

NEDCO president foresees era of super co-ops

SYRACUSE, N.Y. — Today's predominant topic of conversation seems to be, "Super Co-ops". Are they good for dairymen?

The topic becomes more important now that we are witnessing an attempt to establish such a co-op in New England, says NEDCO President Edward McNamara.

The new co-op, "Agri-Mark, Inc.," will it become a reality? If so, how will it affect the market, the producer and relationships with other co-ops? All are important questions of concern to most of us.

In spite of publicity to the contrary, there are a few financially solvent co-ops in the Northeast. These financially stable co-ops will be the ones who will ponder long and hard on whether or not to become a part of Agri-

Mark, Inc., especially if other options are available, McNamara says.

Can a small co-op continue to provide the best possible income and services to its members in the future as it has in the past?

Unquestionably, we will all be faced with mounting challenges as it becomes more politically advantageous for politicians to become open allies of consumer groups. That fact became painfully obvious to many of us as we attempted to solicit support from city congressmen and senators in opposition to a hearing on the CNI proposal.

This was a good test case in that the CNI proponents have a very weak case but even then the aura of "consumerism" was too much to overcome by many politically conscious city

politicians. Had the CNI argument been strong, the job would be even more formidable, he says.

There will be many more attacks of a legislative nature by the Justice Department, Consumer groups, and others, but even small co-ops will be able to battle them fairly effectively in concert with others if they are members of the National Milk Producers Federation.

The legislative advantages gained by super co-ops in some areas are significant, however, where they set up "political actions committees" with funds which are used legally to help finance campaigns for friendly congressmen and senators.

There may be other avenues in the future, however, where super co-ops' benefits far outshine the legislative area.

The modern thinking of many Department of Agriculture representatives of the present administration is without question different than those in previous administrations McNamara says. They make no bones of the fact that new policies will be aimed in a different direction although admitting that present policies haven't worked that badly.

Nevertheless, they seem to favor a new approach which would somehow re-activate those "small" farms that have gone out of business and still get cheaper food for consumers, an amazing theory and one unlikely to happen without increased cost to taxpayers.

In the midst of all this new theory we sit with our highly mechanized super-efficient farms wondering what's in store for us. Is it a cost of

production formula which if enacted nationwide, would severely cripple the dairy industry in the Northeast with our higher than national cost of production?

Will it be a program which, although not publicized to do so, would have the effect of eliminating all marketing orders, in an insane, short term, cheap food policy?

Could it even be an attempt to carry out the policy of the infamous "Flanagan plan," originally proposed in 1972, which would have the long range effect of phasing out at least 10 percent of the dairy farmers in favor of importing dairy products?

Whatever the policy turns out to be, you can be sure it will be a change from our present well-working dairy programs, McNamara predicts.

Loss of market orders would seriously impair dairy farm income and create havoc in milk marketing as every farmer and co-op scrambled for markets at whatever price. This may be one of the strongest arguments in favor of super co-ops. It would seem to me the bigger the percentage of dairymen belonging to one dairy co-op in a market, the less traumatic would be a switch from the secure feeling of marketing milk under a Federal Order to one without such an order, he says.

In either case, we will all be better served to continue our efforts in opposition to those who want to scuttle those orders meanwhile looking for the best alternative, if that should happen.

Joint hauling of milk, and joint quality control are areas where significant savings can be realized as we found in our short experience with CMA. Joint use of facilities allowing near-by milk to go to the nearest facility can also be a significant factor in cost-cutting and will become more necessary as fuel costs increase.

Local co-ops would have to lose some of their identity as functions were transferred to the large co-op. In that case, much would depend on the type of large organization and how much dependence was surrendered. A direct membership super co-op would totally eliminate the local co-op while a federation-type would allow a certain amount of local control.

There are many opinions, pro and con, concerning both of these arrangements: Maybe a combination would be workable?

In the final analysis, McNamara says, the benefits of a well financed, properly structured super co-op, far outweigh the disadvantages.

As the pressures from consumer groups become enormous, and they will, Justice Department, Cost of Living Committee, et al., will continue to criticize farm programs, support prices, school lunch programs, special milk programs, etc. We shall continue to fight those unjustified attacks, because the facts are on our side; the price of food is reasonable and farm income is still not a par with the rest of the economy.

Nevertheless, if these government programs are finally phased out we must have an alternate plan and, in my opinion, that can only be large well-financed co-ops with at least a majority of the farmers in the market in membership.




EMHERR

EQUIPMENT, INC.

FARM & HOME SUPPLY


★ SALES — SERVICE — PARTS ★



Ace Centrifugal Pump
PTO Driven

High pressure cast iron 1 1/4 x 1 straight centrifugal with pulleys and 10 groove belt assembled for direct mounting on 1 3/8 600 RPM PTO shaft 0.75 PSI Equipped with 6 spline quick coupler PTO drive shaft grease lubricated leather lip seals Fully guarded for operator safety No PTOCH 600 100C

\$126.99



DeLavan 6 Roller Pump

Specified for numerous agricultural application requiring low or moderate pressures Features 1/4 dia rollers means more wear surface for longer life Seals are universal Viton A Drive shaft is 416 stainless steel 6 roller drive shaft is 5/8 dia with a machined flat for setscrew seating H D shielded bearings support the driveshaft at both ends Pump body end plate and rotor are fine grained cast iron Large 1/4 inlet and outlet ports for maximum efficiency and priming No 63110

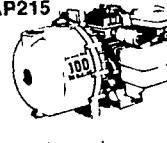
\$38.99

STAR-AGRI STEEL PANEL FARM GATES

5 Panel

10'...\$34.99 14'...\$41.99
12'...\$36.99 16'...\$46.99

Completely riveted, no welds to break or rust Complete with hinges screw hooks and slide latch Extra bracing for greater strength



Homelite Centrifugal Pump

Designed to handle clear water and water containing chemicals 3HP Briggs and Stratton engine All exposed internal parts are stainless steel or reinforced thermoplastic for longer life and trouble free service Supplied with universal mount base 2 x 2 6000 GPM 5 in 10 sec priming time

\$164.49

Heavy Duty "T" POSTS


- 5 clips included
- Large anchor plate

5 1/2' Reg. 2.29 **\$1.99**
6' Reg. 2.49 **\$2.29**

- ★ WOVEN WIRE
- ★ POSTS
- ★ WELDED WIRE
- ★ ELECTRIC WIRE
- ★ INSULATORS
- ★ ELECTRIC FENCERS

WOVEN FIELD FENCING

Height	Ga.	Stay	Price
47"	11	12"	81.49
47"	12 1/2	6"	80.99
39"	12 1/2	12"	54.49



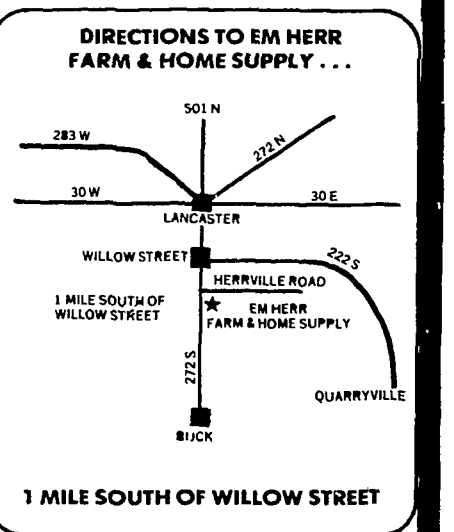
Sanborn 1/2 HP Compressor

Equipped with grounded 3 wire electric cord 1 HP electric motor extra thick 10 gallon tank heavy duty wheels handle platform and hose No 34A50 10 CFM Displ 3 4

\$129.99

R.D. 1 RTE 272 SOUTH, HERRVILLE RD. WILLOW STREET, PA
Phone: (717) 464-3321

Store Hours:
Mon.-Thur. 7:30 A.M. - 6:00 P.M.
Sat. 7:30 A.M. - 5:00 P.M.
Fri. 7:30 - 9:00



COMPLETE LINE OF DELAVAN SPRAYER PARTS

Your Leading Headquarters for all your Farm & Home Supplies!

Animal Health Products, Automotive Supplies & Accessories, Clothing-Footwear, Electrical Supplies, Farm Equipment, General Hardware, Lawn & Garden, Livestock Equipment & Supplies, Oil-Lubricants, Paint & Sundries, Plumbing, Hand & Power Tools.

