

## Dairy Marketing

### Dairyalea honors 10 dairymen

SYRACUSE - Ten dairy farms received top milk quality recognition awards at the Dairyalea annual meeting to be held here this week. The cooperative's quality recognition program runs annually from September through August.

The ten highest-scoring dairy farms each received a plaque plus a United States Savings Bond at the marketing co-op's 66th annual meeting according to Willis Day, vice-president for membership, Dairyalea.

First place is: Raymond Fix, Corfu, N.Y.

Second: Edwin F.O. Masin, Erin, N.Y.

Third: Richard Hill, Whitney Point, N.Y.

Fourth: Harold C. Snyder, Alfred Station, N.Y.

Fifth: Robert G. & Elsie D. Harrison of Skaneateles, N.Y.

Sixth: Arthur E. Merle, Jr., Merle Farms, Attica, N.Y.

Seventh: Stephen & Herbert Gregory, Hedges Farms, New Berlin, N.Y.

Eighth: Robert J. & Shirley S. Hawley, South Wales, N.Y.

Ninth: Walter & Betty Wiseman, Mayville, N.Y.

Tenth: Marion J. and Darryl Adamson, Geneseo, N.Y.

Seven additional farms qualified for the year-long program recognizing highest quality milk production. Plaques for high scores will be presented at local meetings to the following:

- Dean A. & Ruth E. Delavan, Cincinnatus, N.Y.

- William & Bernard H. Schram, Lyons, N.Y.

- Kenneth G. Bryan, Fabius, N.Y.

- Vincent A. Canfield, Equinunk, Pa.

- Charles Flock & Sons, Colts Neck, N.J.

- Frank Hartwig, Olean, N.Y.

- William J. & Robert J. Redmond, Port Byron, N.Y.

Brad Ryan, director of field quality control for Dairyalea Cooperative, said that more than 200 other farms qualified for the recognition program during one or more quarters of the year.

Ryan explained that the unique program's quality criteria in-

clude: bulk tank capacity, temperature control, milk flavor, odor and appearance, and cleanliness. Three different laboratory tests also must receive high scores.

Dairyalea had \$358 million in net sales during its recent fiscal year ending March 31, 1985. The cooperative has farmer members in New York, Pennsylvania, New Jersey and Western New England.

NEW YORK - Dairy farmers who supplied milk plants regulated under the New York-New Jersey marketing orders during September 1985 will be paid on the basis of a uniform price of \$12.37 per hundredweight (26.6 cents per quart). Market Administrator Thomas A. Wilson also stated that the price was \$12.27 in August 1985 and \$13.74 in September 1984. The uniform price is a marketwide weighted average of the value of farm milk used for fluid and manufactured dairy products.



### Order 4 price set at \$12.55

ALEXANDRIA, VA - Middle Atlantic Order Market Administrator Joseph D. Shine today announced a September 1985 base milk price of \$12.55 per hundredweight and an excess milk price of \$11.10. The weighted average September price was \$12.49 and the butterfat differential for the month was 16.2 cents. The base milk price was up one cent from August but was \$1.30 below last September. The weighted average price was up three cents from August and was \$1.39 below last September.

Mr. Shine said that the September volume of producer milk pooled under the order, 510.7 million pounds, was up over 44 million pounds or 9.5 percent from last September. The average daily delivery per producer of 2,540 pounds in September was up 251 pounds or 11 percent from a year earlier. A total of 6,702 producers supplied Order 4 pool handlers during the month, 88 fewer than

last September. Class I producer milk totaled 241.3 million pounds and accounted for 47.25 percent of total producer milk receipts in September. The September 1984 Class I utilization was 50.05 percent. The volume of Class I producer milk was up 3.4 percent from a year ago. The volume of Class II milk was up 36.5 million pounds or almost 16 percent from a year earlier. Base milk accounted for 88.94 percent of total September producer milk deliveries, down significantly from 94.68 percent last September. The average butterfat test of producer milk was 3.55 percent in September, down slightly from a year ago.

Order 4 pool handlers reported Class I in-area milk sales of 199.8 million pounds during September, an increase of 0.6 percent from a year earlier, after adjustment to eliminate variation due to calendar composition.

HARRISBURG - Seven new members of the Pennsylvania Dairy Promotion Program advisory board will attend the first meeting of the 1985-86 funding year Oct. 31 to Nov. 1 in State College, according to State Agriculture Secretary Richard E. Grubb.

"The new members were nominated by dairy farmers to represent their 15,000 fellow dairymen as the board considers the use of promotional funds to increase sales of milk and dairy products. Local groups and

organizations throughout the state will also receive funding from the program in the coming year," said Grubb.

The 20-member board oversees the collection and distribution of funds from the \$2 million PDPP initiated in 1983 and funded entirely by Pennsylvania dairy producers.

The National Dairy Promotion Program, along with local programs, received overwhelming support to continue its promotional efforts in the passage of the recent national dairy referendum. The

continuation of the PDPP was contingent upon approval of the national program.

New members and their terms include: Janice Burkholder of Chambersburg, Franklin County, three-year term; Wilmer B. Campbell of Halifax, Dauphin County, one-year term; Paul Corbin of Reynoldsville, Jefferson County, one-year term; Albert L. Hack of Berwick, Columbia County, one-year term; Dr. John Plummer of Chalfont, Bucks County, three-year term; David E. Roth of Loysville, Perry County, two-year term; and Christian E. Wolff Jr. of Millville, Columbia County, three-year term.

Other representatives on the board include Carl Brown of Pine Grove, Donald Cook of Drums, Donald Duncan of Robesonia, James Harteis of Ebensburg, R. LaVerne McCarty of Forksville, Ernest O. Miller of Hamburg, Beverly Minor of Washington, Marylyn Shaffer of Lake Ariel, Richard Shellenberger of Manheim, Bryon Sollenberger of Curryville, David Stetler of Mifflintown, Elder Vogel of Rochester, and Thad Woodward of Canton.

According to program guidelines, board members serve varying terms of office to ensure diversified representation among the state's dairy organizations, cooperatives and individual dairymen. Nominations will be accepted again in September 1986. Term lengths were determined by random selection. Board members are limited to serving two consecutive three-year terms.

## Dairy Promotion Program advisory board sets meeting date

### Order 2 price set at \$12.37

The seasonal incentive fund returned a total of \$4,043,013.29, or \$4.34 per hundredweight, to the dairy farmers' uniform price for September. This fund was generated by reducing the uniform price paid to producers during the high-production spring months.

A total of 16,486 dairy farmers supplied the New York-New Jersey Milk Marketing Area with 930,795,739 pounds of milk during September 1985. This was an increase of 5.9 percent (about 52 million pounds) from last year. The gross value to dairy farmers for milk deliveries was \$116,790,186.39. This included differentials required to be paid to dairy farmers but not voluntary premiums or deductions authorized by the farmer.

Regulated milk dealers (handlers) used 386,518,213 pounds of milk for Class I, 41.5 percent of the

total. This milk is used for fluid milk products such as homogenized, flavored, low test, and skim milks. For September 1985, handlers paid \$13.35 per hundredweight (28.7 cents per quart) for Class I milk compared with \$14.42 a year ago.

The balance (544,277,526 pounds or 58.5 percent) was used to manufacture Class II products including butter, cheese, ice cream, and yogurt. Handlers paid \$11.18 per hundredweight for this milk.

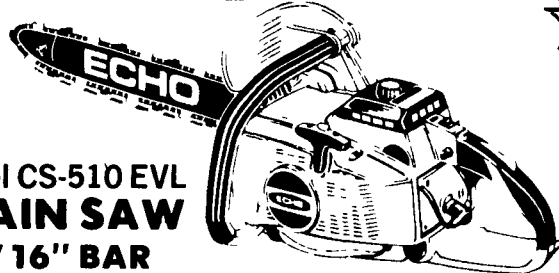
The uniform price is based on milk containing 3.5 percent butterfat. For September 1985, there was a price differential of 16.2 cents for each one-tenth of one percent that the milk tested above or below the 3.5 percent standard.

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

## 98th Anniversary Sale!

(Oct. 23 Thru Nov. 2)

**ECHO**



Model CS-510 EVL  
**CHAIN SAW**  
w/ 16" BAR

List \$359.95

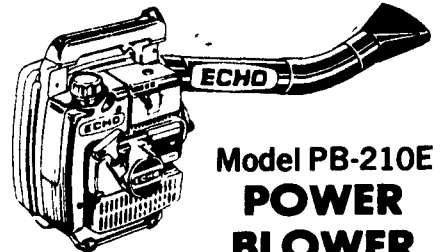
**SALE \$299.95**



Model CS-660 EVL  
**CHAIN SAW**  
w/ 20" BAR

List \$464.95

**SALE \$369.95**



Model PB-210E  
**POWER BLOWER**  
List \$159.95

**SALE \$119.95**

**BIG RED SPLITTING MAUL**



List \$29.95

**SALE \$19.95**

**BAR & CHAIN OIL**  
One Gallon  
List \$3.99  
**Sale \$2.99**

**98 DAILY PRIZES**  
To 1st 98 Customers Each Day  
w/\$10 Purchase or More...  
Wed., Oct. 23 - Pure China 4 Bowl Set  
Thurs., Oct. 24 - 1 Doz. Med. Eggs  
Fri., Oct. 25 - 1 Loaf Ranch Bread  
Sat., Oct. 26 - 2 Liter Pepsi

Mon., Thurs., Fri. till 9:00;  
Tues., Wed. till 6:00; Sat. till 5:00  
717-665-2407

*Make it Milk*

**Bombardier's**  
ELM, PA.