

Lancaster Farming

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County Dairyman Pioneers Retail Milk Sale At Farm

by Everett Newswanger
Staff Reporter

There is a lot of work and headaches in this business," says Arlington Miller when speaking of his five month old retail milk operation. Arlington pioneered the "Sell milk right at the farm in gallon jugs" idea in Lancaster County when he built a beautiful sales room adjacent to his milk house. Trading under the "Elmdale Farms Dairy" label, this Registered Guernsey Breeder sells raw milk in gallon containers at the farm.

The milk from the 36 cow dairy herd is carried to the 300 gal bulk tank for cooling. Each day a fresh supply of retreating milk is pumped from this tank to the 150 gal. holding tank in the sales room to be tapped out for Miller's customers at 75 cents a gallon. The milk that is not sold at the farm is shipped to the HERSHEY Chocolate Company, HERSHEY, Pa.

Because of the nature of Miller's operation, the milk house and sales room at Elmdale are constantly visited by Federal and State inspectors (at least once a month).

"You can't be doing this and something else," said Arlington. "The place must be

kept meticulously clean." But he feels the inspectors are not the real problem. It's the milk you have left when your retail customers have been satisfied. This milk must be sold at the wholesale manufactured price which averages only \$3.50 a hundred pounds.

"This will leave you in the 'Red' for at least a year until you have built your trade," stated Miller. Part of this deficit can be recovered with the farm produce and ice cream which the Miller family also have for sale in their store.

Other problems include the long hours in the sales room necessary to accommodate the consumer, the license and the \$7,000 extra investment it cost to build the sales room and buy the holding tank, the people who want to see the cows during the milking operation, and the necessity of changing clothes before going from the cow stable to wait on a customer in the sales room.

How do the people who buy the raw milk like it? Arlington tells of a small family who used only six quarts a week of the pasteurized type milk before becoming his patron. Now they buy four gallons a week of the high quality fresh milk produced at Elmdale.

And this is not an isolated case. For many people it seems to be a case of drinking more milk now and enjoying it more.

Mr. and Mrs. Miller and their three sons — Clair age 17, Carl age 14 and John age 9 — operate this growing family enterprise which is located northwest of Lititz in the town of Elm.



Mrs. C. L. Nestleroth purchases a gallon of raw milk from Carl Miller, son of Mr. and Mrs. Arlington Miller, Elm. The Miller family have opened a store to retail the milk from their Registered Guernsey herd right at their Elmdale Farm. L. F. Photo.

Youth Leaders In County From Latin America

As part of their Conference program about 60 leaders of the Inter-American Rural Youth group visited Lancaster county on Monday, August 31.

This group came from 18 countries in Latin America, plus Puerto Rico. Their visit to Lancaster county was to observe our 4-H programs in action.

In the morning they visited the farm of Elvin Hess, Jr., to see dairy, beef, lamb, corn and tobacco projects. Three of the Hess children are 4-H members, and their father is a 4-H leader. They also observed a model 4-H meeting and a demonstration on making the famous Pennsylvania Dutch shoofly pie.

The next stop was the Elmer Lapp farm, Kinzer RD. Here they saw electricity being generated by a water wheel and a six-horse Conestoga wagon which Mr. Lapp demonstrated. They discussed farming and farm problems with the Lapps, and then moved on to New Holland where they were the luncheon guests of the New Holland Machine Company.

Lunch was followed by a panel discussion by volunteer 4-H leaders and members which was moderated by Mrs. Doris Thomas and Winthrop Merriam of the County Extension Service.

Our youth club work is so well-supported and highly organized that it is probably difficult to realize that this may not be so in other parts of the world.

However, the youth programs in Latin America are in their infancy compared with ours. What are some of their problems? Howard E. Law, Director of the Inter-American Rural Youth Program of San Jose, Costa Rica told the group in Washington DC that they must increase enrollment ten times if they are to achieve the effect they desire.

Law said that unless the rate of enrollment can be greatly stepped up, the rural youth program costs will be so high and their impact so

Weather Forecast

Temperatures for the five-day period Saturday through Wednesday will average 2 to 7 degrees above normal. It will be generally warm most of the period except cooler Sunday and Wednesday. The normal high and low for the period is 79 degrees and 59 degrees.

Precipitation of 1 to .5 inches will result from scattered showers. These will occur mostly in the northern districts on Saturday and again on Tuesday.

Sugarbeets: A Sweet Crop For Lancaster Farmers?

Will sugarbeets be a crop of the future in Lancaster county? This is an idea that is being tested by the Pennsylvania State University — not just for Lancaster county, of course, but for the whole state.

On Tuesday, September 1, a group of Extension specialists from Pennsylvania State University and their guests toured the sugarbeet plots in Hershey and in our area to observe the progress to-date.

Dr. Clarence S. Bryner, Extension Agronomist, from P. S. U., said that the Extension Service was not ready to state at this time that sugarbeets were, or were not, a possible crop for Lancaster county. He said there were a lot of figures to be gathered and analyzed before such a statement would be meaningful.

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New Dairy Show Set For Sept. 14

The new All-American Dairy Show to be held in the State Fair Show Building September 14-17 will be the biggest international open dairy exposition this year in the U.S., and perhaps in the whole world.

With entries coming from 15 states and Canada, the 2,200 milk has already been passed. This figure is expected to go higher when animals from a preliminary junior show advance to the main event under a late registration privilege.

The appointment of six breed superintendents for the

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Farm Calendar

- Sept 8 8:00 p.m. — Manor Young Farmers meeting at Penn Manor High School in the Ag room. Plan meetings for next year.
- 10 a.m. — Farm Women Society 22 meet at Lancaster Shopping Center for a hike.
- Sept 11 8 p.m. — County Convention ASC delegates at Lancaster county ASCS Office 1466 Manheim Pike, Lancaster.
- Sept 12 — Ladies Auxiliary, Ronks Fire Co annual chicken corn soup supper served and take-outs after 10 a.m.



Group of P. S. U. Extension specialists examine progress of sugarbeet crop at Field Research Laboratory near Landisville. Dr. Albert Hunter, Professor of Soil Technology shows a beet pulled at random from the plot. L. F. Photo.