

# Milk Dealer's Costs Are Up

SCRANTON — Milk container costs, not employee wages or benefits, represent the largest increase in costs for Pennsylvania milk dealers according to the latest statistics published by the Penna. Milk Control Commission.

Container costs rose \$2,875,000, while the increase in wages and benefits to employees was up \$2,037,000.

Delivery costs went up, too, from \$12,766,000 to \$14,037,000.

Pete Sandfort, president of Loudon Hill Farm in Scranton, cited the figures from the "Summary of 1966 Financial Statements of Licensees," which was

dated November, 1967, and released in December, 1967.

"Our researchers have spent three months analyzing the report and are completely confused because of the inconsistencies and ambiguities," he said.

"Even though it is labeled 'unaudited', we are amazed at the lack of generally accepted

statistical methods. What does emerge, even from 'unaudited' figures, are the facts we have been trying to get the Milk Commission to consider for years: Reusable containers cost less, home-delivery costs a lot more and there should be pronounced price differentials to reflect these differences in savings to consumers who wish to exercise their constitutional right of freedom of choice.

## NEW HOLLAND SUPPLY

Merck & Co., Inc., announced that a total of 31 distributor salesmen had received awards for exceptional efforts in fighting calf scours in the company's annual 'Sulfastrep' Sales Fair contest. The winners, who represented farm supply firms ranging from Connecticut to Montana, were judged on sales creativity as well as results.

Top winner was Robert H. Leaman, salesman for New Holland Supply Co., New Holland, Pa., who received a color television set. Leaman scored extra points for creative selling when he enlisted a nearby farmer to tell one dealer how 'Sulfastrep' had saved "a calf he expected to die."

"Everytime we try to present the facts, in the form of scientific cost studies, we get shot down as not being typical. Such are the rewards of a bureaucracy meddling with the free enterprise system," he emphasized.

Loudon Hill Farm is an integrated producer, processor and retailer which operates dairy stores in the Scranton Wilkes-Barre area. Sandfort has been the state's most outspoken critic of retail price controls set by the Milk Commission which deny free fluctuation of the consumer price of milk based upon efficiency and the price paid to farmers.

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## PLAN HAY DRYING

It takes time to install a hay drier, says Joseph A. McCurdy, extension agricultural engineer at Penn State. The time to plan for the installation is when the haying season is still a few months away. A barn hay drier helps beat the weather, cuts down leaf losses, and increases total digestible nutrients.

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