:00 P.M.
of each week's publication

JUNE

SAT. JUNE 11 - 10AM Household, antiques, farm equip. & misc. Located 7 1/2 miles S. of Hagerstown on Taylor's Landing Rd. From Hagerstown, take Sharpsburg Pike (Rt. 65 S.) from I-70, 7 1/2 mile to Tylors Landing Rd. on right, 1/4 mile to sale. Watch for signs. Estates of Elenar Shinnham. C. Floyd Davis, auct.

SAT. JUNE 11 - 10:30AM, Complete Dispersal Of Cabinetmaker & Woodworking Shop Plus Antique Furniture. Located At Clifton Industrial Center, Mill Street, Clifton Heights, Pa. Sale Ordered By Mr.

Robert Reber & Mr. Kenneth Garrett. George H. Wilson, Auct.

MON. JUNE 13 - 10AM Real Estate, 22,000 sq. ft. bldg. on 7 acres. \$600,000 in building materials. Sale Site Buy-Rite Lumber, 1299 N. Delsea Drive (rt. 47) Glassboro, NJ. Affiliated Auct.

FRI. JUNE 17 - Kish Valley Dairy Sales 9th Anniversary Sale. Located on the Corner of S. Walnut St. & Front Mountain Rd. - Belleville, Pa. Bryan D. Imes, auct. Sherman Glick, owner.

SAT. JUNE 18 - 9AM, Furniture, Farm Equip., Power Tools, Antiques & Collecti-

bles, Lawn & Hand Tools. Located 938 Stone Hill Rd., Conestoga Twp., Lanc. Co., Pa. (Dir.: Rtes. 272, 741 Or 324 To West On Long Lane 4 Or 5 Miles To Left On Stone Hill Rd. To Auction). Sale By, Mrs. John H. (Sarah) Stoner. Roy & Eric Probst, Aucts.

SAT. JUNE 18 - 9:30AM 1990 Ford Bronco, Guns, DR suite, fiesta, depression, glassware, fine china. On premises #116 Hillside Ave, West Grove, Boro, Chester Co., Pa. Just off Rt. 1 bypass. Only 45 minutes N. of Bel Air, Md. By Mr. & Mrs. Lawrence P. Taylor. Jeffrey E. & Harry W. Whiteside, aucts.

SAT. JUNE 18 - 10:30AM New & Used Tack, Other Consignments. Gouverneur, NY Rt. 11 S. of the Village. Don Peck, auct.



AUCTION

EXCEPTIONAL HORSE DRAWN EQUIPMENT

SATURDAY, JUNE 18TH

10:30AM

LOCATED: GOVERNEUR, N.Y., RT#11 SOUTH OF THE VILLAGE

PARTIAL LISTING AS FOLLOWS: (COMPLETE LINE OF ITEMS FROM ONE LOCAL FARMER) Single Horse Wagon, Double Seated Buggy with Top & Side Curtains, Heavy Set of Bob Sleds, Wooden Wheel Lumber Wagon with Box, Oliver Sulky Plow, IH #6 HD Mower on Steel with 6' Cut, Single Horse Mower on Steel with 4' Cut, Single Horse Breaking Cart, Phaeton Single Seat Buggy with Groom Seat, Wicker Basket Pony Buggy, 2 Set of Miniature Bob Sleighs, 2 Single Seat Cutters, Single Horse Vineyard Plow, 3 Wooden Wheel Wagons, IH 2 Way Sulky Plow, 2 Horse Tedder, 2 Horse Digger, Double Horse Cultivator, Walking Plow, Single Disc., Wooden Wheels, 3 Horse Hitch, 1 Horse Seeder, Buggy Seats, Single Trees, Poles & Phills, Eveners, Whiffle Trees, Leather Cloth Face Collars, Pony Harness, Harness Parts, Plus Much, Much More. (THESE ITEMS HAVE BEEN STORED AND IN LIKE NEW CONDITION). OTHER CONSIGNMENTS: Amish 2 Seated Buggy on Rubber with Top & Side Curtains, 3 Seated Wagon with Top on Steel Completely Restored, Amish Buggy Nearly New with 12V Light System-Hyd. Brakes-Wipers-Hard Rubber Tires, Double Seated Light Sleigh Built in Late 1800's, 2 Cutters, Buggy, Nickelson Tedders, Papec Blower on Steel, 2 Waterloo 1 Lung Engines, Buggy, Dump Rake, Plows, 6' Mower, Harrows, 2 Row HD Corn Planter, Steel Wheels, Buzz Saw, Thrashing Machine, Plus More Arriving Daily.

NEW & USED TACK: Australian Saddles, Barrel Racing Saddles, Roping Saddles, Pleasure Saddles, English & Western Saddles, Lead Ropes, Lung Lines, Whips, Saddle Pads, Bits of all Kinds & Sizes, Fly Spray, Head Fly Nets, Hoof Picks, Saddle Racks, Harness Hangers, Hardware, Pony Harness, Horse Harness, Feed Buckets, Corner Feeders, Plus Much, Much More!! ALSO Large Selection of Used Tack.

AUCTIONEERS NOTE: This is a Very Large Sale with all items in Real Nice Condition. DON'T LET DISTANCE STOP YOU FROM ATTENDING THIS SALE!!! Sale Order: Tack at 10:30AM, Equipment to Follow at Approx. 1PM. For More inf. Contact Our Auction Office. Preview of Items Friday June 17th. Tack sold Under Tent, Bring Your Chair. If You Have Items to Consign, Call Our Auction Office for Details. Plan on Attending. See You There!!! TERMS: Cash or Good Check Sale Day, 10% Buyers Prem. Applies Except on New Tack.

SALES MANAGER: DICK BYRNS
PH: 315-287-1789
AUCTIONEER: Don Peck
PH: 315-287-2938

AUCTIONS PLUS OF GOVERNEUR, INC.

REAL ESTATE AUCTION

SATURDAY, JUNE 25, 1994

5:00 P.M.

LOCATED IN BEALE TOWNSHIP, JUNIATA CO. 7 MILES SOUTH OF MIFFLINTOWN, PA JUST OFF RT 35 ALONG BIRD HOLLOW ROAD.

(5) 3 TO 5 ACRE WOODED AND CLEARED BUILDING LOTS. SURVEYED - SUBDIVIDED - PERKED. ELECTRIC AVAILABLE. FOR MORE INFORMATION PHONE 717-527-2449

ESTATE OF
RUTH J. TANNER
CAROL R. TANNER • DALLAS D. TANNER
CO-EXECUTORS

AUCTIONEER:
BRYAN D. IMES
AU-001656-L

OUTSTANDING AUCTION

SAT., JUNE 18, 1994

9:30 A.M.

LOCATION: ON PREMISES: #116 Hillside Ave., West Grove, Boro, Chester County, PA. Just off Rt. 1 By-Pass. Only 45 minutes N. of Bel Air, MD.

Partial List: 1990 "Eddie Bauer" Ford Bronco w/3,500 orig. garage kept miles (Cream Puff). (12) Guns; Parker Bros. 12 ga. dbl. Rem. Mod. 14 & 141 .35 cal. Rem. 870 & 760, Savage 99-C, Brown Bear 60# compound bow, etc. Beautiful 10pc. mahogany DR Suite, Vict. marble-top stands, bureaus, RARE 1930's metal "Zeppelin" pull toy, Fenton, Fiesta, Depression, Glassware, Fine China, Complete selection of Home useables, asst. tools, (NEW) John Deere TRS-27 6hp. snow blower (used 2x), 1986 Olds sta. wagon.

COME EARLY STAY LATE!

BY ORDER:

Mr. & Mrs. Lawrence P. Taylor,
Owners

Jeffrey E. & Harry W. Whiteside, Aucts.
(610) 932-2114 or 2291
PA & MD Licensed Service

Estates Bought/Appraised/Cleanouts