



**Ken Bailey**  
 Professor of  
 Agricultural Economics,  
 Dairy Marketing and Policy  
 Penn State

(Continued from Page A16)

this data was that on a volume and value basis, MPC imports accounted for a small percent of total imports. For example, on a dollar value basis, MPC imports amounted to just 8 percent of

total cumulative imports in 2002. That said, MPC imports were up 21 percent in 2002 relative to the same January through September period in 2001.

So, what does this all mean? Here are my thoughts:

1. Imports are not evil. Re-

member, we have a goal of exporting dairy products. One cannot have the hope of exporting dairy products without offering market access to other countries.

2. USDA should enforce safeguard provisions. This safeguard provision was part of our trade agreement with other countries. If imports of any one category exceeded a certain level, we had the ability to issue new tariffs to show down imports. It was only appropriate that USDA used this provision on American type cheese imports.

3. What is the deal with casein and MPC? These two product categories are not subject to the tariff-rate quota regime that other dairy products are. Why? Does it make sense to import lower-valued MPCs, increase government stocks of nonfat dry

milk, lower the support price of nonfat dry milk, and then dump excess government inventory of nonfat dry milk on the domestic and global markets? These two categories should be dealt with in the new trade round talks.

4. Investigate new options for the dairy price support program. This program is certainly broken. First, we had to lower the support price of nonfat dry milk since we were importing so much lower valued MPC that government stocks of powder went through the roof. But the dairy price support program potentially robs domestic processors of experimenting with production of MPC. Also, cheese market prices have clearly been below support price levels. Why haven't cheese processors used the dairy price support program?

5. A final thought. Don't believe the press accounts that imports represent so many tanker truck loads of milk flooding our

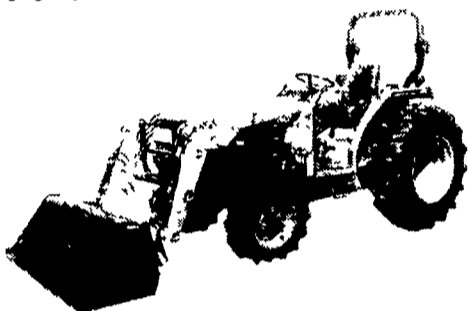
borders. Unfortunately, the real story is much more complex. First, we don't import tanker loads of milk. We import dairy products that contain select dairy components. The conversion of dairy imports to tanker loads of milk is simply an illustration, a rather poor one at that. A better idea is to gather all relevant trade data and simply add up how much quantity and value of imports are actually coming into our borders. That can then be compared to exports, or to imports in other years. That is the approach National Milk is taking.

The next step would be to add up how many pounds of milkfat and nonfat solids this presents. The third step would be to evaluate the impact of these imports on domestic production and prices of, say, cheese and butter. This approach demands research and hard work, not quick calculations and scathing editorials.

Those are my thoughts!

**Designed for Ease of Operation, High Performance and Versatility.**

Rated for use with 30-60 PTO horsepower tractors, Bush Hog's M346 Mid-Mount Loader features a maximum lift height of 120 inches and a maximum lift capacity of 3500 lbs. Regular or heavy duty buckets are available in 60, 72 and 84-inch widths and there are plenty of optional attachments available for almost any need. The mid-mount design means easy attaching and detaching, and the standard quick attach system gives you a fast, easy method of changing any attachment.

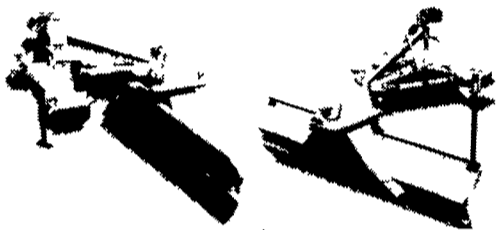


**BUSH HOG**

**REAR BLADES**

Quality Built, Rugged Design For Better Performance And Durability

- Heavy Duty A-Frame and Hitch
- Reinforced, High-Strength Moldboard
- Durable Category I & II 3-Point Hitch
- Optional Hydraulic Offset Available



**BUSH HOG**

**Now Everyone Will Want To Mow The Lawn.**

Bush Hog's Mid-Mount Zero Turn Mowers make everyone want to mow the lawn. They feature quick maneuverability in tight places, compact size for easy storage, a pivoting front axle that follows ground contours, four engine choices and three deck choices, "quick foot" height adjustment.



**BUSH HOG**

**Seven Reasons the 3715 Flexwing is an Excellent Choice for Heavy Duty Cutting Jobs.**

- Each axle pivot point has a greasable bushing for long life
- Dual wheels on center section are standard. Optional dual wheels on wings assist in mowing close to ditches.
- Wide wing skids reduce "dig-in" on sharp turns.
- Optional constant velocity PTO driveline

There's plenty more features, like a 5-year limited gear-box warranty, a full 15-foot cutting width, 7 gauge steel deck construction, and more. The 3715 flexwing cutter is rated for minimum 80 PTO horsepower tractors.

**BUSH HOG**



**Building the Legend.**  
**SEE YOUR LOCAL BUSH HOG DEALER**

**ABC GROFF**  
 New Holland, PA 717-354-4191

**CANNS-BILCO DIST.**  
 Alburtis, Pa 610-966-3733

**CHAMBERSBURG FARM SERVICE**  
 Chambersburg, Pa 717-264-3533

**CHARLES S. SNYDER, INC.**  
 Tamaqua, PA 570-386-5945

**DUNKLE & GRIEB, INC.**  
 Centre Hall, PA 814-364-1421

**ERB & HENRY EQUIP., INC.**  
 New Berlinville, PA 610-367-2169

**FARMERS EQUIPMENT & SUPPLY, INC.**  
 Airville, PA 717-862-3967

**FIELD'S IMPLEMENT STORE**  
 Eighty Four, PA 724-222-1154

**LEBANON VALLEY IMPLEMENT**  
 Richland, PA 717-866-7518

**MESSICK FARM EQUIPMENT CO.**

Abbottstown, PA 717-259-6617

**LESLIE G. FOGG, INC.**

Bridgeton, NJ 856-451-2727

**MILLER EQUIPMENT CO.**  
 Bechtelsville, PA 610-845-2911

**NORTH-EAST DISTRIBUTORS & EQUIP.**  
 West Clifford, PA 570-222-9070

**PEACH COUNTRY FORD TRACTOR**  
 Richwood, NJ 856-689-3953

**RODIO TRACTOR SALES**  
 Hammonton, NJ 609-397-0197

**ROVENDALE AG & BARN EQ**  
 Watsonstown, PA 610-235-3534

**SALTZGIVER TRACTOR REPAIR**  
 Hanover, PA 717-632-9119

**SCHEFFEL EQUIPMENT CO.**  
 Somerset, PA 814-445-6500

**STANLEY'S FARM SERVICE**  
 Klingerstown, PA 570-648-2088

**STOLTZFUS FARM SERVICE**  
 Cochranville, PA 610-593-2407

**TAYLOR EQUIPMENT CO.**  
 Westminster, MD 410-848-4474

**UMBERGER'S OF FONTANA**  
 Lebanon, PA 717-867-5161

**Introducing..**

**Feed Equipment from VALMETAL**



**Hammermill 1215**  
 A versatile piece, which can be mounted directly over mixers or on auger-out bases for vertical or 45 degree discharge auger.



**Bale Master**  
 A stationary bale chopper, which chops round or square bales for T.M.R. Mixer.



**T.M.R. Four Auger Mixers**  
 Both mobile and stationary models available for true, total mixed feeding. Built energy-efficient and rugged for heavy-duty use.



**Batch Mixer**  
 The modern way to blend ingredients for an accurate mix. Featuring full-width paddles, electric door opener, heavy-duty magnet and electronic scales.

MID-ATLANTIC **agrisystems**

Liquid Waste Equipment Specialists

800-222-2948 • 717-529-2782  
 www.midatlanticagri.com