

Dairy co-ops growing in importance

By JOHN C. YORK,
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ALLENTOWN—Dairy co-ops were and still are being organized in the United States as a marketing tool

for dairy farmers. Today it can be said co-ops are an extension of a dairy farm operation. Co-ops are a significant force in today's fluid milk industry. In some markets, perhaps most, the



John York

industry would collapse without the stability provided by co-ops. More than 80 per cent of the Grade A milk marketed today in the United States is produced by members of the dairy co-ops. Equally, and perhaps more important, is the large portion of milk that is marketed by dairy co-ops.

Some interesting trends are developing in cooperative marketing that should be of interest to dairymen.

The total number of producers belonging to co-ops has not increased in the last 10 years, although in

some regions of the country co-op membership has increased, and is over 90 per cent. The combined percentage of producers belonging to co-ops amongst federal orders was 85 per cent in 1977.

The volume of milk marketed by co-op members tends to be smaller than that of non-members, but the difference is narrowing. For example, in 1965 amongst federal regulated markets, 86.7 per cent of the producers' deliveries were marketed by co-op members. By contrast, also in 1965 the producers belonging to co-ops represented 88.3 per cent. By 1977 membership in co-ops and milk marketing by co-ops was

virtually the same. Today it is reasonable to assume co-op marketing has further enlarged and exceeds the number of co-op membership. In the Northeast region the exodus of proprietary handlers lends strength to the cooperative growth.

Lehigh Valley co-op plays a vital part in marketing milk in this region of the country and is likely to grow as the trend toward co-op marketing expands. Currently Lehigh has the capacity of marketing approximately 20 per cent of all milk produced in Pennsylvania. To bring Lehigh's expanding marketing facilities into closer focus, Lehigh has the capacity to

market approximately 50 per cent of the milk produced in the area from which it purchases member milk.

Lehigh is trending with the country as a whole and perhaps even faster in the area of cooperative marketing of milk.

The first quarter operation results for Lehigh show profit in all three months. The goals of the complete marketing co-op, for February thru April of the first quarter of the fiscal year, were met and exceeded. We look with confidence that we can achieve and exceed the goal set at the annual meeting of March 28.

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Small cooking appliances conserve energy

UNIVERSITY PARK — With 51.2 per cent of American households now containing only one or two persons, appliance manufacturers have begun to introduce a number of mini-cooking appliances.

Chosen selectively, many of these appliances can help the cook who cooks for one to conserve energy, both electrical and physical, according to Charlotte Murphy, program assistant in home management Extension, The Pennsylvania State University.

Multi-use small appliances, such as countertop ovens, can be particularly

useful since such ovens use about one-half of the energy of a conventional oven. Countertop ovens range from small units that bake and toast, to larger units that broil, bake and toast. Some newer units offer such options as a defrost cycle or a slow cook feature with which several courses cook slowly (6-10 hours) with no mingling of flavors.

Choice of oven depends on the consumer's budget, the counter space available and the options desired. Consumers should avoid purchasing appliances with extra cost options that will go unused.

Small electric skillets, especially those with lids, allow the cook to saute, roast, braise or simmer. These smaller skillets (most of which are seven to nine inches in diameter), are new on the market and use considerably less energy than would a nonelectric skillet on the range, says the home economist. Controlled heat is another plus.

Once again the consumer must consider space available as well as his or her cooking habits before making a selection.

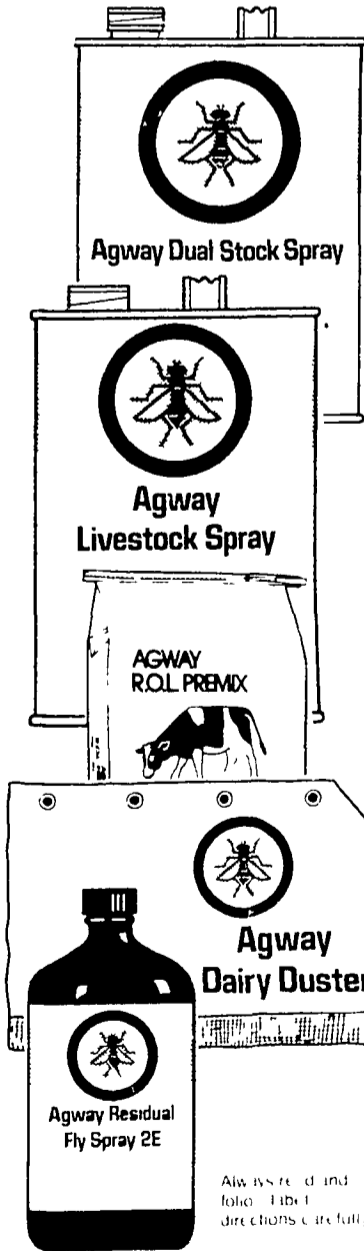
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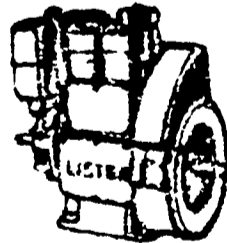
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