

Maryland and Virginia

(Continued from Page A19)

tained for several months and there will not be a plummet in prices. The butter market influences the

milk price also. While butter prices have risen significantly, Walgrove does not believe that is entirely

good.

"Consumer resistance grows if prices are too high. We don't want to lose sales," he said.

Walgrove also spoke of the frustration he felt while the Farm Bill was being hammered out and the effects it will have on the dairy industry during the next few years.

The 10 federal orders on the East Coast, he predicts, will be consolidated into three.

Walgrove reported that Marva Maid, the bottling division for the cooperative had a record year last year. New markets were established in schools and military.

The company is experimenting with ultra high temperature (UHT) pasteurization of products. At this point, the cooperative is not willing to invest in the expensive equipment required to produce the product but is paying another plant to package UHT products for them.

The cooperative leaders pledged to work to get the most out of the market place to return to members.

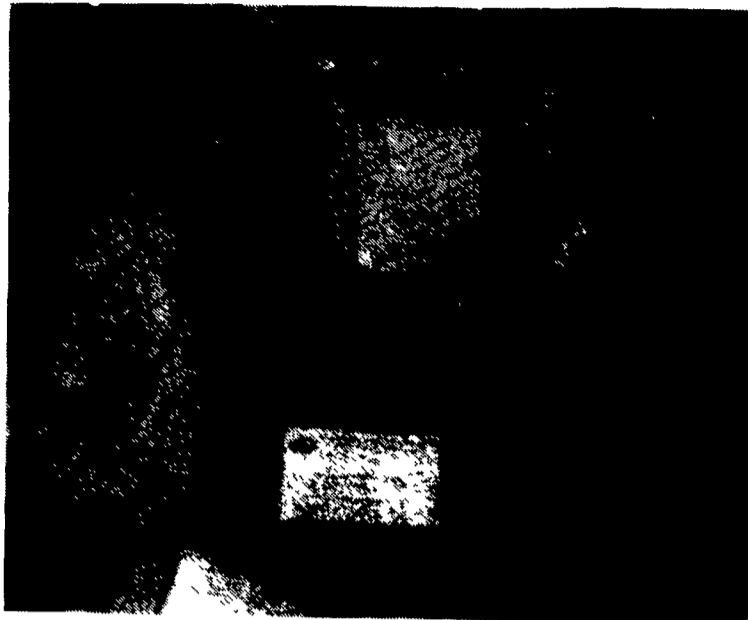
"We can't rest on the laurels of the past," Walgrove said of the company's decision to establish an in-resident person to answer ques-

tions about trading and the futures markets. New products and world trade are also being pursued.

To stay on the cutting edge of change, Walgrove said, "There may be strategic alliances with

other companies in the future but it must benefit them and us."

In other business, quality awards were given to David R. and Ruth G. King, Joseph B. Osborn, and to Marvin S. Nolt.



Joseph Osborn, right, receives a quality award from Alan Grove.



Thomas and Jennifer Lawrence, Young Cooperator runners-up, talk about the strength of the cooperative and how to best utilize its services.

CONESTOGA

HI-MAG **Agricultural Lime Spreading** HI-CAL

Cash Discount Savings on Delivery
Call Toll Free day and evening
1-800-724-3277
Serving PA, MD, Delmarva, NJ, NY & (LI)

ANIMAL HOUSING EXPO

October 29-30, 1996

Lebanon, PA

The design and construction of animal housing facilities has a long-term impact on the health and productivity of farmers' flocks and herds, and on the long-term profitability of their farm businesses.

The Animal Housing Expo affords livestock, dairy and poultry producers an opportunity to get ideas and assistance in the design and construction of animal housing and handling facilities. They can visit with commercial exhibitors, talk to other producers, observe a variety of displays and demonstrations, and hear what local and national experts have to say on numerous topics of interest.

OCTOBER 29, 1996

9:00 a.m. to Visit Exhibits
3:00 p.m. See Demonstrations

SPEAKERS

10:00 a.m. *Practical Solutions to Control Cattle, Poultry and Swine Odors*
Mike Williams, Ph.D.
N Carolina State University

11:00 a.m. *A Parlor for Every Budget*
Doug Reinemann, Ph.D.
University of Wisconsin

11:00 a.m. *Swine Demonstration by*
Ken Kephart
Penn State University

12:30 p.m. *Hoof Trimming Demonstration*
Dale Moore
Penn State University

1:30 p.m. *Obtaining Permits for Agricultural Expansion*
Tim Royer, P.E.
Timber Tech Engineering, Inc.
Womelsdorf, PA

OCTOBER 30, 1996

9:00 a.m. to Visit Exhibits
3:00 p.m. See Demonstrations

SPEAKERS

10:00 a.m. *Nutrient Management Issues for Cattle, Poultry, and Swine Producers*
Mike Brubaker
Brubaker Agronomic Consulting Service, Ephrata, PA
Robert Graves, Ph.D.
Penn State University

11:00 a.m. *Your Family Business Goals*
Don Rodgers, V.P.
First Pioneer Farm Credit, ACA, Enfield, Conn.

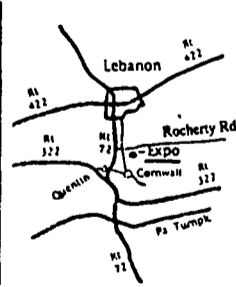
12:30 p.m. *Hoof Trimming Demonstration*
Brian Reed, Agricultural Veterinary Associates, Manheim, PA

1:30 p.m. *Greenhouse and Other Dairy Shelter Alternatives*
Robert E. Graves, Ph.D.
Penn State University

COMMERCIAL EXHIBITS, DISPLAYS AND DEMONSTRATIONS

- Free-stall Design
- Tie-Stall Design
- Tunnel Ventilation
- On-Farm Composting
- Air Distribution
- Hot Weather Animal Comfort
- Sand Bedding
- Floor Surfaces
- Natural Ventilation
- Water Quality
- Nutrient Management
- Farm Safety
- And Many More

FOOD - FREE ADMISSION



DIRECTIONS

From the Lancaster-Lebanon exit of the Pennsylvania Turnpike, take Route 72 north toward Lebanon for about 6 miles and turn right onto Rocherty Road. Proceed about half a mile to the fairgrounds. From Lebanon, take Route 72 south. About 1 mile south of the light at Cedar Square Plaza, turn left onto Rocherty Road. Proceed about half a mile to the Lebanon County Fairgrounds.

SPECIAL THANKS TO ALL OUR EXHIBITS AND SPONSORS OF THE 1996 ANIMAL HOUSING EXPO!

- Acme Engineering
- Aerotech, Inc.
- Agpro, Inc.
- Agri, Inc.
- Automatic Farm Systems
- Babson Bros. Co.
- Binkley & Hurst Bros., Inc.
- Cedar Crest Equipment
- Craft-Bilt Construction
- Cummins Power Systems
- Empire Agri-Systems, Inc.
- Farm Credit of Pennsylvania
- Farmer Boy Ag Systems, Inc.
- Fisher & Thompson, Inc.
- Frey Brothers Mfg.
- Greenhouse Supply, Inc.
- Keystone Financial, Inc.
- King Construction Company
- Kipe Steel
- Lancaster Dairy Farm Automation
- Lapp's Barn Equipment
- Lebanon Valley Enterprises
- Manada Construction Company
- Martin Water Conditioning
- McLanahan Corporation
- Mid-Atlantic Agri Systems
- Northeast Agri Systems, Inc.
- Progressive Pressure Systems
- Protiva
- Rigidply Rafters, Inc.
- Star Silo
- Telmark, Inc.
- Timber Tech Engineering, Inc.
- Trenwyth Industries, Inc.
- Tri-County Confinement Systems, Inc.
- Triple H Construction
- J.B. Zimmerman and Sons
- Paul B. Zimmerman, Inc.

ODOR CONTROL?

CLEAR THE AIR WITH **magic circle** NOW - a positive suppressant for foul animal manure odors!

DEODORIZER

a thousand uses in:
POULTRY HOUSES, BARNs,
STABLES, KENNELS, INSTITU-
TIONS, SEWAGE PLANTS,
REFUSE AREAS, etc

Magic Circle Deodorizer is the first technically formulated, easy to use, heavy duty application that will positively alleviate foul odors.

J.C. ENRLICH CHEMICAL CO., INC.
500 SPRING RIDGE DR. • P.O. BOX 13848
READING, PA 19612-3848 • (610) 372-9750
TOLL FREE 1-800-488-9495