

# Eastern Cooperative General Manager Reports

The two foremost responsibilities of Eastern Milk Producers Cooperative Association, Inc. is that of keeping farm costs down and farm prices up. As we come to the end of 1971, Eastern can look at its accomplishments for the past year. These accomplishments can perhaps be summarized as follows:

The Association has attracted several hundred additional new members, and, as a consequence, is marketing eight percent more milk currently than it did a year ago.

During the past year, improvements have been made by the Association in its quality control program so that currently the Association is employing 30 qualified milk inspectors. This responsibility is essential if we are to have a quality product reaching the consumer who, in turn, will continue to purchase dairy products.

We were successful in 1971 in dramatizing the great bargain price of a quart of milk. On a nutritive basis, milk is un-



**John C. York**  
Eastern General Manager

matched in cost, and in terms of price per pound, which is the way most other food items are purchased, milk selling for 15 cents a pound is a bargain priced food item.

Our efforts to integrate our

supplies of milk with the facilities that are available for collecting milk in the country have improved the efficiencies in handling milk.

In most instances, the integration of supplies was with existing facilities in the country. In at least one instance, the Association built and put into operation a new bulk tank transfer station that is being efficiently used for the collection of milk in the heavy milk production areas of Enosburg Falls, Vermont.

Combining and re-arranging many of our hauling routes, as well as using larger equipment, has been helpful in keeping the cost of hauling milk at a minimum level. This has been done by the Association in many areas.

In accomplishing the many things the Association did the members of any other regional dairy cooperative.

The services performed by the Association in the areas of health insurance, accident insurance, bulk tank discount sales, market

guarantee, an informative house organ, and economic and legislative representation, were accomplished with a Jues structure which in most instances is half that of other organizations.

The membership of Eastern enjoyed in 1971 a reduction in the Association's dues of 20 percent, so that the current rate is 4 cents per hundredweight. This was an unprecedented action on the part of the Association in the light of rising costs of doing business.

1972 suggests many more changes in the dairy industry. Plant numbers are going down. It is reported that in New York State the number of pasteurizing plants are down to between 125 and 150. The rate of loss is approximately 50 a year. It can be assumed that there will be a levelling off in the number of pasteurizing plants exiting the dairy industry, but 1972 will still show a sizeable reduction in numbers in the Northeast area.

In the meantime, dairy farmers, like the plants, will also be dropping out of business. In some

areas the rate of drop-out will be as high as 20 percent.

A trend toward further distribution of milk through chain stores and convenience stores as opposed to home delivery will continue. In some areas less than 20 percent of the milk is sold by way of home delivery. The change in the pattern of distribution is likely to put additional demands on cooperative organizations involved in the dairy industry.

Cooperatives must take a strong position in opposition to using membership dues money to subsidize the distribution end of the milk business.

1972 calls for greater stability than ever before in the dairy industry. It calls for maintaining proprietary handlers who have exhibited efficiency in the distribution of milk.

It is our expectation that in 1972, we will be marketing 10 percent more milk than we did in 1971. With this added responsibility, it will be necessary to assure that our membership become more involved and more responsive to the needs of the Association. We will call upon our membership to assist us in accomplishing the following:

1. Acquire more effective legislation to protect the interest of farmers — legislation that will assure us of effective milk bonding laws, proper labelling of milk, and protection against price cutting designed to demoralize the industry.

2. We will need to assure the consuming public that the quality of the product we produce is excellent and that milk is the best food buy on the market

3. We will need to work more effectively in improving the taste quality of milk at the point of distribution, whether it is the stores, schools, hospitals, or any public institution.

The dairy industry will have its difficulties in the days ahead. The farmer will need to be assured that the price of milk he produces on the farm will keep in pace with the general economy of the Country. Escalator formulas to change the price of milk in tune with economic conditions are essential and Eastern will continue to strive in that direction.

The industry needs the guidance of Eastern Milk Producers Cooperative to assure stability in the largest industry in the Northeast. We accept this challenge and look forward to new dimensions in 1972.

## Relax!

### We'll do your

# TAX RETURNS

Telephone your nearest Commonwealth National office for an appointment.

In a short time, we'll prepare your Federal, State and local tax returns accurately, confidentially and economically. (In isolated, complex tax situations, additional tax counsel may be required.)

Single-schedule Federal Income Tax returns from \$6.00 (multi-schedule slightly higher). Most Pennsylvania

State Income Tax Returns, \$3.00; local tax returns from \$2.00.

Those are small prices to pay to get a big job off your shoulders . . . and improve your disposition in the bargain!

Another Commonwealth National Financial Management Service

**Commonwealth National Bank**



Happy to Help You

Lancaster • Centerville • Lancaster East • Landisville • Lititz • Manheim Township  
Millersville • Rohrerstown • Elizabethtown • Plus 21 additional offices in central Pennsylvania  
Member FDIC

## FARMERS

Now is the time to think about your sprayer needs for the coming year. We have any type sprayer you may need: high or low pressure, tractor mounted or trailer type, boom or boomless, with Myers PTO PLUNGER TYPE PUMPS THAT WILL HANDLE ANY MATERIAL.

New and used sprayers and pumps of various sizes in stock now.

Lancaster County's Only Dealer Specializing in Sprayer Sales & Service

**LESTER A. SINGER**

RONKS  
PH. STRASBURG  
687-6712