

# Cooperatives offer

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periods of over-production and then periods of cutting back.

Moore said the dairy industry has been shielded from these cycles by support prices, but added that unless "we have some way of controlling what individual farmers do, the production problems are likely to continue. Agriculture is the closest to a competitive industry which exists in the United States today."

Optimistic about the economy, Moore called this year the "funny season," noting that during an election year those in power will continue to spend whatever it takes to stay in power, and they will not raise taxes.

He was not enthusiastic about the potential of the proposed promotional program to make a dent in the surplus. The \$200 million to be spent will "stop very short of solving the dairy surplus problem," he said. Since every commodity is now advertising programs. Because stomachs only hold so much, Moore said, "We have to displace something else."

Despite the fact that participation in the reduction program is "disappointing," Moore said there will be some pluses. "Each time the support price for milk is cut milk becomes a better buy for the consumer. That's one of the big gains." Since there are two reductions in support price written into the law, consumers will benefit.

He added, "There is no quick way to match production and consumption." He said the bill was written to attach the problem of

production because there was not enough time to tackle the problem of consumption.

What's next for dairy farmers? Moore predicts it will be pretty much business as usual until April 1, 1985 when the first \$.50 reduction takes place. When the second reduction takes effect on July 1, 1985, the support price will be at about \$11.60.

The good news Moore brought his audience is that total farm income will probably go up in 1984 to an estimated \$29-\$34 million from \$23 million in 1983. In planning for 1984 Moore advised farmers not to wait to buy "price rising items." He cited fertilizer as one example of an item which farmers will need and could purchase now. This will also make it necessary to arrange for borrowing early.

He also advised, "Don't buy big ticket items for tax reasons only." That's false economy. He added, "Bigger is not always better."

Moore said that loans will be based on cash flow rather than assets, forcing good records and management by farmers. He also

advised thinking of debt retirement, which is what many did with their 1983 PIK payments.

The PIK program was successful, Moore stated, but only in combination with the 1983 drought which helped cut production. Production of feed grain was cut in half, to reduce stores of grain from a six-month carry-over in 1983 to a six week carry-over in 1984.

Moore called 1984 the "continuing saga of the dairy non-program." He said Congress seems only able to deal with the surplus problem on a short term stop gap basis, blaming part of this on the fact that everything is done based on a two-year term with re-election looming large in how they act.

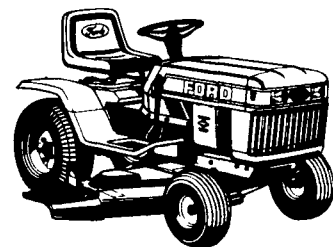
The pressure is on for interest rates to go up, which is one reason farmers shouldn't wait to buy things they need. Consumer incomes are up and they are borrowing more and spending more, which is good news not just for the general economy but for the agricultural economy as well. "They are buying products they couldn't afford before," Moore noted.

He called the federal deficit an "overriding problem, which really aren't attacking." After the election, he said something will have to be done.



These officers were re-elected by the Atlantic Breeder Cooperative's Board of Directors at their re-organizational meeting. From left are, David Slusser, president; James Kreider, vice-president; Norman Sollenberger, secretary and John Paxton, treasurer.

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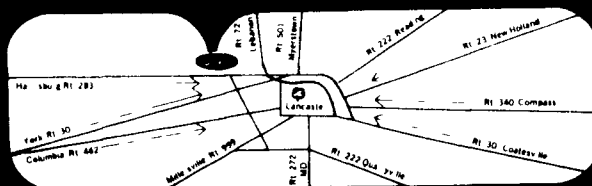
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