

Market In Best Position

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Coops that take milk and turn it into a product to sell want to buy raw materials (milk) at the lowest price so the plant can make a profit. This hurts the producer.

"We are a bargaining agent. Commodities are marketed by NFO," Paris said of the organization's commitment to see that farmers receive all profits from the sale of commodities.

"There must be equal strength between buyer and seller. Dairy farmers do not have equality

against big companies such as Kraft and chain stores," Paris said.

NFO is structured nationwide to negotiate contracts that are beneficial to all farmers.

"Farmers do affect the marketplace when they band together for their common good. That's the real strength of the national farmers organization," Paris said.

NFO sends milk checks three times a month instead of the customary twice a month pay check.

"This benefits the dairy farmer. It improves your cash flow. Industry uses our money too long. By

receiving your money faster you can take advantage of interest savings and cash discounts instead of a cooperative or business benefiting," Paris said.

In the future, Paris would like to see milk payments sent out four times a month and eventually payment made when milk is picked up at the farm.

Although he conceded that benefit would probably be a long time in coming, Paris said that it is only fair because farmers need to pay for their supplies in advance.

Paris talked about the Fair Act '96, and how it is expected to affect farmers.

"Dairy farmers are lied to year end and year out. It's pure myth that America's dairy farmers have produced a surplus of milk in the past 20 years that has led to low milk prices," Paris said.

According to Paris, statistics show that consumers use more milk than dairy farmers produce. From 1970-1992, the nation imported 54 billion pounds of milk to make up the difference.

NFO speakers said that buyers often react to organized movements such as NFO. "They tell bad stories about us that aren't true to scare off members," Paris said. But the good side of this scare tactic is


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"It's pure myth that America's dairy farmers have produced a surplus of milk in the past 20 years that has led to low milk prices," said Joe Paris, director of dairy field operations for NFO.



Speakers James Buebow, regional director; Rodger Schlottach, director of NFO; and Joe Paris, director of dairy field operations, at the three NFO informational meetings held in the Lancaster explain the need for farmers to unite for higher milk prices.



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13.6 - 28.....	6 PLY.....	\$187
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14.9 - 28.....	6 PLY.....	\$217
16.9 - 28.....	6 PLY.....	\$264
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