

Farm Forum

(Continued from Page A10)

paid to personnel of any organization are the sole business of the members of the organization. However, Mr. Gustin raises a key point that farm leaders not only run their organizations, but they also promote dairy policies that are either helpful or a hindrance to the farmers.

It is in this vein that I will attempt to answer some of Mr. Gustin's questions. By doing this I may be labeled an informer, or a collaborator or even worse, but this doesn't concern me because I know what the average dairy farmer is going through, and these dairymen want some changes.

1981 is a good year to refer to, as that was the last year of real parity pricing on manufactured milk products. I like to refer to the month of July, because July is a neutral month in Federal Order #2 pertaining to the seasonal incentive plan.

July-Blend Price

1981 - \$13.33

1993 - \$12.85

Cost of Production

U.S.D.A. Figures

1981 - \$13.19

1990 - \$16.46

Residual Return Risk

To Management & Risk

+ \$2.03

- \$.46

These figures tell the whole story.

Mr. Gustin questions salaries — in 1981 one major co-op reimbursed directors \$30 per day plus \$5 more if the director was an officer. Today, for appropriate meetings, the fee is \$150 per day. Directors do deserve to receive some compensation for their efforts.

In 1980 and early 1981, co-op

managers were probably receiving around \$45,000. Today it is anybody's guess. Personally I always felt a co-op manager's salary should parallel the salary of a school superintendent of a major school district. In our area the average salary of a school superintendent is probably around \$70,000 per year.

For the general farm organizations, you will find the Farmers Union very conservative with their compensations with many of their members donating a lot of their time. The Pennsylvania Grange with nearly 40,000 members pays their top leader probably only slightly over \$20,000 per year. The Board of Directors of Pro Ag established an \$80 a day per-diem for their manager, which cannot exceed 5 days per week.

However, in my opinion, what is making Pro Ag move forward is the dedication of the Board of Directors and Advisory Committee Members, because they receive no per-diem, no reimbursement for mileage and when they get to a meeting they buy their own hamburg. Pennsylvania Farmer's Union and the Grange is close to the same arrangement.

It is these types of people who are committed to making realistic changes in commodity pricing formulas, changes in real estate taxes, etc.

The monetary reimbursement to the above mentioned people may be small, but their rewards will surface when their perseverance prevails, and then the Lloyd Gustins and all dairy farmers will have something to look forward to.

Arden Tewksbury
Manager of Pro Ag

EVERETT NEWSWANGER
Managing Editor

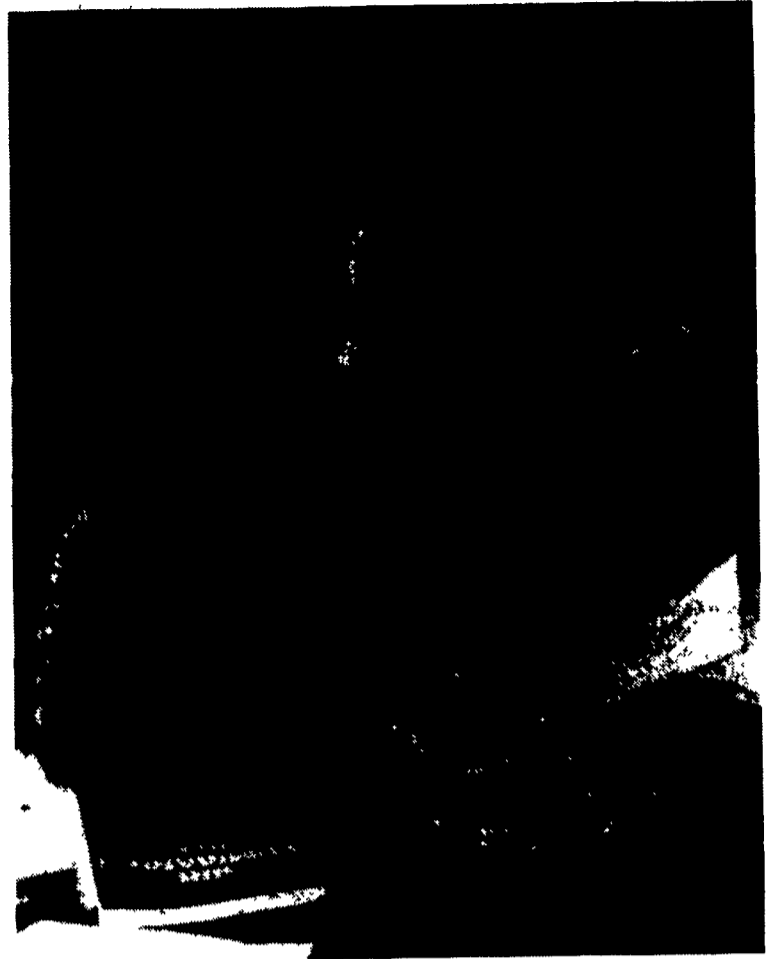
STATE COLLEGE (Centre Co.)—A ten year milestone will be reached later this month when students from Penn State's Dairy Science Club and the Pennsylvania Holstein Association (PHA) again stage the annual Nittany Lion Fall Classic in the Ag Arena on campus. The Registered Holstein sale date is Oct. 30. Starting time is 11 a.m.

"The club members made all the selections this year," said Ken Raney, PHA director of member service. "And they have put together 80 animals with solid type and deep pedigrees. The sale includes 31 fresh or springing cows and 23 bred heifers. Several are from EX94 dams with records to over 31,000m, nearly 1200f, and 1080p.

Senior Dwight Stoltzfus, sale chairman, said he is impressed with the type of cows in the sale. "I'm excited to see the cows and heifers together in the sale barn," Stoltzfus said. "I think we have a lot of type to go with high milk production. And the close-up animals will be coming into peak production and that will be good for the buyers.

In 1984 the Fall Classic was one of the first events held in the new Ag Arena. To celebrate the 10-year event, all former student sale chairpersons have been invited to be at the sale. These alumni and the year they chaired the sale are 1984, Mark Wolfskill; 1989, William Lesh; 1986, Kim Kriebel; 1987, Walter Russell; 1988, Mark Price; 1989 David Mattocks; 1990 William Curley; 1991 J. Thomas Wiker; and 1992 David Lentz.

The Fall Classic provides students with valuable hands-on experience in merchandising, selecting, advertising, and fitting registered dairy cattle. The club wants to give special recognition to

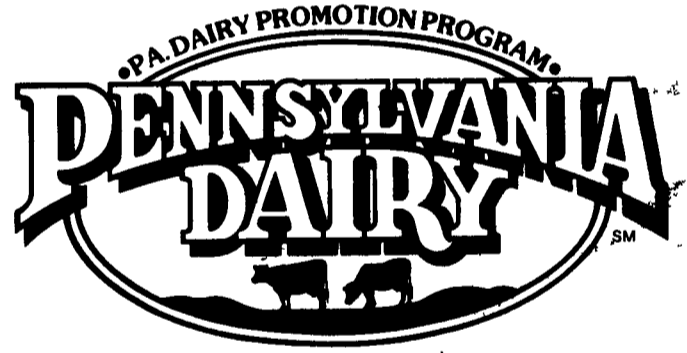


PSU senior Dwight Stoltzfus, sale chairman, left, and Ken Raney, Pennsylvania Holstein Association, prepare the catalogue for the Nittany Lion Fall Classic.

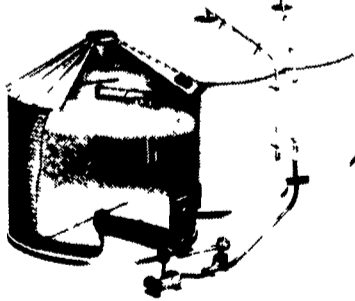
all the Penn State alumni who consign and purchase cattle at the sale.

Larry Muller, Penn State, is the advisor to the club. "We would not be able to offer this learning experience to our dairy science students without the help of everyone," Muller said.

Beyond the learning experience for the students is the opportunity for buyers to purchase key individuals to improve their herds at home. For more information about the consignments, you may call Raney at the Pennsylvania Holstein office in State College. Phone: (814) 234-0364.



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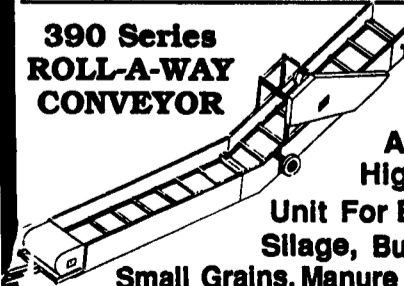
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