

## \$6.35 Price For Milk Asked By Producers

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in this area, the increased costs of roughage and grain normally chasing increased quantities of roughage and grain that have raised on the farm in past years will cause the cost of producing milk to increase during the months when such supplies are needed. On this basis, Inter-State requests at least an additional 20 cents a hundredweight above the \$6.15 annual level for the January through March 1958.

"Thus, Inter-State recommends that the present price of \$6.35 be continued through March 1958."

A cut-off date for emergency relief pricing was also set by Inter-State.

"On April 1, 1958, if conditions are normal and additional feed supplies are no longer needed, the price would return to the recommended annual level of \$5.75, which would be in proper relationship Class 1 price," Honan added.

The hearing in Lancaster was one of a series being held by the commission. Most of the hearings have been in relation to adjusting prices to the increased costs of production brought about by the dry summer.

Commissioner Uhl said that the commission will have to hold an additional hearing or conference, now planned for Harrisburg in the near future, before any legal decision can be made.

However it is doubtful that the commission can decline an adjustment in prices. Armstrong testified that as of Sept. 3 pastures in Lancaster County were gone, the corn crop was only 50 per cent of normal farmers got only 40 and 20 per cent of normal second and third cuttings of hay, and 75 per cent will have to buy grain and hay.

There were, however, two voices at the hearing against higher prices to consumers. Scully presented a three point program designed to help super-market sales of milk. They were

1. Increase the spread between home delivered milk and milk at the store to three cents a quart.
2. Lower half-gallon prices by half a cent a quart.
3. Allow no premium for homogenized milk.

All of the milk produced by Scully's company is sold through stores, and he said that 60 per cent of the production is in half-gallon containers.

As a reason for dropping the premium on homogenized milk, he said that the cost of homogenizing is only .036 cents a quart. He said that he favored leaving a premium on Vitamin D and high fat milk. The present premium for milk over 4 per cent butterfat is one cent and the premium for homogenized milk is also a cent a quart.

Frank Eshelman, R2 Manheim, an independent producer, backed Scully's proposal. He said that it is time to give the housewife a break by letting her buy in the stores and paying her the difference in home delivery costs.

He said that the need for a more efficient marketing system is apparent and that a shortcut to the consumer must be found.

Eshelman put the load of finding this short cut on the back of the dealer and retailer.

The dealers in asking for a price increase pointed out that in six representative dairies in the Lancaster area, labor costs are up eight per cent and overall costs are up five per cent.

The six dealers had total sales of \$5,563,702 last year.

Of this, \$1,341,416 was paid out in salaries and wages, \$3,789,000 was marked up as costs of salse (this includes money paid to farmers for raw milk,) other costs were \$911,000, leaving an operating profit of \$220,638, which is 3.9 per cent of total sales.

However Pfantz, in his testimony, showed that dealers are realizing 10 per cent on their net worth and 8.1 per cent return on their employed capital.

## New Members Appointed to USDA Agricultural Research Committee

Secretary of Agriculture Ezra Taft Benson has announced four new appointments to his Department's Agricultural Research Policy Committee.

They are Paul S. Armstrong of Los Angeles, retired general manager of Sunkist Growers, Inc., cooperative citrus marketing organization; Hary B. Caldwell of Greensboro, N. C., master of the North Carolina State Grange; Dr. C. Bruce Lyon of Philadelphia, Pa., director of research on chemicals for the firm of Rohm & Hass, and Leroy Getting of Sanborn, Iowa, a cattle and lamb feeder.

On the 11-man committee they replace Roy Battles, Homer L. Brinkley, Frank J. Haumont, and Dr. C. G. King, whose terms of appointment have expired.

The committee, established under the Research and Marketing Act of 1946, gives advice to USDA on research and service work and helps to get the cooperation of producers, farm organizations, industry groups and federal and State agencies in carrying out such work. Its quarterly meeting is being held now in Washington.

Armstrong recently was named a special consultant to review USDA services to farmer cooperatives. He is a graduate of Michigan State University and was awarded an honorary doctor's degree by that institution in 1946. He was general manager of Sunkist Growers for 25 years prior to his retirement last January. He has been a member of the Board of Trustees of the Nutrition Foundation, a director of the Los Angeles Chamber of Commerce and is a trustee of Pomono College.

Dr. Lyon holds degrees from the University of Nebraska and

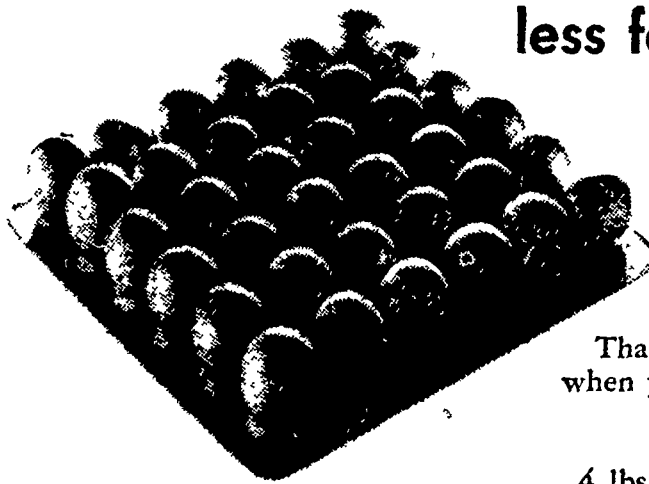
the University of Chicago. He was employed by USDA from 1938 to 1944 in plant pathology and soils research. Before joining Rohm and Haas in 1953 he was engaged in research for the Hawaiian Pineapple Co.

Getting operates a large farm on which he feeds lambs and cattle. He is a past president and a director of the Iowa Wool Produc-

ers Assn. director of the National Wool Marketing Assn. director of the Iowa Assn. of Soil Conservation Districts; a member of the Iowa Natural Resources Council; a director of the State Farm Bureau, and a former member of the USDA Sheep and Wool Research and Marketing Advisory Committee.

Caldwell has been a member and chairman of USDA's Cotton

and Cottonseed Research and Marketing Advisory Committee for several years. He is also a member of the National Planning Association's agricultural committee and of the Advisory Budget Commission of North Carolina. He was first secretary-treasurer of the American Plant Food Council, and formerly served as secretary of the Farmers Cooperative Council of North Carolina.



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