

# e with federal suit

farms were licensed to sell pasteurized milk on the farm; 103 had permission to sell raw milk, and nine had permits for the sale of goats' milk. A Chester County dairy farm is currently being reviewed for a permit to sell its own pasteurized jugged milk.

Foust revealed that when the Federal Order first expanded into the area, his office received a number of calls and complaints. Many were on the subject of having to file reports and or pay assessments. His office has nothing to do with either.

Countering Glick's fear of possibly being forced out of business, Shine asserts that Order 4 has provisions to allow dairy farmers to sell their own product and that he has never heard of anyone wanting to change it. The administrator declined to speculate on Feltner's comment, however Feltner, who left office when the Carter Administration arrived in Washington, could not be reached for an explanation of his gloomy forecast for juggers.

Glick is a strong believer in free enterprise and direct marketing. The infringement by the federal government is something he believes the "average consumer ought to know about and tell his

congressman." He belongs to the Maryland-Pennsylvania Direct Marketing Association and warns that if direct marketing of milk is done away with, other areas will follow.

On the subject of direct marketing, Glick questions why "the housewife should be compelled to pay more for milk to have it trucked to Philadelphia at union costs and processed by union labor when I have a cheaper and better product right here." He retails his milk for \$1.28 per gallon. He and his family milk 100 Holsteins at their "Maplehofe Farms Dairy," south of Quarryville. Weekly sales amount to about 3000 gallons to an estimated 4000 customers.

Irritated by federal auditors who have visited his store, Glick is quick to point out he has nothing against inspectors. But he vigorously opposes the searching of such items as checkbooks, including those of children and wives. Glick charges that such procedures have taken place at some jugger operations in the past.

York County jugger Roger Perry told Lancaster Farming in a telephone interview last Summer that he believes some of the difficulties arising for juggers may be due to the com-

petition they generate for dairy cooperatives. Glick shares that view and is suspicious of cooperatives maneuvering in the market to squeeze out small dairies, including juggers. Cooperatives, on the other hand, are faced with marketing problems each time a dairy goes out of business. Neither cooperative officials nor Federal Order administrators view juggers as significant competition since they make up just a small portion of the market. Furthermore, there is no way juggers can be expected to supply milk to central urban areas, where co-ops market the bulk of their milk.

The Federal Order people find it essential, however, to require the filing of reports so that the dairy retail market is spread evenly among all producers in a given area. Their argument is that if a jugger were allowed to buy all the milk he wanted above 10,000 lbs. per month, his retailing area could theoretically expand substantially and thereby offer unfair competition to dairymen who are not selling their milk directly.

Previous violations of the 10,000 pound purchase quota assessments for some juggers. When in violation,



An estimated 3000 gallons of milk are sold weekly at the Maplehofe Dairy Store. Owner Aaron Glick claims he has in the neighborhood of

4000 customers. Jan Wagner, above, is just one of them. She's accepting her change from clerk Linda Fisher.

they're assessed for all the milk on the farm, not just what is bought. In some cases that assessment was rung up to more than \$50,000.

Ironically, most juggers believe the 10,000 pound per month provision is adequate in most cases, according to Perry. That loophole exists because juggers aren't expected to adjust their daily production to daily sales. It can't be done, say juggers, like Glick, and the Federal Order people recognize that.

Some juggers speculate on the worth of Federal Orders to dairy cooperatives, claiming that they're

overpricing milk with their contracts. They also question the validity of political contributions, some of which have brought a number of cooperative officials before the courts.

An independent lot, some juggers picture themselves as free businessmen in an ideal sense. They, like Glick, believe they can do as they please with their own milk, so long as it meets quality standards. According to officials at milk cooperatives and at the office of the Market Administrator, no one wants to deny a dairyman's right to sell his

own milk. But they do want to protect other producers and other dairies from market infringements. Glick acknowledges, for example, that when he opened his retail store in 1974, other marketing outlets in the area were definitely hurt.

He markets about 80 per cent of his milk through his store, while the balance is sold at prevailing Class II prices to Dietrich's Dairy in Reading. That, like all other production and marketing phases of his operation is entirely within the law, Glick

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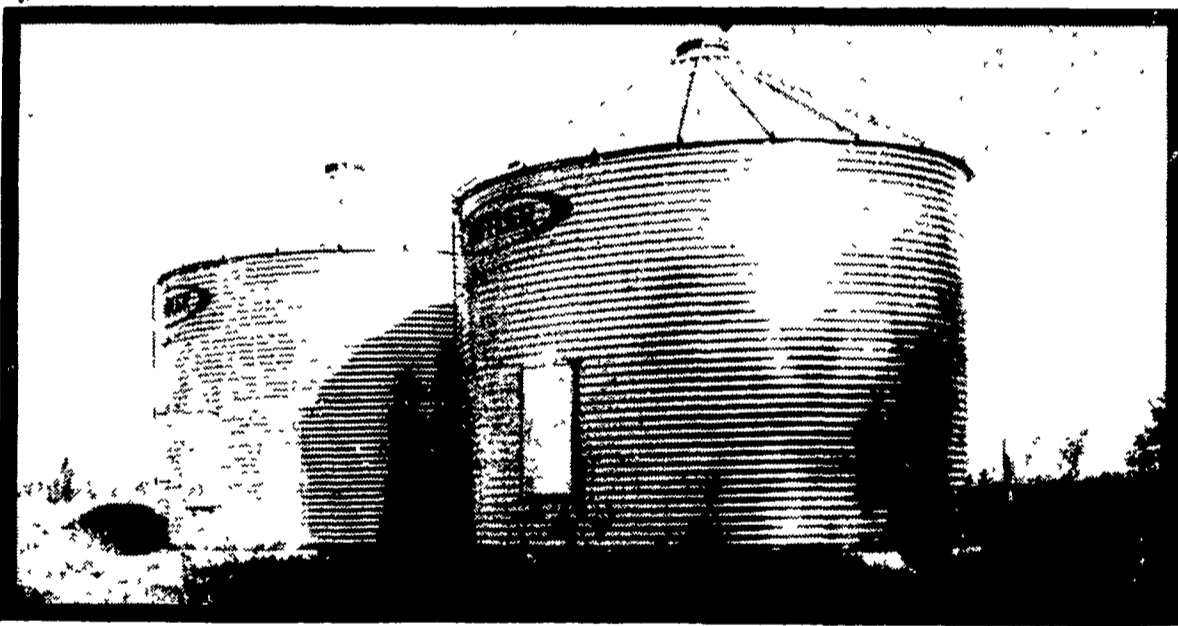
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