

# Dairy Farmers Are Businessmen

**VERNON ACHENBACH JR.**  
Lancaster Farming Staff  
**GRANTVILLE** (Dauphin Co.) — Dairylea Cooperative Inc. and Eastern Milk Producers Cooperative Association Inc. held two educational meetings this week on milk marketing for members within the Federal Order No. 2 region.

The meetings were part of four held jointly by the cooperatives on issues which affect milk marketing. On Wednesday one was held at the Holiday Inn, in Grantville, and on Thursday one was held at the Guthrie Inn and Conference Center in Sayre.

Two other meetings are scheduled for members in the New York area. On March 22, a meeting is scheduled to be held at the Best Western Inn in Cobleskill, N.Y. On March 23, a meeting is to be held at the Ramada Inn, in Watertown, N.Y.

At each meeting several presentations were made. Joe Mathis, assistant general manager of Eastern, and Cliff Carman, vice president of economics and policy analysis for Dairylea, provided their views on policy toward federal regulation and management

within the F.O. No.2 milkshed, which draws from a number of farms in Pennsylvania.

Also different between the New York and this week's Pennsylvania meetings are the speakers from the respective land grant universities whose extension services provide industry support.

For the upcoming New York meetings, Dr. Andy Novakovic, of Cornell University spoke. At the Pennsylvania meetings, the Penn State University speaker was Dr. Robert Yonkers, agricultural economist.

Carman and Mathis addressed issues which were outlined in the newsletter published for the cooperative F.O. No.2 area, *Newsline*.

In his talk, Yonkers said that there isn't a large difference between the dairy production statistics for Pennsylvania and New York, and both areas are affected by similar trends.

According to Yonkers, that trend is toward fewer yet larger farms with fewer head of cattle and a higher average production per cow.

He said that during the past decade, New York and Pennsylvania

lost 30 percent of the dairy farms. However, that has not made any significant affect on the amount of milk produced each year.

According to Yonkers, the amount continues to rise, with Pennsylvania having made some significant gains over New York during the past decade, to compare favorably.

The continued trend for the industry is most likely for continued fewer farms, Yonkers said. However, he said that pockets of dairy farms will probably emerge as the support industry and the dairy farmers continue to receive pressure and become even more interdependent.

However, Yonkers said the area should stay strong for dairy because of its proximity to markets and because of the numbers of processors in the area (another market).

And while Yonkers predicted that clusters of dairy farms will emerge, he also said he sees some area where dairy farms will disappear.

He said it is important for dairy-men to realize what likely is the local future trend before sinking a

lot of money into improving a farm for dairy production. He said that proximity to support services is almost as important as land price when it comes time to decide what farm design has the most value in an area, especially for resale.

Yonkers said that before making large expansion at any particular farm, producers must be honest with the outlook of how fast any farm improvements would pay off, and what kind of affect the construction would have on resalability.

He said that to invest heavily on improving a farm for dairy production in an area where there is no support services or costs for regu-

lar services are higher because of distances traveled, etc., it to through away money.

"Does (investment in the farm) increase the value of that farm 10 years from now?" Yonkers said. He said that unless the answer is "yes," farmers should be careful about expanding. He said that while this doesn't mean that farmers shouldn't expand their operations, they should look at the trends in their immediate area to decide whether they can profitably expand in their existing area, or if they may want to relocated to a farm located in an area with a strong support service framework.

## Johnson Keeps ADADC Presidency

SYRACUSE, N.Y. — Raymond Johnson was re-elected as president of the American Dairy Association and Dairy Council, Inc. (ADADC) after the 33rd Annual Meeting held on Feb. 16 at the Sheraton Inn in Syracuse, New York.

Johnson, a dairy farmer from Schaghticoke, N.Y., starts his eleventh year as president of ADADC's board. In partnership

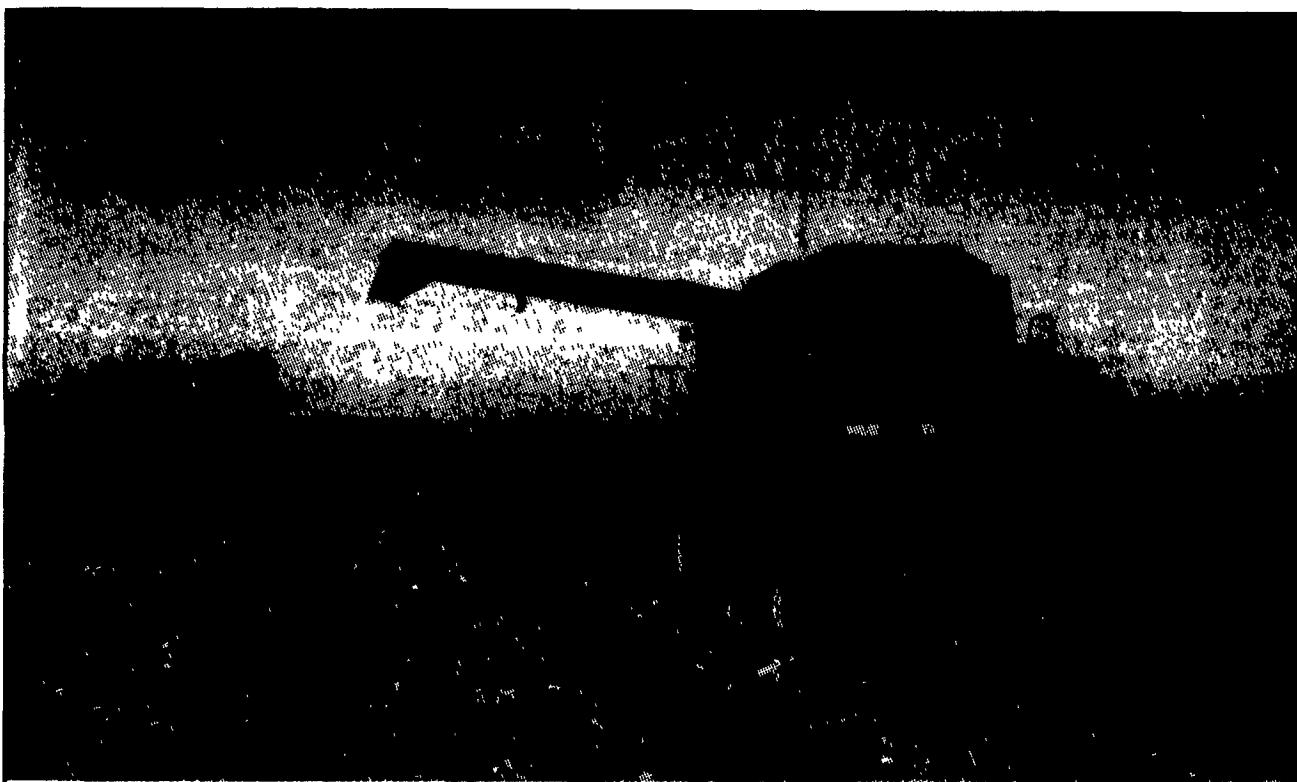
with his son Edward, Johnson operates a 530-acre farm with Holstein cattle.

The ADADC Annual Meeting is held each February. Dairy producers representing New York, New Jersey and Pennsylvania meet in order to elect officers and review the advertising and promotion programs implemented by ADADC during 1992.

This year the presentation was done in a sports broadcast style.

Also elected were: vice president, K. Allen Roszel of Montrose; second vice president, Paul Kirsch of Varysburg, N.Y.; treasurer, Robert Harrison of Skaneateles, N.Y.; and secretary, David Hardie of Lansing, N.Y.

The American Dairy Association and Dairy Council, Inc. is a dairy promotion organization which represents dairy producers from New York, New Jersey and Pennsylvania.



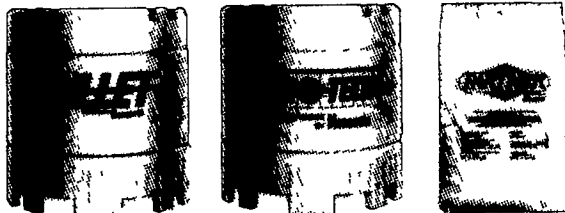
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