

Dairymen honor outstanding industry men

CAMP HILL — Federal milk pricing policies no longer work in today's milk industry and have caused major problems for today's dairy producers, a prominent dairy spokesman said here Tuesday evening.

"We need to have a change in the milk pricing plan based on its (milks) ability to get the dollar from the consumer," Guy Crews, National All-Jersey, Inc., told the members of the Pennsylvania Dairymen's Association at their annual meeting and banquet held at the Penn Harris Motor Inn.

The answer to the pricing problem may look simple, said Crews, but first and foremost the dairymen must form a unified front and begin working together to solve the problem.

"Lack of unity and cohesion is one the dairymen's biggest problems today. Let's put away our biased ideas and prejudices and work together to solve the problem," said Crews.

According to Crews, this is a different era for the dairyman and his product and one in which over half of today's milk is being eaten and the remainder being drunk. "Therefore," he said, "We need a new pricing policy that will work in the market place and will work for the dairyman."

Long ago dairymen sold their milk by volume, however, the market is no longer a fluid market; the growth in the industry is in cheese, Crews noted. And, he added, even though the cheese manufacturers are a growing industry, they still have trouble

making a profit throughout the year. Why? Because of the current pricing system, having to buy less volume in the winter due to higher butterfat tests and buying more volume in the summer because of lower tests, he explained.

"Put a value on the protein, butterfat and fluid and no longer will the dairyman need to have fluid volume to make his money," said Crews.

Crews remarked, "With 'end product pricing' we can work toward a higher minimum standard and set rid of this burdensome surplus. No longer would the dairyman have to milk 100 animals for the volume he needs, but would make his money from the quality of his milk."

"I am scared for the industry, but I feel if we make a more deliberate effort to change, by working together to solve this problem we can do it."

Also, at the annual meeting several special awards were presented to several dairy industry people throughout the state.

John E. Creighton, Wayne County Extension director, was the recipient of the 1982 Pennsylvania Dairymen's Association Cooperative Extension Service Award "for valuable and noteworthy contributions to the state's dairy industry." He received a plaque and \$100.

During the last 12 years, the Extension agent, working with members of the Wayne County Chamber of Commerce, conducted dairy farm management schools to promote the dairy industry and

provide management assistance to area farmers. He also initiated a county dairy day which includes seminars, commercial exhibits and herd management demonstrations.

Creighton worked closely with dairymen, veterinarians and Penn State specialists in establishing a program to improve barn ventilation. Concentrating on air flow through farm structures, he developed a worksheet to make necessary calculations in designing new ventilation systems. Dairymen who had recommended systems installed report increased milk production and improved herd health.

A programmable calculator has been used extensively by Creighton to teach the principles of nutrition and provide ration analysis for dairymen with feeding problems. This system also has been used to update or alter feeding programs where changes in forage quality occur. Dairymen estimate this ration formulation program is increasing their income by thousands of dollars annually through higher milk production.

Three years ago the Extension agent assisted in initiating a milk marketing tour to the Federal Milk Marketing Order Office in New York City. Information presented prior to, during and after the tour provided a basic understanding of milk marketing concepts. This teaching tour technique has been adopted by Extension agents in other Pennsylvania counties.

A native of Sharon, Penn-

sylvia, Creighton has been a member of the College of Agriculture staff since 1965.

Kenneth Stackhouse of R1, Benton, Columbia County, received the 1982 Superior Supervisor Award from the Pennsylvania Dairy Herd Improvement Association.

The award, "for outstanding service as a DHIA supervisor in the Commonwealth," was presented in the form of a plaque and \$100.

A DHIA supervisor for 37 years, he currently oversees 29 herds on test in his circuit each month. He meets regularly with other DHIA supervisors to discuss testing concerns, feeding programs associated with milk and butterfat testing results, equipment needs, and troubleshooting.

According to Donald Ace, Penn State Extension dairy specialist, the award winner is being cited for maintaining a fine rapport with dairymen while exhibiting integrity in his work.

Stackhouse has been a consistent winner of the Ward of Merit, presented on the basis of record-keeping practices. He also won the Distinguished Service Award for his performance as a DHIA supervisor.

He works closely with the Columbia County DHIA board of directors and Extension Service personnel to help evaluate supervisor performance and to recruit and train new supervisors.

"The award winner's wife, Jean, assists in testing DHIA herds," Ace pointed out. "Together, they

provide a service marked by dependability and accuracy."

Russell L. Jones of Little Meadows, Bradford County, received the 1982 Charles E. Cowan Memorial Award from the Pennsylvania Dairymen's Association presented "for leadership contributing to the improvement and promotion of the Pennsylvania dairy industry."

For 20 years, Jones' Holstein herd has received the Pennsylvania Dairymen's Association Award for production above 600 pounds of butterfat. A recent herd average of his 66 registered Holsteins was 19,614 pounds of milk and 736 pounds of butterfat.

The Penn State dairy science graduate was president of the Bradford County Holstein Club. In the Pennsylvania Holstein Association, he served as president and member of the board of directors for 12 years. He was general chairman of the 1981 State Holstein Convention.

Active in the Dairy Herd Improvement Association, Jones was president of the county board, district director for northeastern Pennsylvania, and for six years was a director and secretary for the state DHIA board.

The award winner is past president of the Bradford County Cooperative Extension Association, and has been a 4-H dairy club leader for more than 20 years. He was active in the Northeastern Pennsylvania Artificial Breeding Cooperative and served as local secretary for many years.

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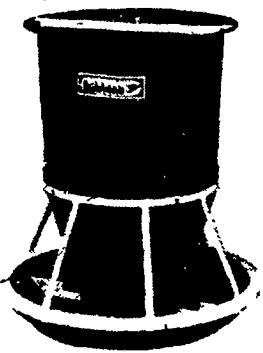
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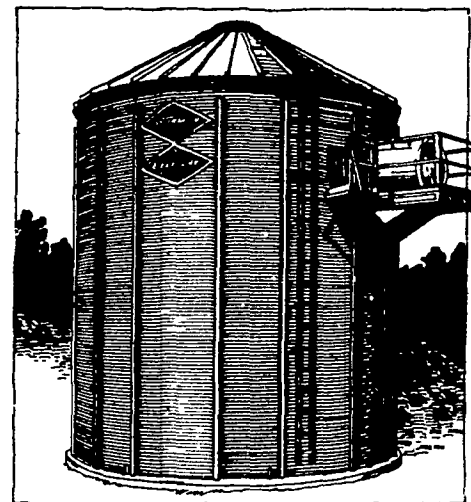
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