

# Bull Stud President Gives Thoughts On Future Of Dairy Industry

(Continued from Page A1)

cows every day," Hileman said, "so I spend my time managing labor and capital."

The Hilemans are especially cognitive of the importance of a good labor force and work diligently to provide good working conditions and satisfied personnel. They are not afraid to be creative. That's why they now milk the noon/midnight shifts. The employees actually work a little less time and they have their evenings free.

"My management style is to give the workers their duties and let them decide how to accomplish the tasks," Hileman said. "They may not do it exactly like I would do it, but if the end result is satisfactory, I'm satisfied."

Three of the employees do not have a farm background.

Hileman is very optimistic about the dairy industry. Along with the superior genetics that have been bred into today's cows, he sees the new milk promotion efforts as very positive. Such things as flavored milk and packaging milk in containers that are more convenient for a fast paced world cause Hileman to believe we can sell more milk. In addition, developing countries are willing to spend more for food so this will help with the export business too.

"Demand will increase and that will help the price to increase," Hileman said. "We are on the threshold of being able to take advantage of the growing export market. New Zealand does a good job, but they are a very small country. The potential for us to get a lot better is there and the technology is now available to help us take advantage of efficiencies."

In dealing with the environment and neighbors, Hileman believes in common sense.

"The farmer should not put himself in an adversary position

with regulatory people," Hileman said. "I am a long way from the Chesapeake Bay, but years ago, I had the Soil Conservation Service draw up a plan for our farms based on the rules and regulations that were set forth. Actually, it's a plan we can easily live with."

"It's a lot of common sense. We don't spread manure all winter on a five acre field next to the barn and beside a stream. Evidently some people do this, but we soil test every year and we haul the manure far away where the nutrients are needed."

Hileman likes to farm. He likes to be his own boss. The farm has been good to him over the years.

"Farming has paid a lot of bills over the years," Hileman said. "I have spent a lot of time at it. I don't know if I would have put as much time into some other business, but I can't see myself doing anything else. There are no secrets. I was blessed with good management skills and I recognized this early in life."

"It's easy to overextend yourself because there is a lot of money out there that can be borrowed. Feed costs are especially important to watch, and over capitalization of machinery will cripple you financially. We are blessed in this area with good custom operators that get the planting and harvesting done, and this helps us to save on our investment in equipment."

As for the merger that took Atlantic Breeders cooperative under the umbrella of CRI, Hileman says efficiencies for members are already evident.

"When you merge, it boils down to people. You hate to lose good people, but you just don't need as many on the staff in the merged cooperative. Obviously this is one of the major savings we see from the merger. We also were able to reduce insurance costs. And with the information technology, we were able to re-

place many computers with one or two at CRI headquarters.

"One of the things that has bothered me is that agriculture cooperatives in the Northeast do not have a history of cooperation. I would love to see more of this cooperation take place. I belong to a breeding cooperative, Genex, that provides excellent genetics and services for dairymen to breed cows that are competitive, proficient, and long lasting. This helps the dairymen compete with neighbors at home and around the world."

"I also am a member of a DHIA cooperative that helps me manage my farm and provides the information USDA uses to provide bull proofs for my other cooperatives."

"And I am a member of an animal identification organization that happens to be the Pennsylvania Holstein Association, but it could be any of the other breed organizations."

"So I am a member of three cooperatives that provide services and information that by necessity are dependent on each other. Wouldn't it be nice if all three of these type organizations came together under one umbrella so I didn't have to pay three membership fees."

"If you really want to dream, we could throw in a milk marketing cooperative and a few farm credit associations and really realize efficiencies."

"Actually, the greatest obstacle to this cooperation is found much more in the board rooms than in the membership. It's understandable that people who have a life-

time experience with these organizations want to perpetuate what they or their fathers have helped to start. But it's a fine line between doing what is best for the cooperative and what is best for the members. Take Atlantic Breeders for example. We all liked the beautiful headquarters along Route 283 in Lancaster. And if we would have done what was best for the cooperative, we would have tried to preserve the organization for a while longer. But for the good of the members we chose to let Atlantic Breeders die so the members could continue to survive."

"For those who say the local membership -has lost voting

## F.O. 4 April Milk \$14.27

ALEXANDRIA, Va. — Middle Atlantic Order Acting Market Administrator David Z. Walker today announced an April 1998 weighted average milk price of \$14.27 per hundredweight.

The weighted average differential price as \$2.33 per hundredweight and the producer nonfat milk solids (NFMS) price was 77 cents per pound.

The weighted average price was down 11 cents from March but was 71 cents higher than a year earlier. The producer NFMS price was down 12 cents from last April.

The nonfat milk solids price, applicable to handler payments, was 77.27 cents per pound for the month, down 12.23 cents from last year. The gross value of April producer milk, adjusted to 3.5 percent butterfat was \$80.5 million, compared to \$80.6 million a year ago.

Mr. Walker said that produc-

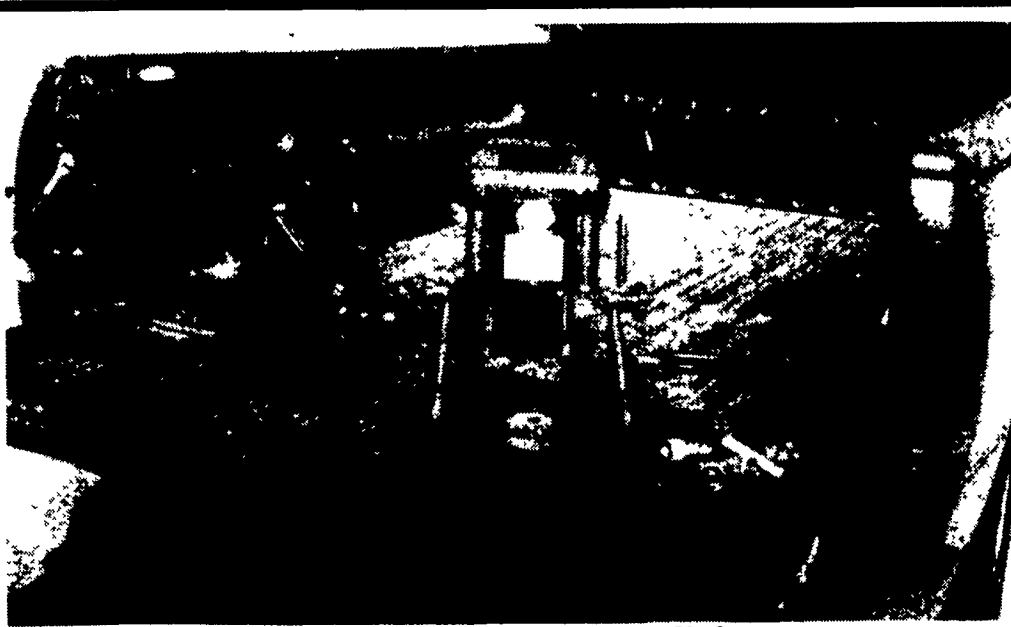
er receipts totaled 567.9 million pounds during April, a decrease of 29.5 million pounds from last April and the average daily delivery of 4,135 pounds per producer increased 426 pounds or 11.5 percent from a year earlier.

A total of 4,579 producers supplied Order 4 handlers during the month, a decrease of 790 from a year ago.

Class I producer milk totaled 219.3 million pounds and was down 32.5 million pounds, or 12.9 percent from last April. Class I milk accounted for 38.61 percent of total producer milk receipts during the month, compared with 42.15 percent in April 1997.

The average NFMS test of producer milk was 8.70 percent, down from 8.71 percent the previous year. The average butterfat test of producer milk was 3.66 percent, up from 3.62 percent in April 1997.

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