statistical methods. What does

emerge, even from 'unaudited'

grated producer, processor and retailer which operates dairy

stores in the Scranton Wilkes-

Barre area. Sandfort has been

the state's most outspoken critic

the Milk Commission which

dom of choice.

farmers.

### Milk Dealer's Costs Are Up

ncrease in costs for Pennsyl- up \$2,037,000. ania milk dealers according to he latest statistics published by he Penna. Milk Control Com-

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osts, not employee wages or 000, while the increase in wages leased in December, 1967. benefits, represent the largest and benefits to employees was

Delivery costs went up, too,

Louden Hill Farm in Scranton, and ambiguities," he said. cited the figures from the "Sum-

SCRANTON - Milk container Container costs rose \$2,875,- dated November, 1967, and re-

"Our researchers have spent three months analyzing the refrom \$12,766,000 to \$14,037,000. port and are completely confus-Pets Sandfort, president of ed because of the inconsistencies

"Even though it is labeled mary of 1966 Financial State- 'unaudited', we are amazed at ments of Licensees," which was the lack of generally accepted

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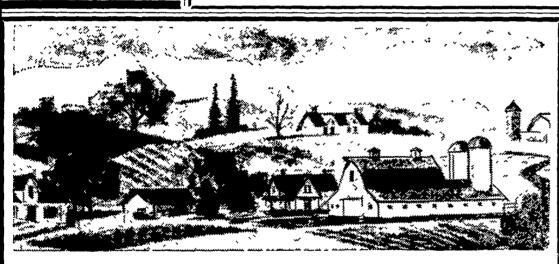
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#### **NEW HOLLAND SUPPLY**

Merck & Co., Inc., announced figures, are the facts we have that a total of 31 distributor been trying to get the Milk Comsalesmen had received awards mission to consider for years: for exceptional efforts in fight-Reusable containers cost 'less. ing calf scours in the company's home-delivery costs a lot more and there should be pronounced annual 'Sulfastrep' Sales Fair price differentials to reflect contest. The winners, who repthese differences in savings to resented farm supply firms consumers who wish to exercise ranging from Connecticut to Montana, were judged on sales their constitutional right of freecreativity as well as results.

Top winner was Robert H. Everytime we try to present Leaman, salesman for New Holthe facts, in the form of scienland Supply Co., New Holland, tific cost studies, we get shot Pa., who received a color teledown as not being typical. Such vision set. Leaman scored extra are the rewards of a bureaucrapoints for creative selling when cy meddling with the free enhe enlisted a nearby farmer to terprise system," he emphasiztell one dealer how 'Sulfastrep' had saved "a calf he expected Louden Hill Farm is an inte- to die.'

#### PLAN HAY DRYING

It takes time to install a hay of retail price controls set by drier, says Joseph A. McCurdy, extension agricultural engineer deny free fluctuation of the con- at Penn State. The time to plan sumer price of milk based upon for the installation is when the efficiency and the price paid to haying season is still a few months away. A barn hay drier helps be at the weather, cuts To help cure more, give more down leaf losses, and increases to the American Cancer Society. total digestible nutrients.

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