

Case IH Introduces New Combine To Local Dealers

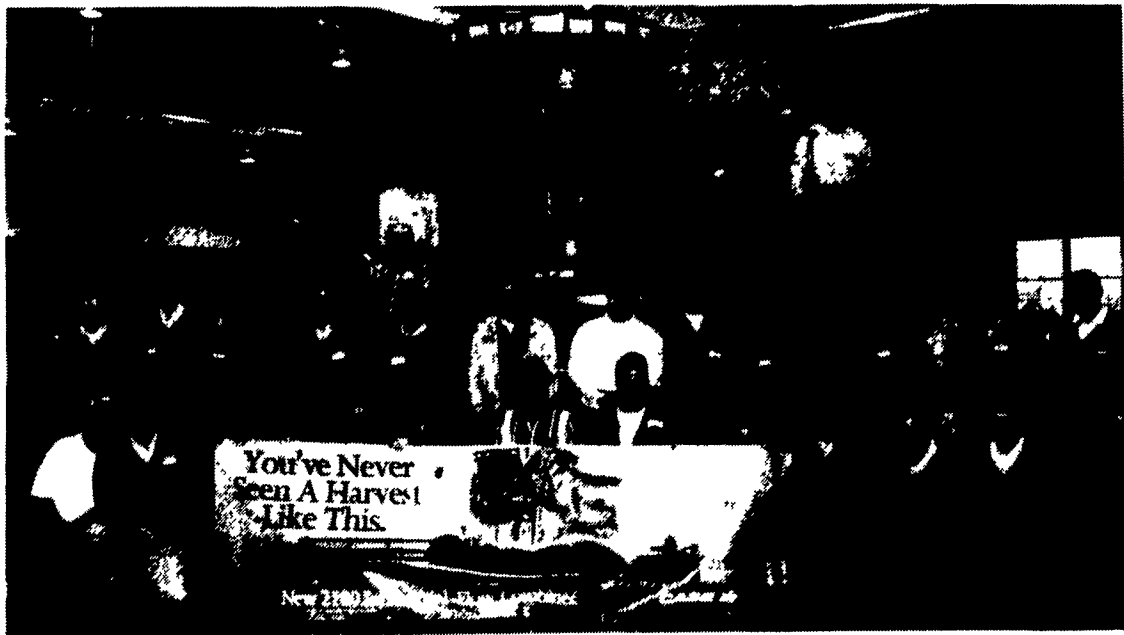
LEBANON (Lebanon Co.) — Fifty regional Case IH dealers from a five-state area met at the Lebanon Fairgrounds last Thursday and Friday to learn about the new innovations in their products for 1995. The unveiling of the new Case IH 2100 Series Axial-Flow combines was one of the special events at the meeting. The 2100 Series Axial-Flow combines feature an all-new cab as well as upgraded electronics, hydraulics, and power train.

Harold Bower, area sales manager, said the meetings were held to introduce the new features of the equipment and give sales and technical training to the dealers.

For more than two years, Case has brought owners of Case IH and competitive brands of combines to its combine manufacturing plant in East Moline, Ill., to review the design and construction of its

machines. Case has also sent engineers and manufacturing personnel into the field with dealers and customers to gather information and feedback about equipment performance and features. Customer input obtained from these activities has been used to develop the new line of combines.

Attending the dealer meeting were C.B. Hooper, Intercourse; Hooper Equipment, Middletown, Del.; Eckroth Bro., New Ringold; H & E Equipment, Dover, Del.; Elliott Equipment and Hardware, Easton, Md.; Carlisle Farm Service, Carlisle; Chambersburg Farm Equipment, Chambersburg; Leatherbury Equipment, Cheriton, Va.; White's Farm Supply, Canastota, N.Y.; J. C. Lucas, Cazenovia, N.Y.; Columbia Tractor Inc., Claverack, N.Y.; Ashland Implement, Inc. Richmond, Va.



Fifty regional Case IH dealers from five states gather around a new 2100 Series Axial-Flow combine at the Lebanon Fairgrounds. The dealers met for a sales and technical information meeting.

Atlantic District Three Meeting Held

EVERETT NEWSWANGER
Managing Editor
QUARRYVILLE (Lancaster Co.) — The annual meeting of

District 3 of the Atlantic Dairy Cooperative was held Tuesday. Robert McSparran, director, said that ADC continued to pay over-

order premiums, but it is not a guaranteed thing for the future. "The price of milk is not good," McSparran said. But it would have

been worse if you didn't get the over-order premium. We can't expect the rise in population to continue to consume all the additional milk we are producing. And milk is coming from Texas and New Mexico into Florida. I cannot help but think this will put additional pressure on milk supplies in the east.

Richard Norton, general manager, MAMMA, the milk promotion group, said activities for milk promotion include advertising, school food service, supermarket promotion, public relations and nutrition education. He said the promotional campaign has taken on the theme of "Milk, help yourself." This is a continuation of the "Milk, fitness you can drink," and "Milk, it does a body good."

Robert Dever, CEO, Atlantic Dairy Cooperative, said the cooperative was successful in 1994 and noted that the trend was toward larger processors. Ten processors buy almost all of the milk produced by Atlantic members, and five of those large companies buy 75-80 percent of the milk.

Dever said this trend is expected to continue, but said this was not necessarily bad because these companies were using milk and milk products as one of the segments of

the food distribution.

He predicted that milk prices will be lower in 1995 from 1994 because of growing production and excess of supply. He also said high support prices from government probably will be nonexistent in the future.

Young Bros. represented by Ray Young accepted the 50 year member award. Little Briton Agri Supply was award the top quality premium award for meeting the quality requirements for 12 consecutive months.

In the election of officers, and delegates, the following members were named. In the Delta Local, Harry Bickel, president; Leonard Greek, vice president; and David Druck, secretary/treasurer. Delegates are Bickel, delegate and Greek alternate.

In the Southern Lancaster Local, Scott Kreider, president; Millie Widmann, vice president; and Jay Ranck, secretary/treasurer. Delegates are Willis Nolt; Widmann; Matthew Young; Glenn Aument; James Long, Edward Zug; and Ray Young. Alternates are, Jay Ranck; James Hess; Dwayne Peifer; Robert Wentworth; Ken Wiker; Don Trimble; Bob Wagner; and Carl Kreider.

Mt. Joy Farmers Cooperative

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cooperatives, "... and remember from whom prosperity comes."

In general, the membership received a higher price per hundredweight for its milk this past year, as well as marketing more milk than ever.

The cooperative also received a better contract for its leased tractor rigs, both on the straight lease price and the mileage rate which adds to a savings of \$10,000 for the year, according to Earl Dehney, fieldman and manager for the cooperative.

Additionally, a new fleet of Peterbilt tractors are being leased, with the Ryder Co. taking back the 1993 models. According to Dehney, Ryder has been very pleased with the maintenance and care of the leased equipment, and thus is rewarding that with newer vehicles to lease, while it uses the other ones in another part of its rental business.

An extra tractor is being added to the nine the cooperative has used, to bring the number of tractors up to 10, because of the increased in membership.

Further, Dehney said that not a drop of the cooperatives milk was dumped because of last winter's storms, despite the fact that drivers and farmers had some close calls and tricky situations.

It was also announced that the cooperative has sold its Mt. Joy office and has purchased a tract of land just outside the borough's boundary lines on which to construct a building for an office, rest rooms, work area, and a two-bay garage for trucks.

In fact, part of the change to the bylaws — which were the original ones passed when the cooperative was founded in 1934, according to the legal representative briefing the membership on the changes — was made so that the cooperative can build its headquarters outside of the borough lines. The original bylaws restricted the location to within the borough's borders.

Work on the new headquarters is expected to begin this spring. Occupancy is anticipated to occur during the summer. In the meantime, the cooperative is renting the offices it sold.

According to a note in the

cooperative's financial statement, the cooperative paid \$38,891 in addition to an exchange of land and buildings for land. The deal was completed Dec. 28.

As far as the bylaws changes, each member was provided a copy of the proposed revisions in advance of the banquet and meeting.

Additional changes to the bylaws include a change in the statement of the purpose of the cooperative, which is to market milk; to change the bylaws to provide flexibility in setting when the annual meeting can be held; to increase the membership quorum from 15 percent membership to 25 percent; to change the nominating process to allow committee review; to increase the limit of the amount of money the management of the cooperative can borrow without member approval from \$25,000, as set in 1934, to \$500,000; a change of three articles to reflect modern federal tax codes and provide details for how profits are distributed to members, and how tax liability is shared by members; and a change so that the liability for directors is such that they can not be sued for acting in a reasonable manner on behalf of the cooperative.

It was also reported that the level of required member equity has been reduced significantly over the past several years to its current level of \$5,028. Members were also encouraged to use their annual report in doing business to show the strength of the organization to which they belong.

Dehney also said that three member-producers have expanded their operations during the past year, while 12 installed larger milk tanks, in order to reduce the number of tanker pickups required (it reduces the cost for the producers and the cooperative).

He said that the FDA spot check rating for the cooperative was 91 percent (85 percent required), and that another check is coming, so members have to keep on top of maintaining clean equipment and proper procedures.

Dehney also said that inspection sheets are expected to change slightly, and that before any members change things on the farm,

they should give him a call, to make sure that the proposed work doesn't create a problem for passing inspection.

It was also announced that the cooperative has undergone a change in image — it has adopted a new farm sign which depicts a cow at the top and a milk truck at the bottom of the sign. The signs are available through the cooperative.

In other business, the cooperative's top 10 producers were also announced. The top five include Kenneth Zurin, whose operation produced 6,103,316 pounds of milk; John Landis, 5,770,618 pounds; Arlin Benner, 3,791,401 pounds; Meadow Vista, 3,553,441 pounds; and Brubaker Brothers (Luke and James), 3,377,598 pounds of milk.

Overall, the cooperative shipped 168,178,061 pounds of milk in its 1994 fiscal year, although the cooperative's production actually rose above that because of the addition of members.

Four cooperators received recognition for earning either a 10-cent per cwt., or a 20-cent per cwt. premium for 12 consecutive months. There were Harold Witmer, Lester Weaver, Kenneth Zurin, and Alwine Farms. In addition, 16 members were recognized for earning premiums for 11 consecutive months.

County Dairy Princess Amy Espenshade, whose parents are cooperative members, addressed the group telling of her observations of how urban sprawl has been overtaking the landscape, putting pressure on the farming community in many ways, in addition to low milk prices and soaring overhead costs, and expert-recommended additional purchases of such items as computers so farmers can stay competitive.

She said her parents' farm has been in her family for 125 years, and she hopes it continues. However, she said she expects the strength of the cooperative to help keep the farming community viable in the area.

In other election results, Robert Brandt was re-elected to the board of directors.



The 50-year award was presented to Young Bro. From left, Edward Zug, president; Ray Young, accepting the award; and Robert McSparran, director.

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