

## Milk Co-ops To Provide Markets Bargaining Agency Official Says

Milk marketing cooperatives are being forced to erect milk processing plants in order to guarantee alternative markets for their production farmers were told Monday night.

Clair Pineo, research economist with the Metropolitan Milk Producers Bargaining Agency told milk producers in a meeting at Mount Joy that the Agency is "very close to deciding where to put up a plant."

Pineo said to meet the 90 million pounds of milk the agency would need to have committed to make construction or purchase of a plant profitable cooperatives are being asked to commit 30 per cent of their production to the agency.

Tom Tedesco field man for the agency said the move is needed to handle 'homeless milk' in periods of flush when present plants can not handle increased volume of milk and more of the surplus has to go into the low value surplus products.

Tedesco said 20 milk plants in the New York milkshed have closed since the first of January this year and 30 more are expected to close before the end of the year.

Pineo blamed the switch from cans to bulk tanks and the outdated facilities with the closing of plants.

He said there are only five modern efficient plants in the milkshed and these are incapable of handling the excess milk in times of flush. At such times many other, less efficient plants have facilities which are called into service.

"If we have to price milk at the break-even point for the inefficient manufacturer to turn it into butter and cheese instead of the higher value utilization products of ice cream cottage cheese and cream we are depriving ourselves of a reasonable return."

Pineo drew attention to what he called a fine line of pricing above which the dealers would not take all the

milk every day. He said while the bargaining agency had as its primary aim to get the highest possible price for the producer's milk, it has to set a price where handlers will accept all the milk that is produced every day.

"As of July 1 we are under a pricing structure never before in effect in the milkshed," he pointed out, where by prices in New York are tied to the U.S. average manufacturing milk price with sea-

sonal adjustments. If we had been under the present structure last year, manufacturers using Class III milk would have been paying 17c per hundred pounds more than they did.

If under the higher price structure the handlers continue to take all the production "we will know the dealers have been fooling us in the past," he said but added, "I don't think they have."

The proposed opening of a manufacturing plant would give the cooperative a better bargaining position. Pineo believes, by removing enough excess milk from the market

that handlers would have to compete for the available supply.

The supply of milk will not go downward in the next few years, Pineo believes, and he pointed to the number of young stock, at the highest point in 8 years, and to higher producing cows.

If farmers are going to keep producing at an increased rate he said the cooperatives are going to have to supply some alternative markets. The member cooperatives in the bargaining agency have been asked to commit 30 per cent of their production as well as a proportionate share of the \$100,000 for the new plant

The Mount Joy Farmers Cooperative, co-sponsors of the meeting, (with Interstate Milk Producers Cooperative) probably would be asked to supply less than 30 per cent to the manufacturing plant because of its record of high Class I utilization and nearness to market, officials of the cooperative believe.

### Keep Eggs Cool

Carl Dossin, Penn State extension poultry specialist, recommends gathering eggs often during hot, summer months, and removing animal heat from them as soon as possible.

## Take Guesswork Out of Dairy Feeding...

The amazing new electronic COWculator eliminates profit loss from over feeding or under feeding. . . helps you obtain the greatest possible income over feed cost. Taking into consideration all the variables which affect milk profits, the COWculator electronically computes the Maximum Profit Feeding program for each cow. . . . in just 60 seconds.



MELVIN KOSER, one of nine FIELDMEN employed by Lanc. Co Farm Bureau, works out of our New Holland Branch. MEL is well qualified to help you feed more efficiently for greater profits. If a Farm Bureau FIELDMAN is not calling on you, please call Lancaster EX 4-0541 collect, and the FIELDMAN assigned to your area will contact you promptly. Our FEED SPECIALIST, Allen Mackey, will gladly visit your farm with your FIELDMAN when requested.

DO IT NOW, take advantage of the services that are yours — Call Farm Bureau for details of our scientific plan for profitable dairy farming.

NOW you can  
**"Cowculate"**  
the best feed level  
for cows on pasture!

**PASTURE CAN'T DO IT ALONE** For peak milk production, supplement your pasture with Farm Bureau's popular DARI-PAK Dairy Ration. It's available in 14% and 16% tasty Coarse Texture or palatable Pellets. Take yours in bags or bulk — either way you benefit from our Grain Exchange Program — full retail price for your home grain. Ask about our Large-User Program — extra discounts and refunds based on size of deliveries and volume of feed used.

## Start Today... Feed the Farm Bureau Way!

Qualified FIELDMEN are anxious to serve and assist you in designing a PROFITABLE DAIRY FEEDING PROGRAM

For Prompt, Courteous Service,  
In Bags or Bulk, Call . . .

Lancaster                      Manheim  
EX 4-0541                      665-2466

New Holland                      Quarryville  
ELgin 4-2146                      STerling 6-2126



Tv

## HONEGGER LAYERS

Best by Test —

Proved Internationally

254 hatcheries

(real Hatcheries,  
neighbor!)

in

United States

Canada - Mexico

Asia - Europe - Africa

There's one near you!

J. HOWARD MOORE

R. D. #1

LITTLETON, PENNA.

Phone: MADison 6-5108

Windle's Hatchery

COCHRANVILLE, PA.

Phone: Atglen LY 3-5941