



# The Dairy Business By Newton Bair

## Who will manage the supply?

The farm papers are starting to fill up with stories, editorials, and personal opinions about the establishment of Quota Systems for milk. The immediate reservation about milk quotas is, "who will set them up, and how will they be maintained and managed?"

While everyone agrees that there must be some control over milk production, everyone does not

agree on how to do it. Quotas are cussed and discussed at every farm gathering, and the general opinion seems to be that the Government will establish and administer them.

The case for discipline and management within the industry seems to be muted and shy. Why?

It has always seemed to me that there are two choices that

dairymen have in controlling their destiny. One is to let the politicians in Washington do it, the other is to do it themselves. Obviously, while the latter is more desirable, it is also the hardest to do.

The big problem is discipline and restraint within the body of producers. There are too many rugged individualists among farmers.

Farm Cooperatives are a well established fact in modern existence. We have learned to live and operate within a well proven set of guidelines governing the Cooperative spirit.

The most successful Co-ops are run by a small set of dedicated farmer-directors who are wise enough to hire competent managers. The farmers themselves set the policies that govern the Co-op, and see to it that the managers they hired carry them through. And all the members must operate by the rules that they imposed upon themselves.

One problem that would hinder self-discipline among milk producers is what to do about those who will not co-operate. Without Government intervention and the

imposition of stiff penalties against non-cooperators, discipline within the industry might fall apart. If the fellow who will not cooperate within the quota imposed by his own neighbors, who is to discipline or impose a penalty on his actions?

There is still freedom of choice on whether to join any Co-op or operate in a free economy. And it probably should stay that way. The only problem is, that there is always the entrepreneur that wants to get ahead of everyone else, and will find ways to do it, even if it means forcing someone else out of business.

It can happen even within a quota system, if quotas are deemed to have a value, and the price is negotiable. Quotas will be traded and bought and sold like any other commodity.

Might it be possible for the Government to empower the establishment of Co-ops that could then govern the operation of quotas within the industry itself? The

proper place of Government in the whole process would be to sharpen the teeth by strict laws on the purchase and pricing of surplus milk.

The quotas would be set and administered by farmers themselves, within co-operative laws, and if a producer chooses to sell milk outside the quotas set by the Co-op, he would be governed only by the economics of the situation. He wouldn't last long producing milk at a loss.

Perhaps it is Utopian dreaming, but isn't it time that the Dairy industry grows up, takes hold of its own destiny, and stops begging Uncle Sam for help? If there must be supply control by quotas, let the dairy industry itself set them as well as the price of milk.

The Government can do its thing by providing lawful support for the cooperative efforts of a vital industry. Economics will do the rest.

## U of D Ag Day Set April 26

The University of Delaware's College of Agricultural Sciences will hold its 11th annual ag day at Townsend Hall on the Newark campus April 26 from 10 a.m. to 3 p.m. Ag day is coordinated by students and offers a wide variety of events designed to educate and entertain.

Ag day is open to everyone and most events are free. Visitors can stroll through the college's teaching gardens, tour the Agricultural Experiment Station farm on a hay wagon, learn about plant tissue culture or avian influenza which has devastated poultry, and even milk a cow.

Students of landscape design will answer questions and also design landscapes for visitors if provided with a picture of a home or facility. The Cooperative Extension Ser-

vice's Master Gardeners will also be on hand to answer questions on lawn and garden problems.

Other highlights of this year's event are:

Pony rides, petting zoo featuring young farm animals, college career counseling, livestock shows featuring young dairy and beef cattle and lambs, sheep shearing demonstrations, poultry display featuring Delaware Blue Hens, soils display, baby chicks hatching, modern farm machinery display, beekeeping exhibit, clowns and balloons, plant sales, Alpha Zeta chicken barbecue, FFA hot dogs and soft drinks, home-baked bread sale.

Townsend Hall is located on Route 896 across from the Chrysler plant in Newark. Plenty of free parking is available.

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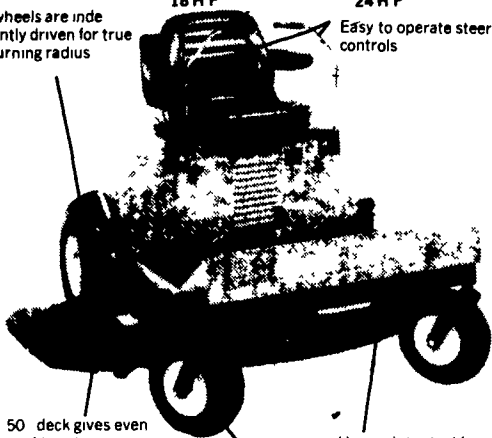
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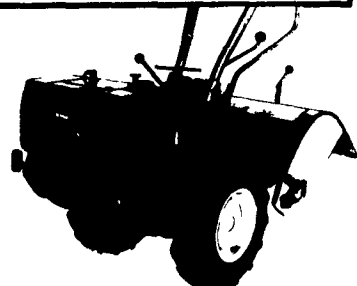
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