



**AgEcon** SEARCH  
RESEARCH IN AGRICULTURAL & APPLIED ECONOMICS

*The World's Largest Open Access Agricultural & Applied Economics Digital Library*

**This document is discoverable and free to researchers across the globe due to the work of AgEcon Search.**

**Help ensure our sustainability.**

Give to AgEcon Search

AgEcon Search  
<http://ageconsearch.umn.edu>  
[aesearch@umn.edu](mailto:aesearch@umn.edu)

*Papers downloaded from **AgEcon Search** may be used for non-commercial purposes and personal study only. No other use, including posting to another Internet site, is permitted without permission from the copyright owner (not AgEcon Search), or as allowed under the provisions of Fair Use, U.S. Copyright Act, Title 17 U.S.C.*

## Adapting To A Changing Sector

Bobby Prigel  
Glen Arm



# Adapting To A Changing Sector







History



# Conventional dairying





Increase Cow Numbers





Decrease Employees



# Increase Production







Grass Based





Cost of Production





Efficiency Of Scale





Limited Volume





Other Cost Increase





Milk Price Stagnant



# Organic Certification



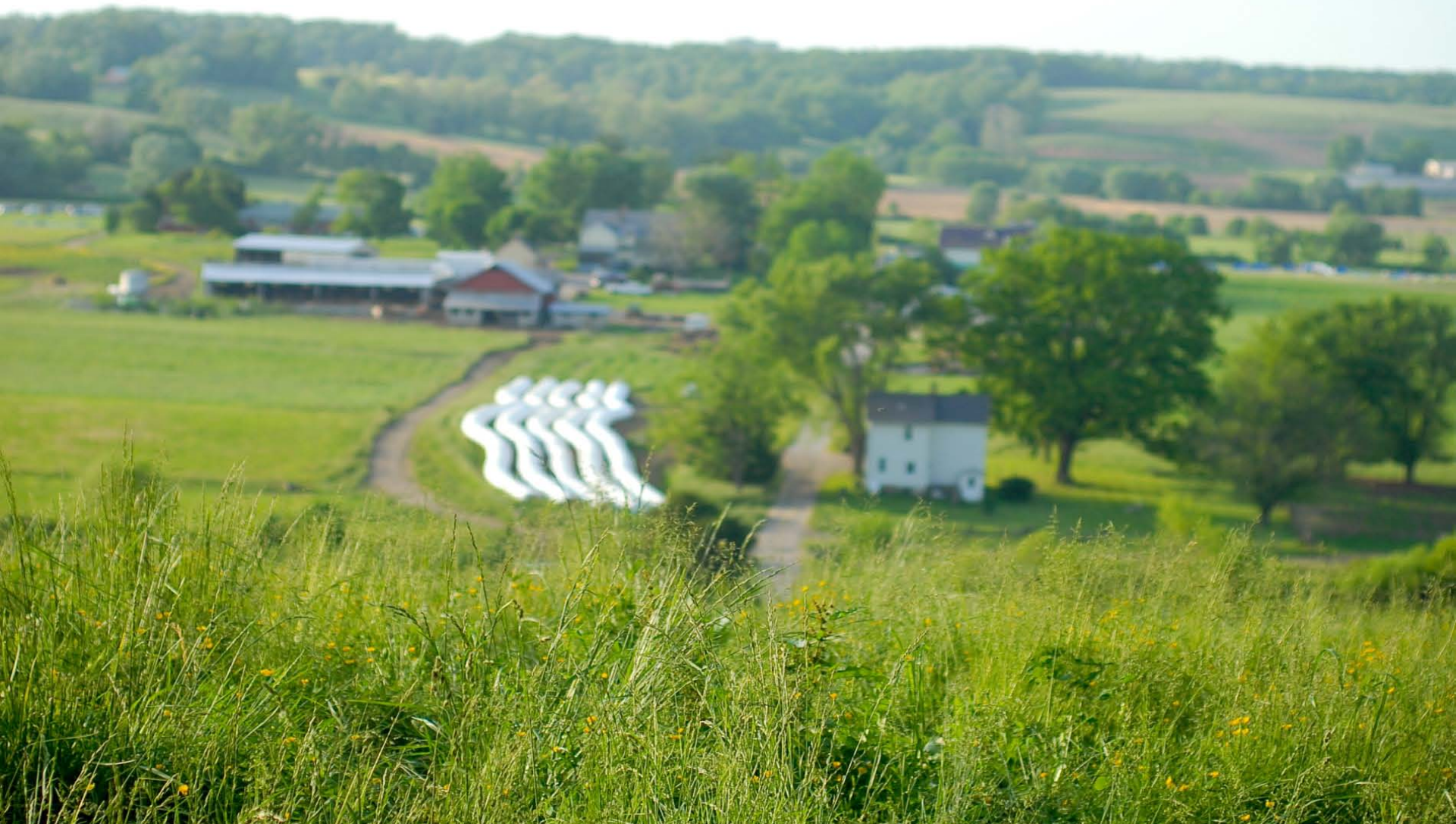


# Still A Commodity





# No Control Of Price





# Value Added





Consumer Are Here





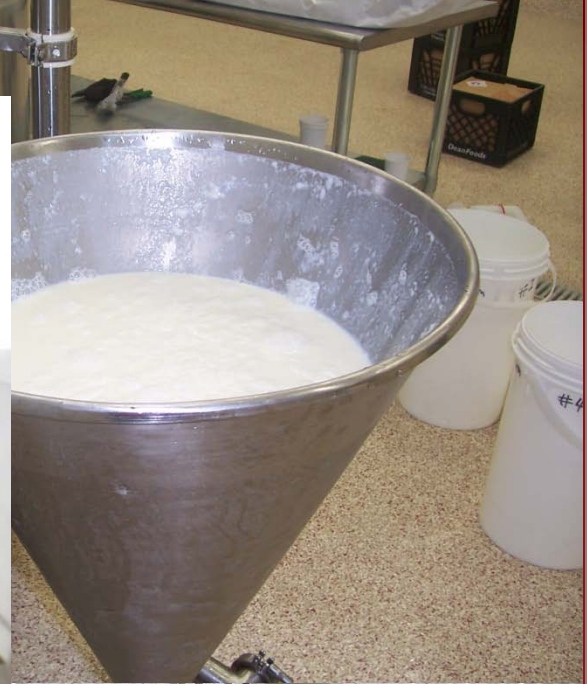
We Receive Full Value Of Our Porducts



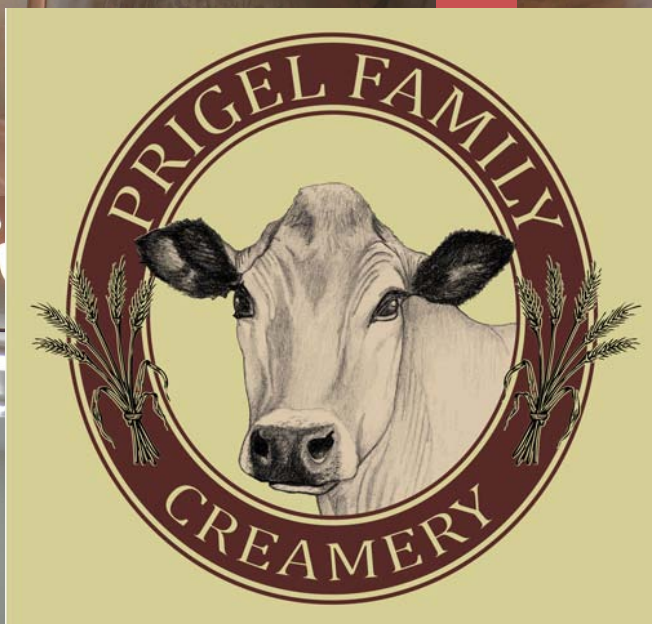














Opportunities Are Endless







Change





Necessary





Not Everybody Has An Appreciation For Change





