

Milk dealers review, look ahead

HERSHEY — The Pennsylvania Association of Milk Dealers met this week at the Hotel Hershey to review their 1981 activities and look toward changes in the future.

One major change the dealers hope to achieve is the current workman's compensation program. According to insurance chairman Ray McGarvey, eight percent of the dealers payroll or \$8 per hundredweight goes toward the program.

"This is a significant amount of money," McGarvey explained. "We're dealing with the medical profession and its high cost."

The rate for the program is set by the state, said McGarvey. He explained the state arrives at the figure by computing an average which may be high in some regions of the state and low in others.

McGarvey, who is president of Meadowbrook Dairy in Erie, told his fellow dealers that the association has basically three alternatives to cut the high cost of the workman's compensation program.

He said the formation of a captive insurance company, foreign or domestic could help reduce costs. He noted that Ber-

muda has realistic insurance laws but that he did not see a need to "get that exotic."

A second alternative would be to set up a self-insurance program. Members would control the funding of the plan and then contract for services, such as a claims service. A disadvantage, however, would result from a large claim or a successive number of claims which could wipe out the program.

Pooling or lumping together a number of insurance companies may be another way milk dealers could save money, McGarvey said.

PAMD president Albert Strycula touched on another topic draining dealer revenues. Each year, the loss of milk cases to the general public costs dealers thousands of dollars, said Strycula. An amendment in the proposed Milk Sanitation bill will impose more strict regulations on case use. However, Strycula added that the milk case problem resembles charity in that "it begins at home."

He explained PAMD could render more programs and services with additional finances. And the Milk Marketing Program, which will be decided by a

referendum this week, is one program in which the PAMD president expressed an interest.

"We want to get into the game also and not let the farmers carry the whole ball," he said.

The future of the association, said Strycula, could find the PAMD combining milk and ice cream membership. Presently, the PAMD carries 53 dealer members and 30 associate members.

Before the end of the three-day annual meeting, the PAMD filled its executive slate for the 1982-83 season. The following is a list of PAMD officers: President — Albert Strycula, Valley Farms Dairy; Vice President (eastern) — Thomas A. Laudenslager, Wawa Dairy Farms; Vice President (central) — Lehman W. Crist, Rutter Bros. Dairy; Vice President (western) — James G. Turner, Turner Dairy Farms; Secretary — Carl A. Colteryahn, Carl Colteryahn Dairy; Treasurer — Fred B. Dewey, Sr., Harrisburg Dairies; Executive Vice President — Henry R. Geisinger, PAMD.



PAMD president Albert Strycula addressed the annual meeting of milk dealers during their three-day stay at Hotel Hershey this week. Strycula reviewed legislation and member activities of 1981.

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15H180 Superior	+1,368M 98% rpt.	+ .36	1	2	2	2
15H205 Reliance	+665M 83% rpt.	+1.99	1	—	1	1
15H219 Duke	+1,370M 69% rpt.	+1.11	1	1	2	1
15H231 Very	+989M 90% rpt.	+ .80	1	1	1&2	1
15H237 Oak Star	+1,279M 83% rpt.	+1.66	1	2	1&2	2
15H249 Adam	+855M 70% rpt.	+ .96	1	2	1	1
1H267 Eric	+1,529M 98% rpt.	+ .56	1	2	2	1&2

(type data is HFA January/82)



15H205 Reliance daughter: Wauk-A-Way Fond Ruth — VG "Excellent" mammary system 2-11y 365d-2X 27,221M 1,013F



15H180 Superior daughter: Pal-Nel Pal Princess — VG "Excellent" mammary system 4 3y 365d 2X 21 080M 910F

15H237 Oak Star daughter: Ro-Ver-Dale Star Ideal Ann — VG "Excellent" mammary system 2-3y 332d-2X 20,757M 695F

15H219 Duke daughter: Bea Electron Bess — VG "Very Good" mammary system 2-6y 344d-2X 20,770M 689F

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Angus breeder wins award

ST JOSEPH, Mo. — A F "Frankie" Flint, a rancher and registered Angus cattle breeder from Bard, New Mexico, has been named seedstock producer of the year by the Beef Improvement Federation. The award was presented to Flint, a pioneer in performance testing of beef cattle, during the recent BIF convention in Rapid City, South Dakota.

Flint, a member of the board of directors of the American Angus Association for the past six years, purchased his first Angus in the late 1940s. The past 30 years his records show that he has increased the average weaning weights of his calves by some 300 pounds.

For 20 years Flint has been testing bulls at New Mexico State University's all breed Tucumcari test station. During this period the University's records show that he increased on-test weights of his bulls by 50 pounds and increased the 140-day off-test weights by 175 pounds. The average daily gain of his bulls has improved .9 pound per day and the off-test weight-per-day-of-age of his bulls has increased .5 pound. In 1968 he had the first bull of any breed in New Mexico to gain 4 pounds per day for 140 days. In the 1971-72 test four of the bull's sons had the highest average daily gain of any sire group of any breed.

Flint was involved in the organization of the Beef Improvement Federation and served three years on its board of directors. He has served six years on the board of directors of the American Angus Association and has been chairman of the Association's breed improvement committee. He is a 20-year member of the New Mexico Beef Cattle Performance Association and served two terms as its chairman.

He was on the board of the New Mexico Angus Association for 15 years and its chairman for 6 years. A member of the New Mexico Cattle Growers Association for 24 years he also served six years on their board. In 1980 he was named cattleman of the year by the New Mexico Cattle Growers Association.