

## Maryland Jerseys

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long event was held in New Midway with a full agenda addressing milk marketing, youth and senior member recognition, and plans for the 1991 AJCC National Meeting

to be co-hosted by the Maryland and Virginia Clubs.

Representatives from Atlantic Dairy Cooperative, Maryland-Virginia Milk Producers Cooperative, and Dairymen, Inc. were

invited to address the group of high-solids milk producers on possible component pricing programs. In the past few months several breeders have started receiving a protein premium for their milk

through a program offered by Dairymen, Inc.

This has touched off discussions about such programs within other cooperatives on eventually peti-

tioning to change the federal order dictating prices in Order 4. Any such change would require a combined effort by these three cooperatives.

Ernest Yates, Director of Field Services for the Mid-Atlantic Division, Dairymen, Inc., outlined the protein premium that Dairymen implemented on November 1st. This milk is going for cheese manufacturing to Jefferson Cheese Company, Hagerstown, Maryland. There is presently 60,000 pounds of 100 percent Jersey and Guernsey milk on the load, every two days. All extra shipping and testing costs are evenly divided among the shippers on the load, so there are no costs to any other Dairymen shipper.

A protein premium of 12 cent per point over 3.2 percent is paid for milk with less than 500,000 SCC. There is a graduated scale for SCC counts above that. Protein tests are taken three times per month and averaged.

Stated Yates, "We think this program is very fair. The people on this load pay all the extra costs and still are netting 50-59 cents per hundred weight additional in their milk check. There's room here for all the high protein milk we can take."

James Reeder, Director of Member Relations, Maryland-Virginia Cooperative, noted that he was there to listen and learn. Maryland-Virginia is presently testing all its herds in March to determine their protein and solids-not-fat levels. Reeder related that once these figures have been compiled and analyzed, Maryland-Virginia will then determine its position on any changes in its pricing system.

James Fraher, Economist, Atlantic Dairy Cooperative, related that they are working from a positive delegate action which requested them to pursue a multiple component pricing system. In response, Atlantic is proposing a possible change in the Federal Order which would be revenue neutral, that is it would not at this time add more money to the pool, but re-distribute existing monies.

Under Atlantic's program, to determine an individual producer's base price, you would multiply the producer butterfat and protein tests by producer butterfat and protein/skim prices per pound and add the base milk differential price per CWT. Utilizing solids-not-fat in the formula creates a less dramatic change from current prices than utilizing only butterfat and protein.

Stated Fraher, "As we view this, let's not view it as a producer to producer issue, but as a marketing issue. It is our policy at Atlantic not to offer a premium to any of our members if we can't offer it to all our members."

During the Business Meeting, the program turned to award recognition. Several youths received \$125.00 scholarships from the Club to be used for their continuing education. Those youths receiving scholarships were: Lisa Burdett, Karen Stonesifer, Janet Stiles, Susan Heath, and Scott Staley.

Crowned the 1986 Maryland Jersey Queen was Mindy Johnson, Damascus, Maryland. She succeeds last year's Queen, Tonna Caple.

Receiving the Dr. Hoopes Awards this year were Junior Member Karen Stonesifer and Senior Members Esther Hoffman and the late J. Hansen Hoffman Sr. These awards are presented each year to the Junior and Senior member who has done the most in the



Wayne Stiles (right) presents the Dr. Hoopes Senior Award to Esther Hoffman and the late J. Hansen Hoffman, Sr. at the 67th Annual Meeting of the Maryland Jersey Cattle Club held last Saturday. The award is presented to the member who has done the most to promote Jerseys in Maryland in the past year. The meeting was dedicated to the memory of Mr. Hansen, a prominent Maryland Jersey breeder, who passed away this past January.



The Maryland Jersey Cattle Club elected its new officers for 1988-89 at its 67th Annual Meeting held last Saturday in New Midway, Maryland. Seated are (l-r) James Stonesifer, president, and Kay Hoffman, secretary-treasurer. Standing (l-r): Mike Forsythe, vice-president Western Shore; Bill Eliason, vice-president, Eastern Shore; and Allan Stile, vice-president.

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