

Dairy Marketing

DHIA Conference Set

UNIVERSITY PARK — On September 5th and 6th, Pennsylvania DHIA will be conducting the third annual statewide director's conference at the Sheraton Penn State. Although each county is assigned a designated number of voting delegates, all county DHIA directors are welcome to attend.

The agenda includes sessions dealing with the 1987 national DHIA convention in Philadelphia,

direct number cooperatives, and a demonstration of the A.R.I.S. service currently being developed. A spouses program will be available which includes the A.R.I.S. demonstration, and presentations dealing with nutrition and milk marketing.

For more information about the conference, call Debbie Wagner at 1-800-DHI-TEST, or to make reservations call your county contact person.

ADADC Hires Dairy Marketing Specialist

WILLIAMSPORT — Brian Ward, executive vice president of the American Dairy Association and Dairy Council, has announced the appointment of Tom Vought to the position of dairy marketing specialist on the ADADC staff.

In this new position, Vought will be a member of the ADADC's consumer promotion department. He will be responsible for working closely with convenient store and supermarket dairy managers to assist them with dairy product

advertising and promotion. He will also represent the ADADC at trade shows, conventions, and training seminars throughout the Keystone State.

A graduate of Mansfield State College in speech communication, Vought comes to the ADADC from Hidlay Oil Company where he managed the company's convenience store.

Vought resides in Bloomsburg with his wife and child and will be based out of the ADADC's Williamsport office.

Order 4 Milk Set at \$12.30

ALEXANDRIA, Va. — Middle Atlantic Order Market Administrator Joseph D. Shine recently announced a June 1986 base milk price of \$12.30 per hundredweight and an excess milk price of \$10.81.

The weighted average June price was \$12.26 and the butterfat differential for the month was 16.0 cents. The base milk price was down 6 cents from May and was \$.27 lower than last June. The weighted average price was down one cent from May and was \$.21 lower than a year earlier. The gross value of June producer milk was \$64.6 million, compared to \$63.4 million a year ago.

Shine said that producer receipts totaled 529.1 million pounds during June, an increase of 19.8 million pounds from last June, and the average daily delivery of 2,705 pounds per producer increased 162

pounds or 6.4 percent from a year earlier.

Class I producer milk totaled 224.3 million pounds and was up 16.3 million pounds or 7.8 percent from last June. Class I milk accounted for 42.40 of total producer milk receipts during the month, compared with 40.85 percent in June 1985. Base milk accounted for 90.93 percent of total producer milk receipts in June compared with 87.45 percent last year.

The average butterfat test of producer milk was 3.49 percent, down from 3.53 percent last June.

Middle Atlantic Order pool handlers reported Class I in-area milk sales of 190.5 million pounds during June, an increase of seven-tenths of one percent from a year earlier after adjustment to eliminate variation due to calendar composition.

June Milk Set At \$11.27

NEW YORK, N.Y. — Dairy farmers who supplied milk plants regulated under the New York-New Jersey marketing orders during June 1986 will be paid on the basis of a uniform price of \$11.27 per hundredweight (24.2 cents per quart). Market Administrator Thomas A. Wilson also stated that the price was \$11.25 in May 1986 and \$11.47 in June 1985. The uniform price is a marketwide weighted average of the value of farm milk used for fluid and manufactured dairy products.

The seasonal incentive plan removed \$.40 per hundredweight from the dairy farmers' uniform price for June, a total of \$4,153,405.82. Deductions for this fund for March through June 1986 aggregated \$13,912,936.61. The fund, plus interest will be

distributed in the August through November uniform price calculations.

A total of 16,009 dairy farmers supplied the New York-New Jersey Milk Marketing Area with 1,038,351,456 pounds of milk during June 1986. This was an increase of 1.0 percent (about 10 million pounds) from last year. The gross value to dairy farmers for milk deliveries was \$117,904,362.53. 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 365,905,420 pounds of milk for Class I, 35.2 percent of the total. This milk is used for fluid milk products such as homogenized, flavored, low test, and skim milks. For June 1986,

handlers paid \$13.53 per hundredweight (29.1 cents per quart) for Class I milk compared with \$13.87 a year ago.

The balance (672,446,036 pounds or 64.8 percent) was used to manufacture Class II products including butter, cheese, ice cream, and yogurt. Handlers paid \$10.89 per hundredweight for this milk.

The uniform price is based on milk containing 3.5 percent butterfat. For June 1986, there was a price differential of 16.0 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 from farms in the 201-210 mile zone from New York City.

Inter-State Advances Date of Capital Retain Payment

SOUTHAMPTON — Inter-State Milk Producers' Cooperative members will receive their first payment from the cooperative's capital retain program a year earlier than expected, President Robert B. McSparran announced recently.

McSparran's announcement followed the July board meeting, at which the directors voted to move the date of the first payment from February 1988 to February 1987. The payment will cover the period of Nov. 1, 1981, through July 31, 1982.

The board's decision, McSparran said, is a reflection of the cooperative's improved financial position.

"Increased sales and production and proficient operations have

contributed to a better financial picture," he said, adding that current projections for the fiscal year, which ends July 31, 1986, are the best in three years.

According to General Manager Paul E. Hand, Inter-State's earnings for 1985-1986 will exceed the capital retain and the normal revolving fund payment for the fiscal year.

Hand reported that Inter-State's income for the fiscal year is expected to exceed \$2 million, the highest amount on record. He

added, however, that the final audit will not be available until September.

The strong financial picture is good news for Inter-State members, Hand said. The first payment from the capital retain program, which will average over \$600 per member, attests to this, he said.

Inter-State began its capital retain program Nov. 1, 1981, to increase the net worth and improve the equity position of the cooperative. Members pay into the program at a rate of \$.10 per hundredweight.

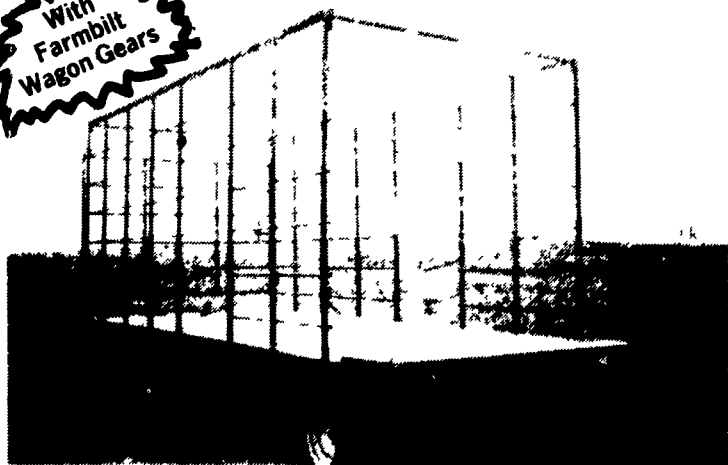
More pints of ice cream are sold in very large cities, while quarts are more popular in medium-size cities.

Ice cream consumption is highest in July (National Ice Cream Month) and August.

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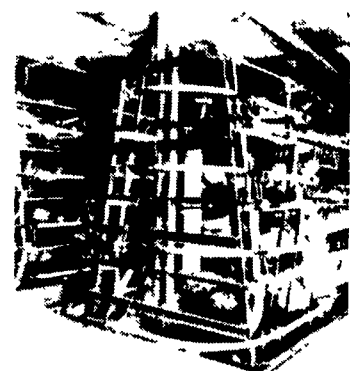
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