

● **Handler Pool**
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lems of their own that are causing them concern."

He explained there were some things that should be done to improve the N.Y. pool and its utilization of Class I milk.

"This pool is a good exam-

ple of what happens when you have two or three large co-operatives all competing for the same producers in a pool. They get so busy propagandizing and telling their members how much they're doing for them that they don't have time to do a better marketing job."

Hand stated

In a prolonged discussion be-

tween the economist and a dairyman in the back of the room, the question why Inter-State hadn't asked the government for more than a 40-cent increase recently was raised.

Hand explained that coops across the county were asking for the same increase, and Inter-State directors felt it represented a fair demand.

"If we'd asked for more than a fair increase, and gotten it," Hand said, "we might have had the best price, but the other areas would have had the business."

BASE PLAN

"If we're going to have a marketwide pool," Hand noted, "we should have a base plan similar to the Baltimore area." He described the Baltimore base as "a very fine plan for dairy farmers" with a Class I utilization of about 92 per-

cent.

Hand explained that when an order has a base plan, that base is reestablished for individual producers each July through December. He said the advantages of such a plan protects the dairyman in the spring months if he doesn't produce more than the base established between July and December.

"It won't work miracles," the economist said, "but it does help reduce seasonal price fluctuations and is better than a blend price plan in a marketwide pool."

To get a base plan Hand said, requires a hearing and an individual producer referendum.

Although the government has already turned down In-

ter-State's request for a base plan, Hand said that if enough producers wanted it, the directors would probably apply for a hearing for a base plan.

He asked for a show of hands of those Inter-State members present who would approve such a move by their directors. About one third responded affirmatively. But when he asked for those opposed, there was no response.

YES OR NO?

"This pool change is the Secretary of Agriculture's final decision," Hand said. "He deliberated for a year because of the opposition of dairymen to terminating Order 4," he added. Some 4500 pages of testimony resulted from the hearings in Philadelphia in 1965, he noted.

Hand pointed out that Inter-State could vote "yes" or "no" on the question of a market pool, and that farmer-directors had not yet reached a decision on which way to go.

If the order is voted out, Hand said, the New York interests could come in with a hearing proposal, and "our 4400 producers compared with their 33,000" would lack the required 25 percent to even vote.

He said the "no" vote would keep the area a handler pool, but "we would have to reduce our price to combat milk coming into our area with no order to stop it."

Hand further explained that a "yes" vote would take the Delaware Valley area into a marketwide pool but added that certain maneuvering within that framework — including a base plan — could ease the price drawback.

● **Lancaster**

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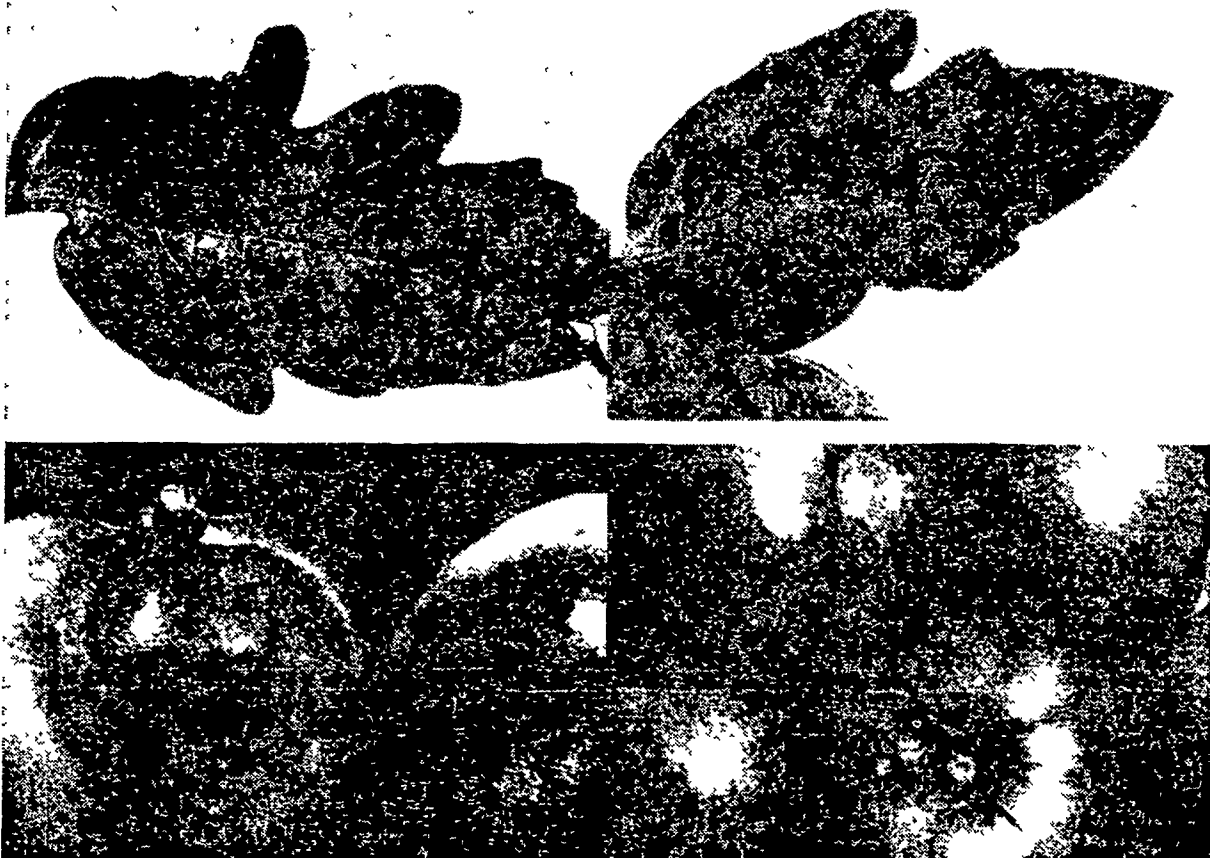
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