Glenn Shirk

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flexibility that got him in trouble in the first place

Another application of managing in a crisis by using flexibility is sliding by in a pinch with reduced fertilization costs in a slim year. If the soil is reasonably fertile, and depending on the crops, a dairyman can within reason reduce some of his overhead by cutting back a certain amount in this area.

If the dairyman is big enough to get into reduction, this might be the right way to go For instance if the dairyman with 60 cows hits hard times, it may be sensible to sell off part of the milking herd, a good culling technique. This also generates immediate income and can in some instances size the herd to the amount of feed available from the farm that year This can reduce the expenditure for off-farm feed.

Using this reduction technique, he also allows himself extra time to manage the animals left in the herd to best advantage He gives himself more time to plan his business moves.

For some individuals, liquidation of the milking herd may temporarily bail the operation out and allow the dairyman time to devote to the essential problems If he retains his young stock, he still allows himself the ability to build his operation again as his heifers freshen.

The temptation to get an off-farm job deserves extreme caution It may be compatible But if it jeopardizes production and performance, the dairyman is heading in the wrong direction

In certain cases, if the land is large enough to support more cows and the labor is available, it may be wise to spend a little more money for cheap housing for more milking cows and milk in shifts.

If the dairyman can get more cowpower with a minimal monetary investment, realizing that it will be inconvenient, the extra time spent to handle the extra cows may be the time that gives him his greatest return In this method, he can calve out a few more heifers, maybe even bring in a few more cows, and erect a cheap shed or lean-to for housing

And in some instances with the high value of real estate, dairymen liquidate their operations here and reinvest in an operation elsewhere. The dairyman must look at this move cautiously.

Cheaper land may not be as productive The quality and the length of the growing season may differ He must look into the agricultural support services such as feed stores and milk markets In spite of the low cost, cheap land could prove very expensive.

It's also important for the dairyman who considers this technique to look carefully before he makes his move at the tax consequences First impression benefits can be quickly erased by tax liabilities

Along that same line, the dairyman could also sell out the farm but retain his cattle and equipment and rent facilities until his operation is providing enough income to once again invest in land.

The important thing, Pat, is that failure to allow flexibility helped cause his problems So the dairyman must take stock of his situation and apply good dairy management to work his way out of his problems.

In next week's installment, we'll look at the dairyman's hired help and employees. Where can he find them, and how can he keep them?

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...and apply good dairy management to work his way out of his problems."

N.Y.-N.J. May milk pegged at $11.90

NEW YORK, N.Y — Dairy farmers supplying milk plants regulated under the New York-New Jersey marketing orders during May will be paid on the basis of a uniform price of $11.90 per hundred pounds or 25.6 cents per quart.

Market Administrator Thomas A. Wilson, who announced May's price, also stated that the uniform farm price was $11.96 per hundredweight in April 1980 and $10 93 per hundredweight in May 1979. The uniform price is a marketwide weighted average of the value of farm milk used for fluid and manufactured dairy products.

The seasonal incentive funds removed $.40 per hundredweight from the dairy farmers' uniform price for May, for a total of $3,970,831.70. Deductions for this fund will continue through June and will be returned in the August through November uniform price calculations

The total amount of milk received from the 17,530 dairy farmers supplying the New York-New Jersey Marketing Area was 992,707,924 pounds during May 1980. This was more than 27 8 million pounds above last year The gross value to dairy farmers for milk deliveries was $119,595,826.69. Wilson explained this included differentials required to be paid to dairy farmers but not voluntary premiums or deductions authorized by the farmer.

Regulated milk dealers utilized 393,385,841 pounds or 39.6 percent of the total amount of milk for Class I The Class I milk is used for fluid milk products such as homogenized, flavored, low-test and skim milks

For May 1980, handlers paid $13.84 per hundredweight, or 29.8 cents per quart, for the milk used in Class I products compared with $12.84 a year ago.

The balance of the milk, 60.4 percent, was used to manufacture Class II products including butter, cheese, ice cream and yogurt. For this milk the handlers paid $11.54 per hundredweight

The uniform price is based on milk containing 3.5 percent butterfat. For May 1980, a differential of 15.7 cents was applied to the price for each one-tenth of one percent that the milk tested above or below the 3 5 percent standard

All prices quoted are for bulk tank milk received within the 201-210 mile zone from New York City

Kirkwood 4-H gives demonstrations

KIRKWOOD — Demonstrations were given at the June meeting of the Kirkwood Community 4-H Club

Ray Wallace demonstrated the parts of his trumpet and showed the correct way to play it. Faye Pyle demonstrated the correct way to mix brownies Sandy Hastings and Donna Pyle exhibited several cameras and explained how they worked Chris Pyle told about peer counseling at the Swift Middle School and Robin Mummau demonstrated how to make a chain out of chewing gum wrappers

The cooking club The Kooky Kookers will meet at Anna Lefever's on Thursday, July 3 at 9:30 a.m

The leaders served homemade ice cream and strawberries to all present

The next meeting will be a swimming party at Donald Hastings on Tuesday, July 15 at 7 p m.