

## Eastern Milk Has Increase In Milk Volume

SYRACUSE, N.Y. — Leaders of Eastern Milk Producers Cooperative report a trend that has them smiling—for the fourth consecutive year, Eastern had an increase in milk volume, shipping 1.954 billion pound of milk in fiscal '94 versus 1.76 billion pounds the previous year.

That announcement—made at Eastern's Annual Meeting in Binghamton, N.Y.—was followed by more good news.

Revenues jumped from \$245.9 million in fiscal '93 to \$275.5 million this year, Eastern General Manager Michael Donovan said. As a marketing arm for members, Eastern passed most of the sales dollars to farmers through twice-a-month milk checks.

Also, the cooperative paid out \$691,000 in profits to members before leaving net proceeds of \$10,580 in the co-op. Eastern returned \$905,069 in profits to

members in fiscal '93, leaving net proceeds of \$18,467.

That payout continues a practice started by the board of directors in 1987 to return profits monthly to member-farmers in the form of extra cash premiums, rather than retaining profits in the co-op. As a result, Donovan noted, Eastern has returned over \$6.29 million in profits to farmers.

"More significant than our minimal net proceeds," added Donovan, "is the continuing strengthening of Eastern Milk Producers balance sheet. During the past fiscal year, member equity grew by nearly 3 percent to \$11.9 million, even while the board continued to revolve earlier equity contributions. The building of financial strength within the cooperative continues to be a top priority of both board and management."

Eastern President Lewis Gardner, a dairy farmer from Galestown, Pa., noted that while the co-op saw a number of members retire from farming, only 10 farmers quit the co-op to sell their milk to other markets.

"For an organization that ships milk in nine states, that's impressive," Gardner said. "It shows a high degree of satisfaction in the cooperative."

This is the first time in Eastern's 72-year history that it held its annual meeting outside of Syracuse, N.Y., where the dairy cooperative is headquartered. Eastern has 3,200 member farms in nine states, with high concentrations in Pennsylvania, New York and Vermont. The co-op also serves member-owners in New Hampshire, Massachusetts, Connecticut, & New Jersey.

### Field Rep of the year is from Stillwater, PA

H. Whittier Letteer from Stillwater, PA, was named Eastern Milk Producers Cooperative's Field Representative of the Year for "outstanding service to members" and for "superior management" of his assigned territory.

Letteer, a long-time employee of Eastern, serves farmers in Central Pennsylvania for quality control and milk inspection.

"You don't hear of producer and hauler problems in his area. That means he manages his area terrifically," says Dick Depuy, membership field supervisor. "When you need something done, he's on it within a day."

Coincidentally, Letteer is the milk inspector for Eastern's Farmer of the Year, Joe and Annette Snyder of Millmount, PA. The Snyders say they regard Letteer as a member of the family. "We feel comfortable enough that we can call our milk inspector at any time of the day or night with

a problem," Joe Snyder notes. "He's there to trouble shoot and get to the root of the problem."

### Eastern Recognized PA. Milk Hauler

Eastern Milk Producers honored R.W. Bird Trucking and two of its drivers as outstanding milk haulers.

Eastern's transportation supervisor, Jon Stewart, called Bird Trucking "one of the most respected milk haulers in Pennsylvania."

In particular, he cited Bird and drivers Kevin Eberhart and David Ebersole for their service to Eastern's 1994 Farmer of the Year—Joe and Annette Snyder of Millmount, PA. Everhart has worked for R.W. Bird for seven years, and Ebersole has been with the milk hauler for 10 years.

Eastern's Field Rep of the Year, H. Whittier Letteer, noted that Eberhart and Ebersole do "an important job." He said each driver "takes that milk sample and he has to handle it right" because "farmers get paid according to that vial of milk."

Serving Eastern farmers since 1963, R.W. Bird currently hauls 10 to 11 million pounds of milk per month for the co-op.

Retiring PA directors honored three retiring Pennsylvania members of Eastern Milk Producers' Board of Directors were given recognition for "dedicated service" to farmers and the co-op.

They are: Ethel Paulhamus of Jersey Shore, Harold Bailey of Roaring Spring and Robert Gabel of Newport, all of whom stepped down from the board after Eastern's Annual Meeting.

Ethel Paulhamus completed the unexpired term of their husband, Dale, who died earlier this year. She began serving last March. Mrs. Paulhamus, who operates a 260-acre farm with son Steve, was the second woman in seven months to be elected to the 12-member board. It was the first time in the history of the 72-year-old dairy cooperative that two women had served on the board

together. Mrs. Paulhamus has three sons and a daughter. The Paulhamus farm has been in the family for over 100 years. They milk 60 cows in a herd of 100 head of cattle.

Harold Bailey served as secretary of the co-op for the past year, and as assistant secretary-treasurer for three years before that. First elected to the board in 1988, he represented some 200 farmers in West central Pennsylvania including the area around State College. An Eastern member since 1966, Bailey operates a 138-acre farm with his brother, Bernard, milking 90 cows out of a herd of 180 Holsteins. Bailey and his wife, Linda, have three son and a daughter.

Robert Gabel completed nine years on the board. He served in various capacities, including a term a service president. As a director, he represented over 200 farmers in portions of south-central Pennsylvania, Maryland and Delaware. Gabel and his wife, Berneice, operate a 200-acre farm, milking some 40 cows out of a herd of 80 Holsteins. In 1987 they were honored as Pennsylvania master Farmers. The Gabels have a son and a daughter

### Farmer of Year, others

A Pennsylvania dairy farm couple is Eastern Milk Producers Cooperative's 1994 Quality Farmer of the Year.

That means Joe and Annette Snyder of Millmount, PA. produce "the best quality milk" in the entire co-op, which includes 3,200 farms in a nine-state area, Eastern President Lewis Gardner announced.

The Snyders bought their farm in 1978 from Joe's dad, who began shipping milk through Eastern in 1946. They have a son, Joe Jr., who works full-time on the farm, and daughters Chris and Jen. They milk 50 cows, and ship 1.2 million pounds of milk in a year. Their milk quality is so good that the farm has topped the Dairy Herd Improvement Associ-

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## University Of Delaware Herd A Model

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animals is a must."

Dr. John Dohms, who teaches an upper level course in veterinary immunology, says the herd is essential for his class. Each fall, about 20 students sign up for the course that demands that they remain on-call for calving. When a calf is born they obtain a blood sample that will be analyzed for antibody levels. The data they collect is part of a long-term project that Dohms has designed to study the principles of the maternal antibody transfer from the cow to colostrum and finally to the calf.

"Many of our students are not from farm backgrounds—and they just love to be working with the animals," Dohms says. "They

wouldn't learn the same way, or retain the information if they didn't have the direct experience. And the students who are prevet majors really like the idea of being on-call for the calves."

Dr. Limin Kung, ruminant nutritionist, also uses the herd in teaching and research. In his ruminant nutrition course, students can see first hand how the cows respond to changes in diet. Kung conducts two to three lactation trials a year.

"The cows are important in helping us verify or dismiss experimental hypotheses which strive to improve productive efficiency," he says. "Both undergraduate and graduate students gain valuable research experience."

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