

## NFO Asks Glickman To Help America's Dairy Farmers

AMES, Iowa—As America's dairy farmers continue receiving pay prices at 1978 levels, a major farm group is formally requesting the Secretary of Agriculture to temporarily floor class III milk prices at \$13.50. Class III base prices currently hover near \$9.50 per one hundred pounds (cwt.) of milk; just one year ago farmers earned \$17.34/cwt.

National Farmers Organization members passed the milk floor price resolution at its national convention in mid January. NFO leaders are calling on farm organizations and other dairy industry groups to join in the effort for the temporary six-month action in all federal milk marketing orders.

"Because dairy farmers' milk production costs greatly exceed the prices they currently receive, many are suffering severe financial loss and are leaving the business," said National Farmers Organization president Paul Olson, a dairy producer from

Wisconsin.

"To realize the severe hardship we face, Congress and Secretary Glickman only need to remember the salary they earned 22 years ago, and then imagine trying to pay business and living expenses using that salary."

The federal government reports that once total economic expenses are computed, it costs dairymen nationally an average \$17.33 per cwt. to produce milk for U.S. consumers. Their total cash expenses average \$12.72. The higher figure represents labor and management costs, and the overall return on investment.

Versus one year ago, most dairy producers are receiving \$7.71 cwt. less for the base price of their milk. Which means a 100-cow herd generates approximately \$14,000 less for each month's production.

"Low milk prices place dairy farmers in a cruel cost-price squeeze," said Olson. "Without

some type of price relief, increasingly large numbers of dairy farms will face bankruptcy and financial ruin."

The Agricultural Marketing Agreement Act, which establishes federal rules for milk production and sales, specifically calls

for orderly marketing conditions and price stability, which is in the best interest of producers and consumers. Unreasonable fluctuations in prices and supplies, along with orderly milk flow are key points in federal milk market regulation.

"We urge Secretary Glickman to act swiftly and set a temporary floor price of \$13.50 to protect America's hard working dairy producers that provide the quality milk that every citizen depends upon."

## Marketing Livestock Products Workshop

BEDFORD (Bedford Co.)—Penn State Cooperative Extension will host a Marketing Livestock Products Workshop at the Cambria County Extension Office in Ebensburg on March 21, 2000 from 10:00 a.m. to 2:00 p.m.

"Market prices for livestock have been pretty low for the past several years, so livestock producers are looking for new ways to market their livestock or products made from the livestock," said Melanie Barkley, Bedford County Extension Ag-

ent.

This workshop is designed to give producers some ideas on how and where to market products they produce from their livestock. The workshop will cover how to develop a business plan for marketing livestock products, marketing examples, value added products, understanding consumer preferences, and marketing brainstorming.

"By selling products directly to consumers, livestock producers can increase their profit potential," said Barkley.

For more information you can contact the Penn State Cooperative Extension Office in Bedford County at (814) 623-4800 or in Cambria County at (814) 472-7986. Cost for the workshop is \$10.00. The fee includes materials and lunch.



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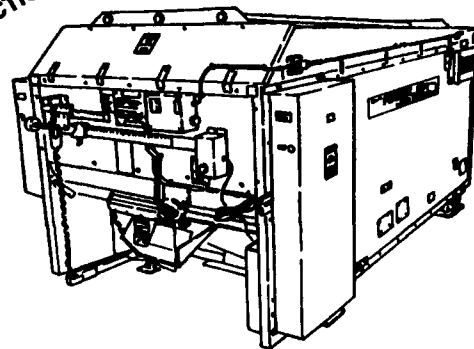
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