

Eastern says milk dealers lack understanding of industry

SYRACUSE, N.Y. — "A recent news story quoting Henry R. Geisinger, Executive Vice-President of the Pennsylvania Association of Milk Dealers, Harrisburg, clearly illustrates his lack of real understanding of the milk industry outside his very limited sphere of activities in some parts of Pennsylvania," said Arden Tewksbury, President of Eastern Milk Producers Cooperative.

Charges by Geisinger that some people have been blaming the recent bankruptcy of Grandview Dairy on the Pennsylvania Milk Marketing Board or on the lack of a State Security Fund certainly cannot be attributed to any officials of Eastern, Tewksbury said.

Officials of Eastern Milk Producers have repeatedly said the Marketing Board lacks proper jurisdiction over milk sold out of state. One of the main reasons we have been pushing in the direction of the Security Fund is to protect the milk of Pennsylvania farmers that is sold out of state, he said.

Certainly, if the Milk Marketing Board is interested, at this time, in licensing out of state milk dealers, Eastern will cooperate to the fullest to assist in that effort, he said.

Geisinger charges that Eastern has circumvented the authority of the Milk Marketing Board by changing title of Pennsylvania-produced milk in New York State. This, one more time, shows his ignorance of the way the majority of the milk is marketed in New York City and New Jersey, Tewksbury said.

It is quite apparent Geisinger does not realize that approximately half the Pennsylvania-produced milk is sold out of state. A large portion of this milk is sold through cooperatives to handlers in New Jersey and New York City who have, during the last few years, decided not to develop their own supplies of milk and depend on cooperatives to provide them with tailored supplies, he said.

Consequently, when a cooperative delivers milk into New Jersey or New York City, the title of the milk cannot possibly change until it reaches its final destination.

Another important reason why Eastern has been pushing for a Security Fund in Pennsylvania is to be sure that all these handlers in New Jersey and New York City buying milk through cooperatives would have to pay money into a fund to

protect the welfare of these dairy farmers, Tewksbury said.

"Charges made by Geisinger that Eastern has maneuvered large supplies of milk produced by our members in New York State out of Grandview Dairy and supplemented it with Pennsylvania produced milk are completely ridiculous," according to Howard McDonald, the cooperative's general manager.

For a number of years, Eastern has been the major supplier of raw milk to the fluid market in New York and New Jersey. At times, Eastern has serviced as many as 12 accounts in this market. Eastern's records clearly indicate that a vast majority of that milk has always come from Pennsylvania farmers, he said.

"Eastern has, historically, worked closely with the proprietary sector of the dairy industry to benefit both dairy farmers and handlers," Tewksbury said. "We plan to continue this program in the future."

There are a number of reasons why a particular buyer may be serviced from different supply areas, such as available supplies, commitments to other buyers, location of plant facilities, etc, he said.

"The majority of our New York State milk is committed to local markets in Upstate New York. Therefore, it has always been more convenient for Eastern to use re-loaded milk out of the State of Pennsylvania for the markets in northern New Jersey and New York City," he said.

"Actually, today, Eastern does not have a re-load station in the State of New York and because many of the handlers in New York City have limited storage capacities, it becomes almost impossible to service those accounts with off-the-farm milk. Consequently, these accounts must be serviced with producers' milk that has been reloaded in a reload station," he said.

"Geisinger, in his story, speaks as if he were on the inside of the chain of events that occurred in the Grandview situation," McDonald said.

In fact, he has relied totally on what he has read in other newspaper articles, McDonald said.

He said Geisinger repeats several quotations from Herb Kling, Director of the Dairy Division, New York State Department of Agriculture & Markets, and has used these quotes to give the impression that Kling was critical of the way Eastern serviced the Grandview account.

"Kling, in fact, has stated to Eastern officials that the original news stories misquoted him and bore very little resemblance to the facts that he had given to the original writer," McDonald said.

"It is obvious that Geisinger's true purpose is

to undermine producer support, as well as legislative support for the Security Fund which is particularly needed to protect dairy farmers in the State of Pennsylvania," McDonald said.

"Regardless of Geisinger's double talk, the facts are that if there had been a Security Fund in effect in Pennsylvania, farmers would have received full protection in the Grandview situation just as they will receive in the State of New York," observed Tewksbury.

He said Eastern apparently receives the

criticism of Geisinger's group because of eastern's continued effort to line up all of the farm organizations in the same direction on the Security issue.

Tewksbury said many members of Eastern Milk Producers helped to write the policy of other organizations on the Pennsylvania Security issue.

In conclusion, Tewksbury said he is publicly challenging Geisinger to a debate on issues facing Pennsylvania dairy farmers and would be willing to travel anywhere in the state of Pennsylvania for the event.

ACP sign up begins

LEESPORT — The Berks County Agricultural Stabilization and Conservation Service recently announced that they are now taking applications for their 1980 Agricultural Conservation Program.

Henry Bohn, county executive director reminded farmers that they need to wait for the approval of the County Committee before they begin any practice in order to be eligible for cost-sharing. He also mentioned that the maximum cost-


share for each person will be \$3500.

Practices included under this program are: establishing permanent vegetative cover (seeding); improving permanent vegetative cover (lime and fertilizer); stripcropping systems; terrace systems; diversions; grazing land protection (spring development); cropland protective cover (cover crop); sediment retention, erosion or water control structures; sod waterways;

animal waste facilities; permanent wildlife habitat; forest tree plantations; and forest tree stand improvement.

For further details on the program requirements, contact the ASCS office in the Ag Center.

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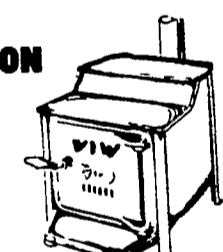
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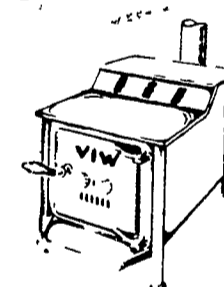
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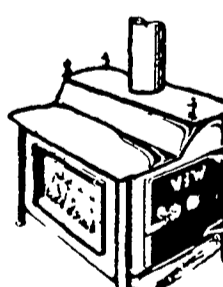
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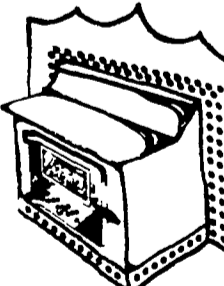
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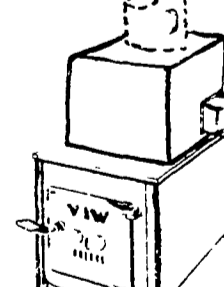
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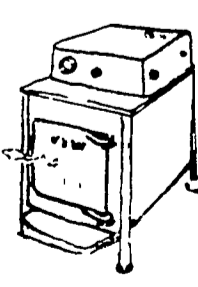
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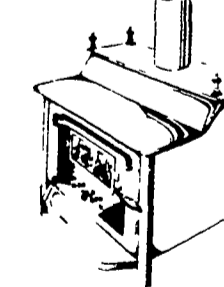


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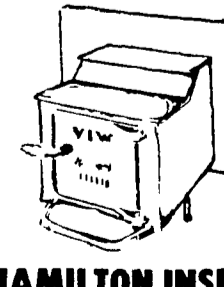
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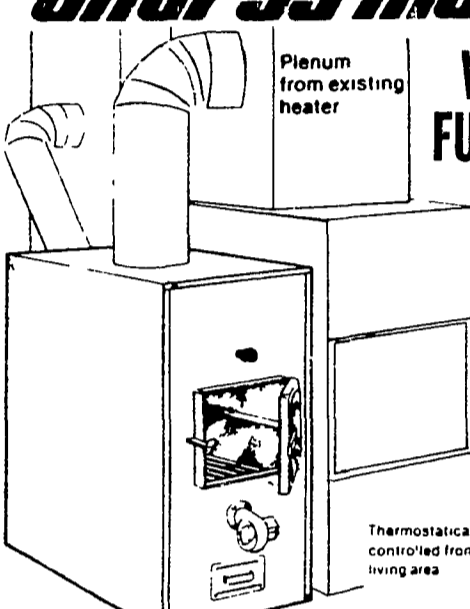
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