

Jersey Breeders Seek To Market Their Milk On A High Solids Basis

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Adams Co. Correspondent
SHIPPENSBURG — Milk marketing and young sire sampling were the major topics of discussion at the Cumberland Valley Jersey Breeders' Annual Chicken Barbecue held Sept. 6 at the Shippensburg Fairgrounds. Thirty-five members and their families gathered to enjoy the meal and to hear the featured speaker, Dennis Erpelding, marketing specialist with National All-Jersey, Inc., Columbus, Ohio.

For the last 18 months, Erpelding has worked to market the approximately 50,000 pounds of Jersey milk produced by the group on a high-solids basis. He opened his discussion stating, "We are talking here about how to get you a better milk market. That means getting you the most dollars in your milkcheck." Reporting on his progress, he told the group that he received viable offers from two groups — Eastern Milk Producers Cooperative, Syracuse, N.Y. and Jefferson Cheese Co., Hagerstown, Md.

Eastern's proposal includes 6 cents per point over 3.3 percent protein and 10 cents per hundredweight for milk with less than 350,000 SSC, under 25,000 plate count, and a freezing point

minimum of 4.2. The protein payments ties directly to the quality bonus. Failure to meet all the criteria for the quality bonus also results in a loss of the protein payment. Membership fees to the co-op would average 21 cents per hundredweight shipped.

Jefferson Cheese is considering a different protein program. Jefferson, who needs milk now that supplies are down, will need to structure the best program available in the area to attract shippers, according to Erpelding.

The proposal under consideration by Jefferson Cheese includes a Class III price of \$11.11, a 16.5 cent fat differential, and a protein program of 15 cents per point. Their quality program would be independent of the protein payment.

Since the groups desires to market their milk as a block, and each producer is tied to other co-ops by different anniversary dates, Erpelding outlined a procedure by which each producer could join the Equity Co-op. The Equity Co-op, which is operational in other parts of the country, would be organized here as a local and run by local membership. It would serve as the marketing agent for the entire block of milk.

The group plans to proceed with

a detailed comparison of the two proposals and a decision will be made at a later meeting.

On the national scene, Erpelding told the group that the Reagan Administration adamantly opposes any kind of supply management or quota system. So much so that they have refused to call an Order Meeting in the Northwest so as to prevent any discussion on these topics.

While the next Gramm-Rudman deductions are scheduled for Oct. 1, Erpelding is leery of any drastic cut in the support price due to the political ramifications to the Republicans in the Senate. However, he predicted that the 60 to 80 cent assessment would be deducted on that date.

On the brighter side, Erpelding reported that cheese and butter prices should continue to rise for the next several months. He noted that the drought in the South has strengthened their markets and that milk is now being hauled into that area from the Mid-West.

A short business meeting followed Erpelding's presentation.

The discussion focused on Liberty Jersey Sires, a duly organized cooperative of owners of Jersey cattle. Its objective is to cooperatively sample and prove additional young Jersey sires in

order to provide genetic material for the continued improvement of the Jersey breed. There are 24 participating herds in the program.

Bill Dietrich, Cumberland Valley Jersey Breeders president, encouraged breeders to attend two

upcoming events — the general membership meeting of LJS on Wednesday, Sept. 24, at 1 p.m. in Room B of the Farm Show Complex, and the Pennsylvania State Jersey Sale scheduled for 6 p.m. on the same day in the small arena.

August Milk Set At \$12.67

ALEXANDRIA, Va. — Middle Atlantic Order Market Administrator Joseph D. Shine announced an August 1986 base milk price of \$12.67 per hundredweight and an excess milk price of \$11.35. The weighted average August price was \$12.66 and the butterfat differential for the month was 17.7 cents.

The base milk price was up 21 cents from July and was 13 cents higher than late August. The weighted average price was up 21 cents from July and was 20 cents higher than a year earlier. The gross value of August producer milk was \$67.0 million, compared to \$65.8 million a year ago.

Shine said that producer receipts totaled 531.3 million pounds during August, an increase of 2.3 million pounds from late August, and the average daily delivery of 2,620

pounds per producer increased 73 pounds or 2.9 percent from a year earlier.

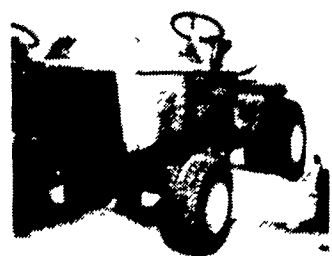
Class I producer milk totaled 242.7 million pounds and was up 6.2 million pounds or 2.6 percent from last August. Class I milk accounted for 45.87 percent of total producer milk receipts during the month, compared with 44.71 percent in August 1985. Base milk accounted for 91.85 percent of total producer milk receipts in August compared with 88.24 percent last year. The average butterfat test of producer milk was 3.48 percent, unchanged from last August.

Middle Atlantic Order pool handlers reported Class I in-area milk sales of 201.5 million pounds during August, an increase of 2.1 percent from a year earlier after adjustment to eliminate variation due to calendar composition.

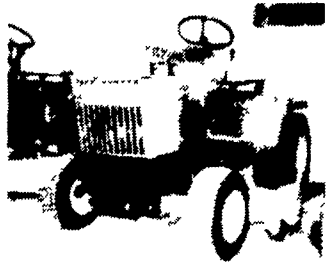
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SALE

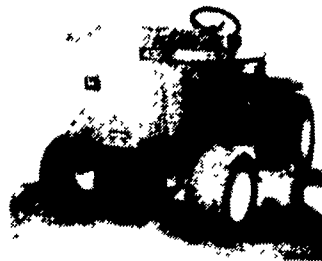
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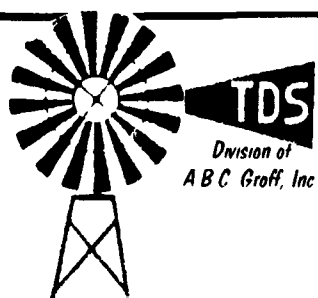
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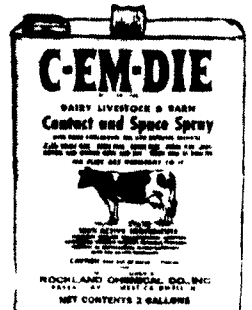


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