

## BST Effects And Forage Loss

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there are not enough dry days to make hay. Drying agents can decrease the chance of weather damage and enable better leaf retention. Dry matter loss can be cut in half by mowing, conditioning, raking and applying a drying agent compared to mowing and raking three times before baling.

Drying agents are obviously less effective on the first cutting because there is so much moisture left in the ground from the spring thaw. Beware of the percentage of the mix. For instance propionic acid should be at least 50-60 percent of the mix, because if not, the farmer will be spraying on so much water that he will be adding to his moisture problem instead of correcting it.

"You must determine your need before you buy any product. Ask the sales person for published data in reputable journals. If it has not been published in reputable journals then it is probably because the journals would not accept it. Buy from a reputable manufacturer. It must increase bunk life and preserve nutrient value while it offers a greater profit over cost," explained Kung.

### Pitfalls of New Tax Law

Dr. Larry Jenkins, Penn State University, cautioned farmers on the new tax law changes which affect how farmers are allowed to deduct pre-productive expenses for young stock.

"The government wants you to capitalize expenses. Remember that capitalizing expenses is the opposite of deducting expenses as you go for the current year. You are postponing deducting until the animals begin producing," explained Jenkins.

The catch is that whatever the amount the farmer chooses to capitalize, there will be an immediate increase in self employment tax. Jenkins urges each farmer to work very closely with the tax accountant. This law is very confusing to many people, according to Jenkins. So confusing that the Farmers Tax Guide actually contains an error.

Jenkins urges anyone that needs help to contact him for a copy of a paper he authored simplifying the law. Jenkins can be reached at the Penn State University, Agricultural Economics, University Park, PA 16802.

### Masstock

A 12,000 cow dairy farm in Saudi Arabia, and 1,000 cow operations in Thailand, Zambia and China all began with a 130 head dairy farm in Belfast, Ireland by two brothers. In August of 1987 Masstock's 1,000-cow operation began producing milk, but not without some difficulty.

According to Dr. Raymond Hunter, of the Masstock Corporation, bringing 1,000 heifers into production and getting them accustomed to the stalls and milking was just one of the many difficulties of this Atlanta based operation.

Masstock selected Georgia as the site of their first American based farm because of the rapid population growth being experienced in Florida and Georgia and also because of the demand for milk on the east coast. Also, the land in southern Georgia was fertile with an underlying aquifer suitable for irrigation.

"The most important thing in our operation is that we must give every animal individual treatment

# PFU Claims \$15/CWT Milk Needed For Area Dairy Farmers

HARRISBURG — Allen Deiter, President of the Pennsylvania Farmers Union, (PFU) from Northumberland, PA announced today that the Board of Directors of PFU has endorsed a recommendation of our State Dairy Committee.

After much consideration, at a special PFU Board Meeting, held recently in Milesburg, PA, the Dairy Committee recommended that PFU establish a goal of \$15. per CWT as an average annual blend price for the Northeastern Dairy Farmer. William Sturges of Wellsboro, PA, who was named permanent Executive Director of PFU at the same meeting stated, "Its time everyone recognizes that dairy farmers are heading towards a real financial crises in 1988". PFU officials are estimating blend prices in Federal Order #2, (NY, NJ) to plummet down to a possible low of \$10.40 per CWT during the spring of 1988.

During 1987 PFU conducted a special survey of 1000 dairy farmers residing mainly in PA and NY. Among other things, the survey indicated that 73% of the farmers responding favored a milk supply management program of some nature. The same survey revealed that dairy farmers felt the annual average blend price paid to dairy farmers should be \$14.30 per CWT. Arden Tewksbury, staff member of PFU, who supervised the survey stated, "If you take the \$14.30 price and apply the 1987 4.4% inflation rate, you then come real close to the \$15. blend price established by PFU's Dairy Committee".

Deiter and Sturges both agreed that PFU will move in a variable direction to obtain the \$15. blend prices. Some of the recommendations of the Dairy Committee are:

1) PFU will remain committed to the RCMA Program in an attempt to recover some of the declining prices paid to area dairymen, 2) PFU has endorsed the National Farmers Union Milk Diversion Program (with some modifications) as a viable method to restore the milk support price back to the \$11.10 per CWT level, 3) PFU will begin a campaign in connection with other farm organizations to develop and implement a milk supply management program, which will aim at keeping milk production in line with the domestic market plus a reasonable reserve. This same program must return to dairy farmers a sufficient price to cover the average cost of production plus reasonable profit (possibly 8 to 10 percent).

Deiter revealed that PFU has spent thousands of dollars and a countless number of hours of work on the RCMA Project. Deiter explained, "RCMA is a viable organization to recapture some of the faltering milk prices. However we need to immediately address the real issue of inadequate milk prices being established by antiquated pricing formulas and the over production of milk in some geographic areas".

Sturges pointed out that with recent feed prices escalating along with the faltering milk prices is a sufficient reason to support the program adopted by PFU's Dairy Committee and the Board of Directors.

and attention. If we are not able to do that we will not be successful," explained Hunter.

Their 1250 cows are divided into groups of 125. Milking is done in a polygon shaped parlor on 8 hour cycles, 24 hours a day, with one hour clean up time in between. They can milk 160 cows per hour. "We look at our employees as a primary resource. We want each one of our employees to pursue his career to the fullest. We want to build people in the company and in that way we are able operate within a decentralized management structure," said Hunter.

According to Hunter, Masstock is enabling the agricultural infrastructure to improve and have allowed suppliers to expand in their area. In the northeast, there were many farmers who benefitted from their purchase of 1,000 incalf heifer last year.


Most of all, he hopes that all dairy farmers will benefit from the knowledge they have gained and he hopes also that other dairy farmers will share their knowledge with Masstock. He reminded farmers that Masstock can employ those people who are not able to have a farm of their own and provide them with valuable training and experience until they are ready to farm on their own.



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