

Atlantic Dairy Coop

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million net margin realized equaled 8.4 cents per hundred-weight. Member equity for the fiscal year reached \$15.8 million.

"These added dollars are a direct result of the merger and our ability to work with other cooperatives in our region," Hand said.

Milk production at 3.45 billions pounds was down by 1.5 percent from the previous year. Hand credited the summer drought, the herd buy-out program and farmers going out of the dairy business for the production drop.

Farmers were able to maintain their level of income through the Atlantic's success in securing \$7.7 million dollars of over-order premiums for members. Members can thank the cooperative and the working relationship between Atlantic's buyers and both the Middle Atlantic Cooperative Milk Marketing Agency (MACMMA) and the Regional Cooperative Marketing Agency (RCMA) for that income boost.

"We have a good relationship with our buyers," Hand said, "and they are aware of the difficulties on the farm. They have been very willing to negotiate over-order prices."

Since the time of the merger in February of 1987 \$27 million has been paid out to members including \$16.7 million in equity, \$2.6 million in quality premiums and \$7.7 million in MACMMA and

RCMA payments.

Dr. Haenlein Honored

Dr. George F. W. Haenlein was named as Atlantic Dairy Cooperative's 1988 Agricultural Communicator of the year. Haenlein is a University of Delaware professor of animal science and agricultural biochemistry. Haenlein was cited for his "exemplary services to the cooperative community."

Haenlein was born in Germany and raised on a farm near Heidelberg. He studied agriculture at the University of Hohenheim and came to America in 1953 and joined the University of Delaware state in 1957.

Resolutions

Two questions were raised again at the annual meeting in the discussion of resolutions and again, as in the past, they continue to be unanswered.

The first question: Who pays the drivers' time spent in line at the plant waiting to unload.

The second question: How does Atlantic prevent the loss of larger volume producers to independent buyers?

The resolution failed which would have permitted Atlantic to pay premiums to members who produce larger volumes of milk failed to prevent them from going to independents.

"When we lose a large producer we lose some of our efficiency. It's more efficient to write one check for a larger volume of milk than several checks," explained James

R. Barnett, Member Relations Manager. "But many members feel that all producers should be treated equally and we should not make any concession to the larger producers."

But Barnett predicts that this is not the last members will see of premiums for the larger producers. The cooperative presently gives larger producers volume discounts on hauling. This idea was first discussed nearly ten years ago before being passed. A change in the dues structure and a change in the number of votes for large producers are also being discussed as incentives for the larger producers to stay with Atlantic although they have not reached the form of a resolution as yet.

According to Barnett there was much discussion on the resolution to pay haulers for drivers' waiting time in excess of three hours. Apparently this is a discussion which began nearly 15 years ago, according to Barnett.

Some say the dairies pay driver's for their wait, but the dairies feel the drivers should adhere to a

schedule. However, that's difficult to do when most farmers finish milking at the same time and the haulers head in to the plant.

"We are seeing less and less plants. There used to be 3 or 4 plants in Philadelphia and now there are none and we have as much if not more milk being shipped," said Barnett.

Members voted to share the costs of hauling milk from West of the Susquehanna River to the primary fluid markets in the Philadelphia-New Jersey area with its members located west of the river who have absorbed these increasing costs in the past. "As less farmers are located in Berks, Montgomery and Philadelphia areas our milk supply moves west while the bottlers and the markets remain or move farther east. Twenty years ago our supply, bottlers and markets were located on one side of the river compared to today where the center of our supply is somewhere between the river and Carlisle and our plants have continued to move even farther east to New Jersey.

"We feel this practice encourages the farmer to call his field representative to have it checked which saves the coop money rather than contaminating a whole truck load or a 50,000 gallon tank at the plant," said Barnett.

The cooperative is liable for milk which is contaminated at the plant which could run as high as 50,000 gallons. Fortunately nearly 90 percent of the plants ADC ships to screens truckloads before they are unloaded.

A proposal which would have paid farmers 5 cents/CWT for meeting minimum standards on standard plate count, somatic cell count, or PI count and an additional 5 cents should they meet all standards failed. According to Barnett members felt overall quality might suffer. Producers would be paid premiums for certain counts while another may be unacceptably high.

Atlantic continues to wait for its sister cooperatives to approve premium payments for protein. To be successful the action needs 2/3 approval of the federal order.

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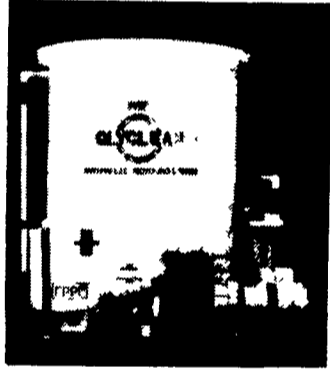
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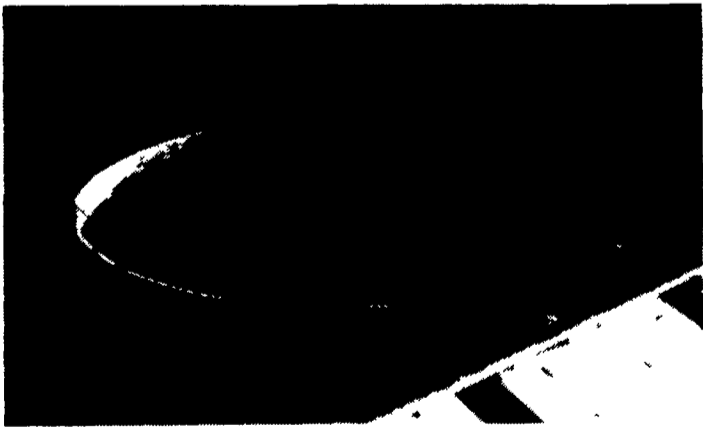
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