

Dairylea Named One Of Top 100 Cooperatives

SYRACUSE, N.Y. — Syracuse-based Dairylea Cooperative, Inc. has been named one of the top 100 cooperatives in the country by National Cooperative Bank (NCB). In their annual list of the "Top 100," Dairylea ranked 41 of more than 47,000 cooperatives in the U.S.

Now in its ninth year, NCB's "Top 100" list spotlights the nation's most successful cooperatives that have generated at least \$287 million in revenue in 2000.

Dairylea is named regularly in NCB's top 100. "We are pleased to consistently achieve this standing" said Dairylea CEO Richard P. Smith. "It certainly is indication of the success and strength of the members of Dairylea and of cooperative structure."

With more than 2,500 member farms located throughout the Northeast, Dairylea Cooperative's annual sales approached \$1 billion. Founded in 1908, today they market more than 5.5 billion

pounds of milk on an annual basis, making them the largest milk-marketing organization in the Northeast.

Through its holding company, Agri-Services, LLC, Dairylea provides a variety of resources for its member farms, including insurance coverage, loan programs, milk price risk management services, livestock marketing, and investment and retirement planning.

Through Dairy Marketing Services (DMS), its joint venture with Dairy Farmers of America's Northeast Council, Dairylea assists in managing a milk marketing system that includes more than 7,000 farms and 11.5 billion pounds annually.

According to NCB, a democratic and open relationship provide a solid foundation for a successful cooperative thus enabling them to offer maximum benefits to its members.

Farm Link Plans Beginning Farmer Workshop

MANHEIM (Lancaster Co.) — With less than two percent of Americans calling themselves farmers and many of those earning more than half of their income off the farm, beginners ask, "How can I get into farming in the current farm economy? What does it take?"

Pennsylvania Farm Link's Beginning Farmer workshop on Feb. 16 will emphasize that a successful farm start-up is not dependent on age, size, type of farm operation, or previous career selection. Instead, success relies more on negotiating a good fit between your personal and financial resources, your farm and family goals, and the way you decide to enter farming. High school and college students, as well as adults who are considering a career in farming, are urged to attend.

Keynote speaker, Kathleen Kelley, a cattle rancher from Colorado, will tell us her views on how beginners can survive and make a go of it in very difficult conditions. She believes that risk taking is essential to the survival of agriculture in our country and will tell us her views on how "creative new entrepreneurs are our best hope."

A panel of farmers will discuss their start-up strategies including taking over your family's farm, taking over another family's farm, and starting from scratch.

Melanie Dietrick, who is

working on her parents' farm, will address her efforts to expand the family's resources through value-added production.

Master Farmer Phoebe Bitler will describe her start-up strategies on non-family dairy farms leading to the eventual purchase of their own farm and their succeeding efforts to help beginners.

Ways to start from scratch will be addressed by Allen Kemmerer who currently operates a wholesale vegetable operation.

Afternoon sessions will include on farm apprenticeships including some real life examples of apprentices and mentors who experience a successful working relationship.

Diversification strategies though adding value to raw farm products and side-line ventures such as raising breeding stock, farm tours, and custom work for other farmers will be highlighted.

Beyond inspiration, participants will receive practical knowledge and advice on how to

convince your banker you have what it takes, protect your land and water resources, protect your investment through crop insurance, develop a marketing plan, learn how to scout out market leads, and a hands-on approach to developing your business plan.

The workshop will be held on Saturday, Feb. 16 at the Holiday Inn in Grantville, from 8 to 4. The cost of the workshop is \$30 for an individual, \$50 for a couple and \$20 for a student. Registration and payment is required by Feb. 12 and includes lunch. Please contact Pennsylvania Farm Link at 717-664-7077 or email at pafarmlink@redrose.net for more information and a brochure.

Pennsylvania Farm Link is a non-profit organization governed by a Board of Directors representing diverse agricultural interests and works to "create farming opportunities for the next generation."

South Central District To Meet

HARRISBURG (Dauphin Co.) — The South Central District of the Pennsylvania Holstein Association will conduct a meeting Thursday, Jan. 31, to discuss the 2002 South Central Show and other Holstein activities.

The meeting will be at 11 a.m. at the Old Country Buffet, Rt. 22 east, Colonial Park/Jonestown

Road exit, Rt. 83, Harrisburg.

All Pennsylvania Holstein Association members from Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry, and York counties are invited.

All Pennsylvania Holstein members from south central Pennsylvania are invited to attend.

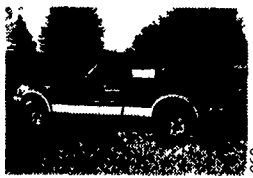
GET READY!

WHEN WINTER ENDS AND SPRING BEGINS, BE READY WITH THE RIGHT TOOLS FROM MID-ATLANTIC AGRISYSTEMS

PUMPS & MORE



Complete Undercarriage for Houle Spreader
Fits any Houle Model EL66 Tank up to 4500 gal., 23 1 x 26 Tires @75% tread, 4" spindles w/10 bolt hubs



1998 Ford F250
5 4L Triton, 78K, 4WD, New Brakes & Tires, Trailer Hitch
\$15,500



(3) Used/Rental Irrigation Reels
(1) 3 25" x 950'
(1) 3 0" x 900'
(1) 3 75" x 1100'



(2) Used Houle 5250's
(1) 1998, (1) 1997
28L x 26, brakes, lights



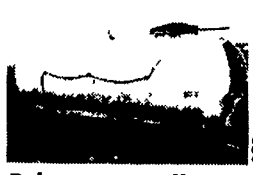
AgriChopper Round Bale Chopper
All hydr controls
(Buy sold separately)



3 Used Lagoon Pumps:
(1) Gehl 30'
(1) Houle 32'
(1) Butler 40'

- 32' Lagoon Super Pump - Rental
- 8'-12' Tri Model AgiPump - Rental
- (2) Irrigation Pumps - Rental
- Maxi Pump - Rental
- 42' Multi-Purpose AgiPump - New

TANKS & SPREADERS



Balzer 4800 gallon Topfill Truck Tank
Hyd drive, Hyd top lid, Exc shape, 2 yrs old
\$8500



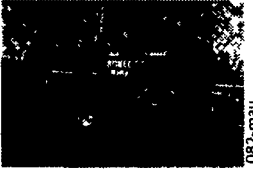
Houle '01 spreaders:
'01 Houle 5250 gal Spreader w/28" x 26 tires
'01 Houle 3150 gal Spreader w/21 5 x 16 5 tires



'01 Houle 3850 gal. Rental Spreader
w/28L x 26 tires, brakes & lights



'01 Houle 4800 gal. Rental Spreader
w/28L x 26 tires, brakes & lights



(2) Houle 5350 gal. Spreaders
w/28L x 26 tires
(1) '94 Model (1) '96 Model



• B-Model Mack w/4000(?) Gallon Tank (030-mau)
• Barron & Brothers 20' Litter Spreader (032-mau)

MID-ATLANTIC agrisystems

LIQUID WASTE EQUIPMENT SPECIALISTS

www.midatlanticagri.com

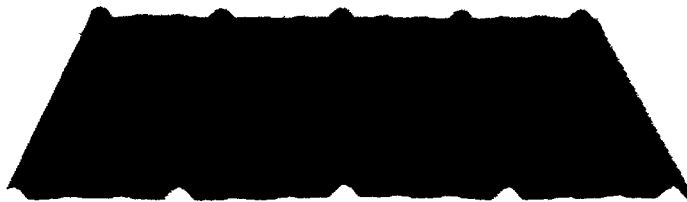
1-300-222-2948 • 717-529-2782

4019 Ashville Rd • Quarryville, PA 17566

Proudly Featuring: **HOULE** In the U.S. 2000 **Cadman** POWER EQUIPMENT

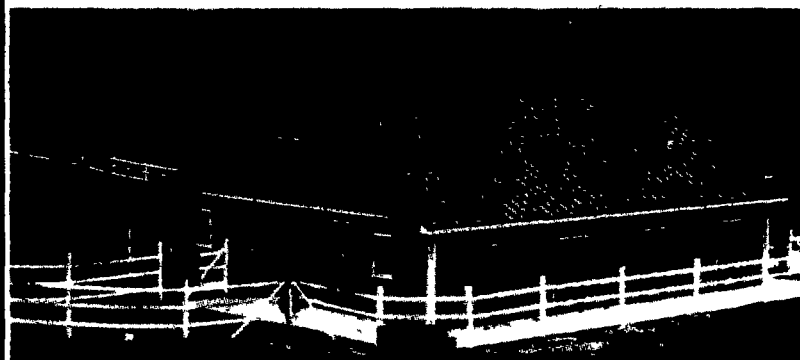
Buy the Best Post Frame Building Materials

Grandrib 3[®] PLUS



All this adds up to...

- Grandrib 3[®] PLUS is backed by an industry leading:
- 35 Year Sidewall & 30 Year Roof Paint Warranty
- 25 Year Sidewall Corrosion Warranty
- 20 Year Roofing Corrosion Warranty
- 10 Year Edge Rust Warranty



Complete Building Packages, Trusses And Glue Laminated Timbers

The Best Metal Warranty

10 Layers of Protection

Up to 50% Stronger

Thicker 29 Gauge Steel

25% - 50% More Galvanized Coating

FABRAL

TPI TRUSS PLATE INSTITUTE ACTIVE MEMBER

717-866-6581
701 E. Linden St.
Richland, PA 17087



301-334-3977
1283 Joni Miller Rd.
Oakland, MD 21550