New Rates

(Continued from Page 1) that the amount retained by the association to cover its increasing operating costs will increase as herd size increases. Previously, the association's share was \$1 per herd tested, regardless of size. Now that amount will vary from 50 cents for ten cows to \$5 for 100-cow-herds, figured at a straight five cents per cow.

The charge for the Penn State-IBM record keeping will remain unchanged at ten cents per cow.

The testers' fees will be \$1 higher on herds up to 70 cows in size, and basically somewhat lower on herds above that size However, directors also voted that testers could charge herds larger than 70 cows an additional \$450 if the job is completed in one day If the job requires two days of tester's service, he will have the option of charging \$9 for the additional day

While it was noted that the state association regards the testing of 70 cows as a good day's work, most testers seem to prefer to finish up in one day, regardless of herd size

Until Monday night's meeting, held at the Penn Dairies Plant, Lancaster, members of the Red Rose association had one of the lowest rate schedules in the state, according to state association director J Robert Hess In southeastern Pennsylvania, Lancaster County dues were the area's lowest for an average 40-cow herd, with the exception of Lebanon County

ACCOUNTS RECEIVABLE

The association's accounts receivable situation was also reviewed by the directors. According to treasurer Jacob Houser, accounts receivable from unpaid fees total \$1300. While these were largely in the current, 30-day period, the directors decided to enforce a firm policy designed to eliminate such "charge accounts."

Hess pointed out that the association's by laws specifically state that all testing services are to be offered on a cash basis only Testers had previously been advised by head supervisor Wilbur Houser that a second month's testing was not to be done for any member who has not paid for the previous month's service

The directors voted to set August 1st as the date when this policy will be enforced They authorized the treasurer to withhold payment from any tester for accounts that had not paid the association for the current testing period

It was also recommended that testers and members be advised of this new regulation in advance, hoping that the coperation of all conceined could be secured before the effective deadline. It was felt that the job of collecting for all accounts was the responsibility of each tester in the association

The board approved a joint meeting between directors and testers, and set a tentative date for sometime in August for the get-together. A committee consisting of directors Clyde Martin and Raymond Burkholder, and of two testers to be appointed later by Wilour Houser, will arrange details for the meeting

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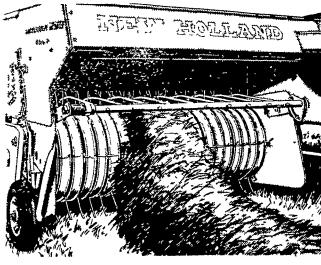
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