

● **Juggling**

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baker sells eggs, bacon, cottage cheese, candy, bakery goods, butter, ice cream, and other food products. His customers are regular, and he says he encounters only mild seasonal fluctuations. "The big problem," he told us, "is to have enough milk at the right time, and yet not have too much." He gets around this by producing what he feels may be a shade more than he will need, and then selling that which he can't retail to a surplus outlet.

The Brubakers have three children — two boys and one girl — and the oldest boy just graduated from Penn State. He is employed as a research chemist.

In the future, Brubaker plans to further mechanize his operation. He wants to add juggling equipment that

will automatically fill jugs right from the holding tanks.

The farm has a long history in the retail milk business. Brubaker's dad started in 1905 by putting milk in glass bottles and delivering on a route. He sold out his retail business in 1922, but went back into it ten years later. That business operated continuously until one year ago when the route was sold to a milk firm and juggling took over completely.

The farm contains about 65 acres in crops — corn, wheat, alfalfa, and barley — and 20 acres in pasture. Brubaker has a man who operates the farm and herd while he handles the retail business.

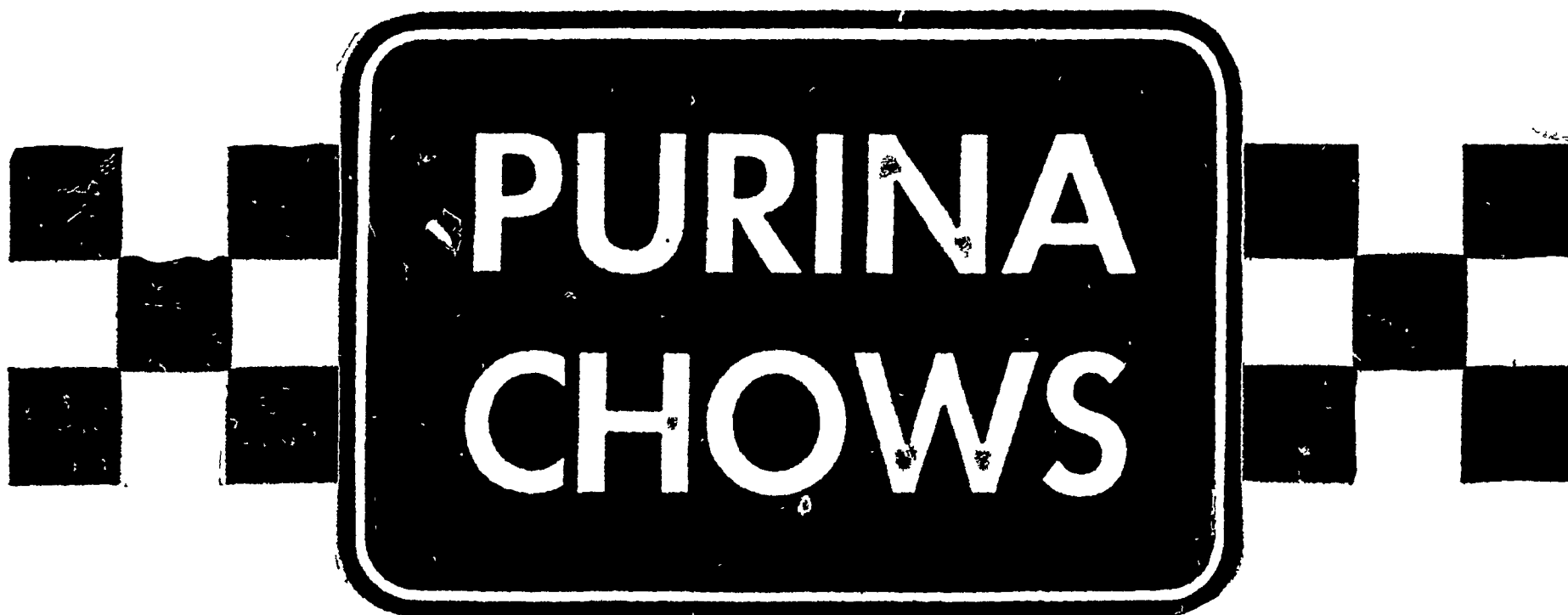
This appears to be a successful, well-managed operation and in light of present milk marketing conditions may be something that more small dairymen should consider.



MILTON BRUBAKER shown pouring raw milk into his pasteurizing unit as the first step in processing home-grown milk for his retail "juggling" business at Spruce Villa Farm. L. F. Photo

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