

# Dairy Co-Op Returns \$2 Million In Bonuses To Farmers

Eastern Milk Producers Cooperative faced a turbulent marketplace in 1987, with more and more farmers leaving the business and competition for available milk supplies turning fierce, Eastern President R. LaVerne McCarty reported.

Even though that caused profits to drop, the co-op returned more money to its member-farmers in the form of cash bonuses than ever before, McCarty said.

The bonuses, or premiums, were above the government-regulated blend price that farmers receive for their milk, and totaled "approximately \$2 million for Eastern's

farmer-owners" in calendar 1987, Eastern General Manager Michael H. Donovan noted.

More than \$250,000 of that amount was paid between Christmas and New Year's to 1,400 farmers who qualified for Eastern's Fall Premium Program. The fall premiums, Donovan said, successfully encouraged farmers to shift more milk production to the fall months, an historically low period for milk volumes, and helped the co-op to balance seasonal supplies for customers.

Unlike other premiums, which Eastern obtained from customers

to pass directly to farmers, the fall premiums came out of Eastern's own coffers, and came close to matching its \$300,000 refund to farmers in 1986 when the co-op had record profits.

"The past year has been difficult in terms of profitability," Donovan said. The co-op ended fiscal '87 with \$233,000 in net proceeds, which were down from the record \$631,000 in fiscal '86. Eastern's milk supplies were down 10 percent, largely due to the Whole Herd Buyout and other economic factors which encouraged farmers to leave dairying.

"But," Donovan continued, "what does make me happy is when I look at the monthly report which shows the cash premiums that we are returning to the farmer-members of Eastern Milk Producers. Quality premiums have been running in excess of \$30,000 per month; protein premiums in excess of \$25,000 per month, and other direct premiums over \$100,000 per month."

He added: "Getting money to the farmers' bottom line is our most important job, and Eastern

has never had a year where we have done a better job of doing exactly that."

McCarty and Donovan also noted that Eastern's Products Division was "growing in leaps and bounds."

The division, which is anticipating sales in excess of \$8 million for the year, and operates six dairy stores in New York and Pennsylvania, and a bulk-buying service for rural customers in 11 states. Two of those stores opened for business in 1987 -- in Fulton, N.Y., and Washingtonville, PA.

Four more stores are on the drawing board for 1988, Donovan said.

Other highlights of 1987: \* Eastern's board elected a new president in October -- dairy farmer R. LaVerne McCarty of Forksville, PA. He succeeded Earl Forwood, another Pennsylvania farmer.

\* Eastern's got out of the fluid bottling business in September when it sold its operation in Homer, N.Y. to DairyLea.

\* Eastern honored its first-ever Quality Farmer of the Year -- the

Karl Haslauer Farm of Munnsville, N.Y. It also named top quality farmers for New England and the Pennsylvania-and-South region -- Shelburne Farms of Shelburne, Vt., and the Richard Groover Farm of Canton, PA.

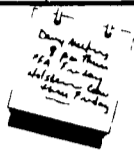
The dairy cooperative, with some 200 employees, owns or operates a number of facilities in the Northeast, in addition to the Products Division's retail stores.

It acquired two New York cheese plants -- in Waverly and Horseheads -- in 1982, and leased them to Leprino Foods, one of the nation's leading makers of mozzarella cheese, under a 20-year milk supply agreement.

The co-op also operates a state-of-the-art testing laboratory in Waverly; a New England office in Montpelier, Vt.; a butter/powder plant in Grover, Pa., and milk-receiving plants at Sunbury, Pa., Dover, Del., and Hinesburg, Vt.

Some 3500 member-farmers are spread across nine states -- Connecticut, Delaware, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania and Vermont.

## Farm Calendar



(Continued from Page A10)

Farm and Home Center.  
Chester Co. Dairy Farm Water Meeting, Octorara High School, 7:30 p.m. Vo-Ag room.  
**Tuesday, February 2**  
Cattle Feeder's Day, Lancaster Farm and Home Center, 8:30 to 3:30 p.m.

Northeast Winter Dairy Mgmt. Schools, Sheraton Inn, Burlington, VT. Through Feb. 3. Call 607-255-2196.

Cumberland Co. Ext. Annual Meeting, South Middleton Firehall, Boiling Springs, 6:30 p.m.

South Jersey Dairy Conference, Elmer Grange Hall, Polo Tavern, NJ.

**Wednesday, February 3**  
Penn Jersey Dairy Expo, Days Inn Conference Ctr., 9 a.m.-3 p.m. Rts. 22 & 309, Allentown, PA Young Farmer Spokesperson for Ag Contest, Sheraton Inn, Danville, Through Feb. 4.

Delmarva Corn & Soybean Conference, 9 a.m.-3 p.m. Wicomico youth and Civic Center, Salisbury, MD.

**Thursday, February 4**  
Dairy Reproduction School #2, Gap Fire Hall, 10 a.m. to 3 p.m. Northeast Winter Dairy Mgmt. School, Ramada Inn, East Windsor, Conn., through Feb. 5.

Dairy Nutrition School, 10 a.m., Memorial Lutheran Church, Shippensburg.

Small Grain Production, 8 p.m., Kennard-Dale H. S., Call Ralph Travis, 382-4871.

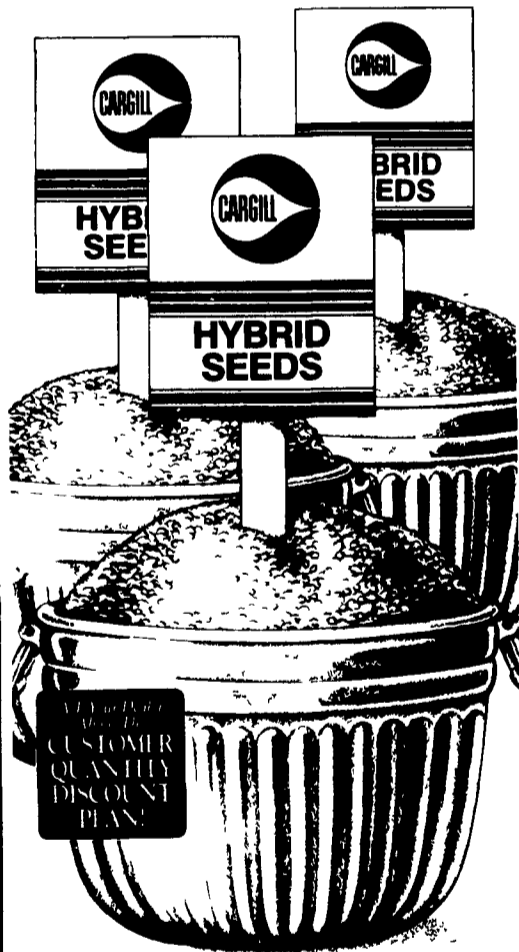
Conservation plans, Riggs Harwell from S.C.S. and Mark Flaharty. 8 p.m. Kennard-Dale H.S.

**Friday, February 5**  
Dairy Reproduction School #2, 10

a.m. to 3 p.m., Gap Fire Hall. Lancaster/Chester Swine Assn. Annual Banquet, Blue Ball Fire Hall, 6:30 p.m.

**Saturday, February 6**  
Ephrata Young Farmers Assn. Annual Mtg, Mt. Airy Firehall.

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### 6927 NEW!

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NEW RELEASE - was 75048. Top yielder in many Stage IV plots. Has an excellent stalk, root quality, and stress tolerance. 6927 will show excellent yield stability in Pennsylvania. Exhibits fast drydown. Harvest moisture averages drier than most of the 112-115 day hybrids. Final Population: 20-26,000+

### 7993

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### SX352

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