

**The original documents are located in Box 1, folder “Dairy Farming” of the
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Dairymen tell Washington:

***Raise prices,
cut imports!"***



ISSUED NINE TIMES A YEAR • SEPTEMBER 1974

Dairy Extra.

PRICECAST® / *Milk turning up this fall*

**Dairy report
from
WASHINGTON**

Has milk

Sept Home Journal



**Your co-op is
what you make it**

By CATHY MACHAN



When did
Butz ever ~~rep~~
represent the farmer

He is not interested
in consumer or
he would care
if the consumer
eats tomorrow

"Even hard-nosed farm managers extol the value of freedom and independence and the farm as a place to raise children. Because they have a businesslike attitude and are successful, they have the money to back up their beliefs. That means the family farm will be around for a long time."

No common
sense



Time for a new direction



By CATHY MACHAN

Dairy report from WASHINGTON

Your next DAIRY EXTRA will be in the January 1975 issue of FARM JOURNAL

*Mike Walsten, Managing Editor
Box 478, Philadelphia, Pa. 19105*

*Associate Editor: Cathy Sherman Machan
Contributing Editor: Norm Reeder*

Dept. Successful Farming

Food Stamp
program

Should be called
Consumer Relief

It is a non-agriculture appropriation

Privately, USDA officials aren't one bit happy about it. "They might as well rename this place the 'Ministry of Food'," grumbles one high-ranking official. Another suggests it could be called the "Department of Welfare."

← Ministry of
Food



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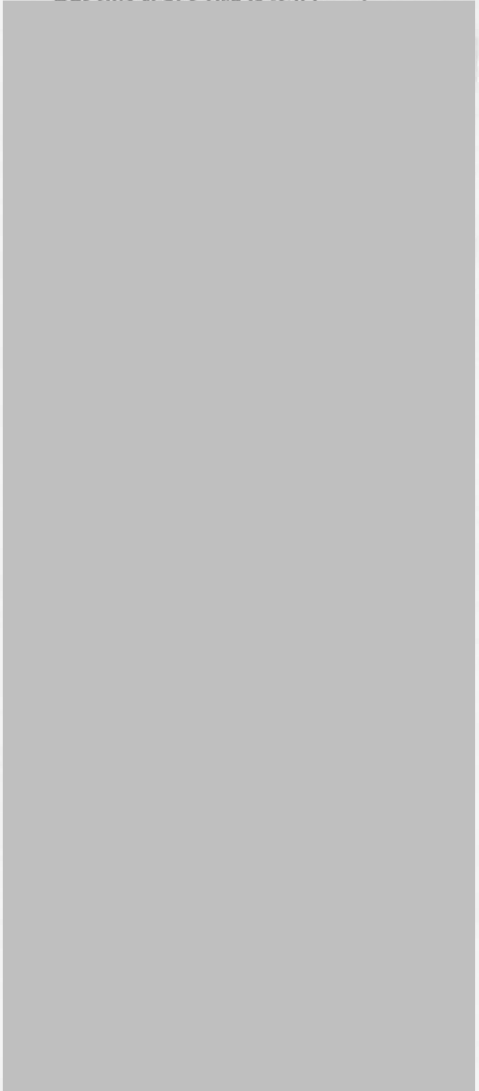
☐ Send more information

**INFLATION... this round
will cost you more**

primary causes for reduced production,
the USDA spokesman said.

PRICES

For all of 1973, retail dairy prices will
likely average around 9% above the pre-
vious year, the sharpest rise since 1948.
But this year's rise is still



Consumers prices
rise



Farmers

declines

noitambor

~~mu~~

Feb Dairy Herd Management



By John McClung

Dairy Herd Management Washington Editor

MILK PRODUCTION is expected to show continued but slower decline during the first half of 1974, with a leveling trend taking place through the later part of this year. U.S. Department of Agriculture spokesman Robert R. Miller, commodity economic division, predicted that "output could be well below a year ago through the winter season as feed and slaughter cow prices are likely to remain strong."

Miller emphasized that dairy herd culling would continue heavy this winter. Milk output per cow may resume its upward climb next year, he said, but the increase probably will only partially offset the expected drop in milk cow numbers.

"Lower milk output per cow, the first decline in almost 30 years, is accounting

USDA reports on milk production and price

Production
down

Ford tells dairy leaders 'I'll enforce import duties'

'I'll not let
subsidized imports
ruin our
dairy industry'.



Producers Federation

Lake said last week that he and other dairy leaders came away from the meeting with the President feeling very encouraged.

The reiteration of his position

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*False Hopes
were again
given 2600
Farmers Nov. 26
By Sen. Scott*

False

Hopes



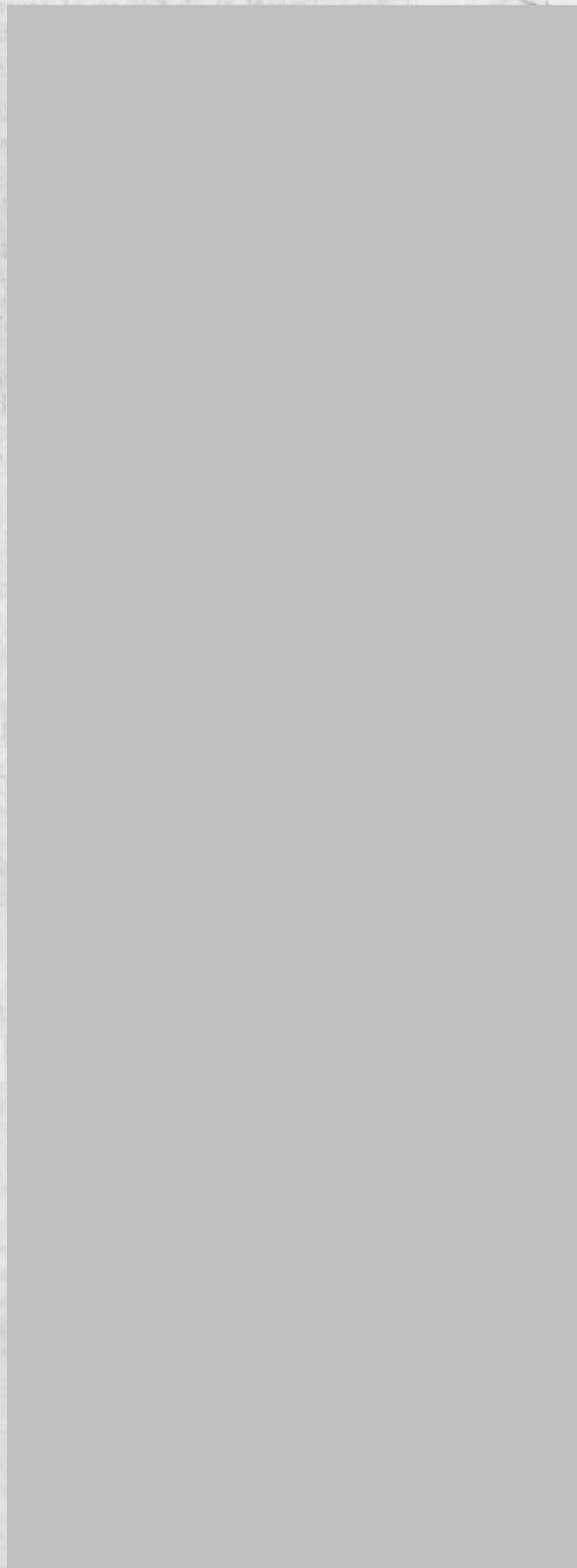
August Farm Journal
issue

What triggered the
**MILK PRICE
SLUMP**

By CATHY SHERMAN MACHAN

Milk price slump

(Continued from page D-6)



What happened MILK SLUMP

By [illegible]



[Illegible text, likely a caption or description of the chart]

'People he met w/
1974

|

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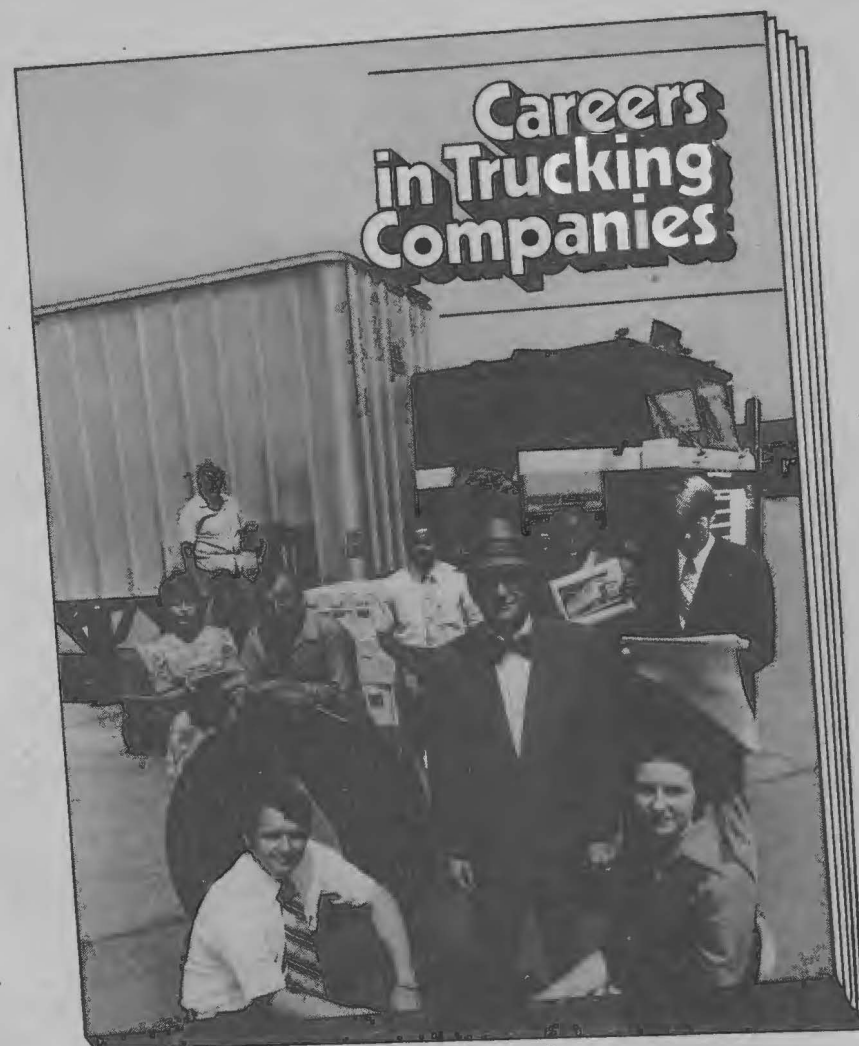
MARCH 28, 1974

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Washington, D.C. 20036, Dept. S

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5

LIFEWAYS

Which would you rather do? Make money at something you might not enjoy doing, or do what you love, and let the money take care of itself? The Smith family of Kingston, Tennessee, decided farming made most sense to them.



10

HISTORY

Much of American history is concerned with land—who's got it, and how it's used. Various laws passed by Congress throughout U.S. history showed how each generation tried to grapple with these questions.

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THE ISSUE

From seedling to supermarket—what's the future of American agriculture? Does the future lie with huge "agribusiness," or will the family farm still be important for years to come?

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News Events and Faces in the News

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What's your model of a high school society? Some of our readers sent in their theories of how their high school looks in a diagram.

Cover photo by Mary Zisk

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MARCH 28, 1974

COST AND PRICE ANALYSIS PER HUNDRED
POUNDS OF MILK PRODUCED AT
BLACKCREST FARMS:
*Samuel C. Black, Owner & Operator
R.D. #1, Tyrone, Pa. 16686
FOR THE PERIOD SEPTEMBER 1, 1973 THRU AUGUST 31, 1974

Total Operating Cost For Producing 100 Pounds
of Milk. \$9.22

Total Average Price Received For Last Twelve
Months Per 100 Pounds Milk \$8.45

Operating Loss Per 100 Pounds Milk - \$.77

*Also serves as president of West Central Federal Land
Bank Association, Uniontown, Pennsylvania



<u>MONTH</u>	<u>3.5% MILK NET PRICE PER HUNDRED</u>	<u>CLASS I UTILIZATION*</u>
1973		
SEPTEMBER	7.56	94%
OCTOBER	8.66	99%
NOVEMBER	8.79	98%
DECEMBER	8.51	93%
1974		
JANUARY	8.64	97%
FEBRUARY	8.86	93%
MARCH	9.00	88%
APRIL	8.86	91%
MAY	8.56	85%
JUNE	8.14	75%
JULY	8.18	80%
AUGUST	<u>7.66</u>	<u>93%</u>
AVERAGE.	\$8.45	90%

*Fluid Milk



BASED ON 60 TO 65 COWS:

\$2.64	Dairy (16%)	1 pound dairy feed to 3 lbs. milk 33 lbs. grain = 100 pound milk \$160 ton = 8¢ pound X 33 = 264
\$3.00	Silage	45 lbs. haylage - 45 lbs. corn silage - 3 lbs. hay X 60 cows = 5400 pounds 30 days X 5400 lbs. = 162,000 lb. ÷ 80,000 milk. This = 2 lb. forage to 1 lb. milk. Forage \$30 Ton = 1.5¢ a pound. For every 100 milk = 200 lb. forage = \$300
\$1.00	Labor	80,000 lbs. milk - labor costs \$800 month Approx. 80 hours per year per cow. 14 man hour day X 7 day week = 98 hours week or \$2 per hour.
\$.30	Electricity	\$240 month based on 80,000 milk.
\$.10	Vet. & Medicine	\$80 month ÷ 80,000
\$.20	Taxes	Based on 50,000 assessed valuation 40 mills = \$2,000 year or \$160 month ÷ 80,000
\$.15	Insurance	\$1,500 year. Approx. 125 months ÷ 80,000 lbs. milk
\$.10	Repairs	\$1,000 year - \$80 month ÷ 80,000 milk
\$.10	Breeding & Milk Testing	\$80 month ÷ 80,000 milk
\$.93	Interest Invested	9% interest on \$100,000 invested = \$9,000 or \$750 month ÷ 80,000 milk
\$8.52	COST PER HUNDRED POUNDS MILK	
	(Not taken into account of any replacement. If herd replacement is considered, it would be \$6,000 to \$7,000 per year or equal 70¢ per hundred weight of milk.)	
\$.70		
<u>\$9.22</u>	TOTAL COST	



<u>PRODUCT</u>	<u>COST</u> <u>OCT. 1973</u>	<u>COST</u> <u>OCT. 1974</u>
Corn, bu.	\$ 2.85	\$ 4.00
16% Dairy, ton	\$125.00	\$160.00
Bailer Twine, bail	\$ 14.85	\$ 35.00
Deisel Oil, gal.	\$.20 ⁹	\$.34 ⁹
Gasoline, gal.	\$.33 ⁹	\$.48 ⁹
Anti-freeze, gal.	\$ 1.90	\$ 5.90
Fertilizer, ton		
10-10-10	\$ 97.00	\$160.00
Expected price of 10-10-10		\$200.00
5-10-10	\$ 86.00	\$128.00
Cost of money		4%
Increase millage 3 mills X \$50,000		\$150.00
Wages Employees <u>Increase</u>		20%
Alfalfa Seed, bus.	\$ 40.00	\$ 95.00
Electricity Bill/month	\$150.00	\$200.00
Machinery & Repairs <u>Increase</u>		25%



Dairy Herd[®] MANAGEMENT



OCTOBER, 1974

**Milking
equipment
maintenance**

Services your dealer should provide

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DHM

Worried about IBR vaccine induced abortions?



Why? Nasalgen™ IP permits vaccination anytime.

Now you can protect your dairy herd against IBR/PI-3 without the fear of vaccine induced abortion.

Nasalgen IP is the proved safe vaccine for use in pregnant cows. The vaccine has been specially modified to guard against abortions without reducing its effectiveness.

During one test period alone, over 34,000 pregnant cows were vaccinated by 17 veterinarians in different parts of the country. No vaccine induced abortions occurred.

In another test, 306 cows unprotected against IBR were vaccinated with Nasalgen IP. No IBR abortions occurred and all newborn calves were free of the disease.



This safety record has been confirmed time and again in continuing field use.

Easy administration. Fast protection. You can administer Nasalgen IP in seconds using an automatic syringe and plastic cannula. Only 1 ml. of Nasalgen IP sprayed into each nostril gives complete protection against IBR and PI-3.

Nasalgen IP goes to work at the site of potential infections and it establishes protection in 40 to 72 hours. That's 6 to 8 days earlier than intramuscular vaccines.

Take the worry out of IBR vaccine induced abortions. Choose Nasalgen IP for your dairy herd's protection and protection of profits to come.



Jensen-Salsbery Laboratories
Division of Richardson-Merrell Inc.
520 West 21st Street
Kansas City, Missouri 64141
Trademark: Nasalgen 74-5-1200
Registered Trademark: Jen-Sal
Available from veterinarians

DAIRY HERD MANAGEMENT



THE BUSINESS MAGAZINE
FOR TOP DAIRY FARMERS

OCTOBER, 1974
VOLUME 11 NO. 10

IN THIS ISSUE

Your milking equipment dealer Does he provide the services he should?	6
Milking equipment purchases Quality is the first consideration	10
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The service provided by routeman Terry Hensen, shown doing routine maintenance on milking equipment, is a vital part of Wisconsin equipment dealer Jim Steiner's full service program. Equipment maintenance is important to his dairy customers, and he provides that service in a number of ways. The complete story begins on page 6. (Staff photo by Roberta Butler)

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OCTOBER 1974

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IN OUR SECOND CENTURY
1873 1974
OF BUSINESS COMMUNICATIONS



HOME OF MILLER PUBLICATIONS FOR THE NEW AGRICULTURE

met w/ ^{darry} group
12/19/74

THE WHITE HOUSE
WASHINGTON

Ins - 0.6% below December. The
Prices will not rise as indicated
by Secretary Butte
1.50 → Floor Price

1.23 - 8th

73 - 80% of P^{reviously} recommended now
Mulby review of



THE WHITE HOUSE
WASHINGTON

Mr. BLACK

- Price of land
- High Production Cost
- World Food Demands

Increase in adjust price support
Adjust from 13-80 to (17.30 cwt)

- Last week - 17.12 cwt 1.17 price

17.50 $\approx$ 1.34 quart

Sec. has decided that he will not
raise support (Dirk Feltner)

Imports the cause of war-fist
dry milk



Williamsburg, Pa.

December 12, 1974

Norman Ross
White House,
Washington, D. C.

Dear Mr. Ross:

My husband and I would like to have an appointment with you. However if you are representing agriculture in President Ford's White House staff it is important you have this information immediately.

I am enclosing an article I wrote and was published in the Altoona Mirror Nov. 2, the report I gave at the Dept. of Agriculture Nov. 26, and clipping of the Altoona Mirror of comments our Congressman E. G. Shuster made.

I feel it is just as wrong for a Sec. of Treasury and Sec. of Agriculture to break a federal import law and ruin thousands of farmers incomes as it is for me to break into a bank and steal money.

Government has broken laws and continues to break laws. Support by law is supposed to be between 80 and 90% of parity. Today it is 72%.

Canada's support price is 9.41. Today ours is \$6.58. Why can Canada's farmers have a fair share in their economy while United States farmers must live at a poverty level?

My husband was a pilot and flew combat in World WarII. I have taught our children to respect and obey our nation's laws. I will never be able to express the shock I felt when I heard the Dept. of Agriculture announcement of Dec.9 concerning the milk hearing. I could not believe that any part of our government would hold a hearing and not make its decision on the evidence presented. I was there when testimony from 2600 farmers was presented to the Dept. of Agriculture. I believed Sen. Scott when he spoke before 2600 farmers at the news conference Nov. 26 when he lead us to believe help was coming.

I hope you can help me restore my faith in United States.

Very truly yours,

Laurel E. Greaser



*Evidence Presented at Dept. of Agriculture
Nov. 26.*

I have with me written statements from three machinery dealers and two feed and fertilizer and seed dealers.

All three machinery dealers show an increase of 20 to 25 percent ^{for} ~~of~~ machinery in the past nine months.

From 1972 to 1974 seeds increased 237%

" " " fertilizer increased 250%

in the past year corn increased 62%

" " " " oats 43% " 43%

" " " " dairy supplement 24%

" " " " baler twine increased 400%.

A tractor that cost \$5880.00 in 1972 today costs \$10,000.00

There ^{these} ~~is~~ absolutely no way we dairy farmers can absorb costs like ~~this~~ without receiving an increase in the price of milk. Instead of it increasing, it is decreasing.

Our production costs have been continuously rising since World War II. We dairy farmers are receiving only a small percentage more for milk than we did then. To make up for this, each farm family has produced more. Our productivity has far exceeded industry. My own family produce more than a million pounds of milk annually-- enough to supply two thousand to twenty-five hundred Americans with milk, butter, and cheese. The farm family cannot work any harder or increase our production any further. We must have the cost of production plus a reasonable profit to survive.

American agriculture is important to the world today. It is important to the United States. We United States farmers make up one tenth of one percent of the world population yet we feed 30% of the world's population.

Miners, steel workers, carpenters, plumbers, electricians, and everybody else except the farmer is allowed the privilege of sitting down at a conference table with the help of a government mediator and bargaining for their wages. This precious right is denied farmers. Our co-operatives are not allowed to set prices. Our government will sue them for breaking anti-trust laws.



If we must have an increase in milk prices because of our rising costs, we must spend months asking for a hearing. If, and when, the hearing is finally granted, we present our case. The Department of Agriculture has the decision making to do.

The Department of Agriculture and Treasury Department appointments are made by the executive branch of our government. There is no farmer representation.

Whether farmers receive a fair price for their milk lays in the hands of people who have already stabbed us in the back by playing politics with our product, breaking a federal law and flooding our market with illegal subsidized milk imports. It would be impossible for them to make a fair decision.

A more fair way must be found to give the farmer a method of bargaining and a fair price for his milk. We must have representation! The present situation is deplorable.

I warn you Russia was once a major agriculture exporting nation. All incentive to produce food was taken from their farmers. Now Russia must depend on other nations to feed her. Food is all the United States has to balance her world trade. United States cannot afford to make this terrible mistake.

Again I take exception to the recent decision. I do hope the Dept. of Agriculture can change their decision.



Congressman Bud Shuster (R-Pa.) is going to accompany a small group of independent dairy farmers from Williamsburg, Pa. to meet with Norm Ross on Thursday, Dec. 19 at 10 a.m. Room 305

~~Shuster's~~

The dairy farmers are:

Mr. and Mr. Willis Greaser

Sam Black

George Brumbaugh

Karl Beegle



The Farm Wife Speaks Up

Farm Income Often Less than Labor's

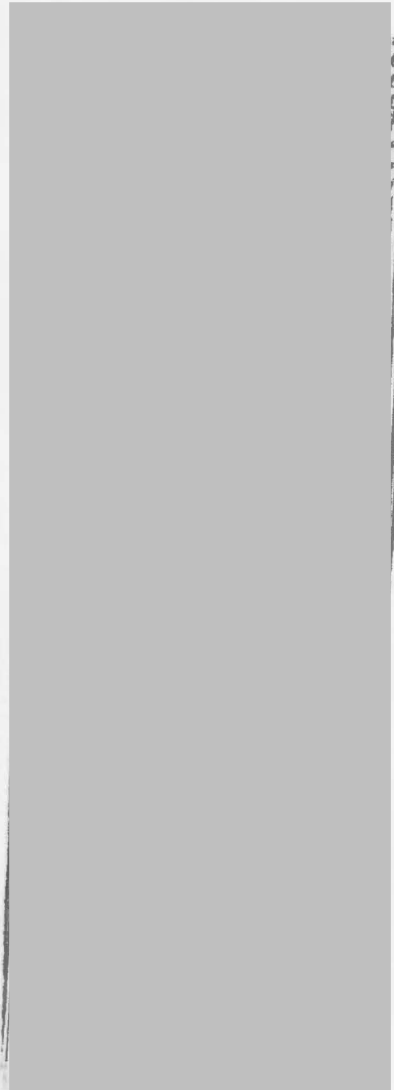
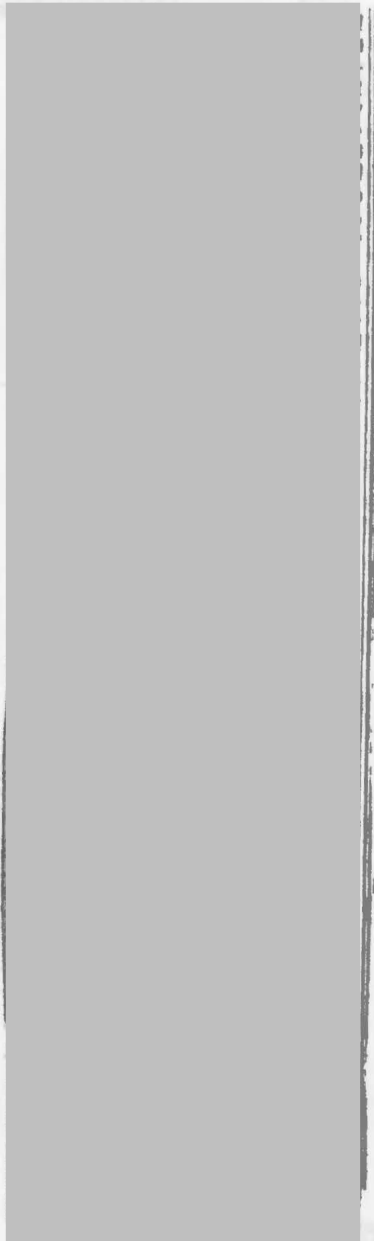
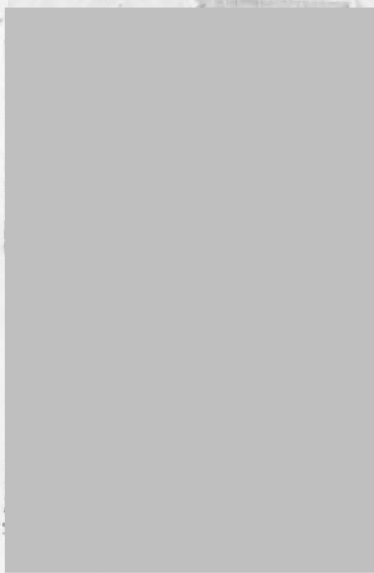
FARM INCOME
OFTEN LESS

By LORELLA GREASER

EDITOR'S NOTE: Mrs. Greaser is the wife of Willis L. Greaser of Williamsburg, RD 2, Pa. They operate their own dairy farm.)

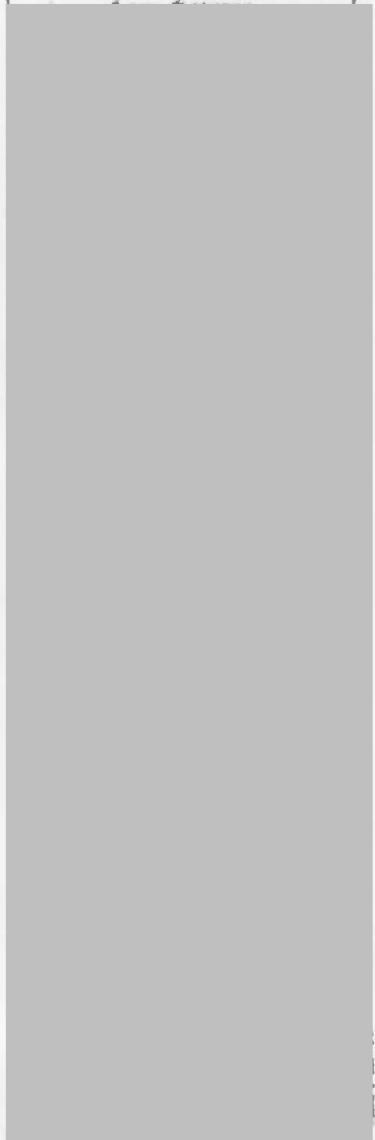
President Assistant
Executive Director
of Council on
International Policy





TOONA MIRROR, ALTOONA, PA.,

pounds of grain than he gets for
a 100 pounds of milk.



Can you believe it

The increase we have
begged for — for
months — is $1\frac{1}{3}$ cests
a quart.

We get 17¢ a quart at our farm.
It retails for approx. 40 cents a qt.



U.S. Refuses Increase In Milk Floor Price

Statement

by

Congressman

E. G. Shuster

crease to farmers

"The Secretary of Agriculture's decision to deny dairy farmers a class 1 milk increase is the most flagrant unfair decision I have witnessed in my two years in Congress. Last night, I again talked to the U.S. Department of Agriculture to learn of their reasons and I am doubly shocked to report that they acknowledge that the dairy farmers' production costs have skyrocketed. Nevertheless, they say the increase would not be in the best interest of the consumers.

"This is one more sorry example of short-term expediency at the expense of long-term sense. If our dairy farmers cannot get a decent return for their efforts, eventually America is not going to have adequate supply of milk. It's just that simple."



Bedford Farm Bureau Co-operative Association



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Phone 623-6194

Branch Office
EVERETT, PA. 15537
Box 147
Phone 652-2313

December 18, 1974

To Whom It May Concern:

We have in our membership and represent some 1,000 farmers in our trade area. A minor part of these farmers are dairymen, but these dairymen although few in number, represent the major portion of our business.

We feel that the dairymen are harder hit financially than any segment of our business potential. The cost of baler twine, wire fencing, feed, seed, and petroleum products which are absolutely essential to the dairy farmers have increased in some cases as much as four to five hundred percent over past war prices; yet their prices on milk have not kept pace with increased costs.

Unless something is done to remedy this situation, the world is facing a food shortage that will make the energy crisis look small. Milk and milk products are one of our major and important food items.

The time for an increase price on milk is now.

Cooperatively yours,

BEDFORD FARM BUREAU

A handwritten signature in cursive script that reads "Gordon Moser".

Gordon Moser
Manager

GM:lm



DEIBERT FEED SERVICE

A FEED FOR EVERY NEED
PIONEER FEED, RED COMB FEED and SUPPLIES

P. O. Box 87
Bedford, Pennsylvania 15522

Phone: Bedford 623-6101

Quality Backed By Service

Dec 18, 1974

As an employer of nine persons in a business dealing almost exclusively with dairy farmers. I express my concern as to their future.

Those dairymen buying their grain feed have seen it increase *75% since mid '73*. Milking equipment and milking supplies have increased at least 20%.

They are finding it increasingly difficult to keep their bills paid up, and we are finding it harder to extend credit.

Those who grow their own grain are living in a frustrating "fools paradise". A 1000 bushels of corn sitting on their farm worth \$3000.00 or more represents profit from this year. However feeding this into the cows along with other costs is going to mean a loss on this corn.

With fertilizer prices almost double there is no assurance they can replace this corn at a profit next year.

Many of our ~~Good~~ dairymen are thinking seriously of "getting out" before they get in too deep.

Most of them are reducing their cash outlays by feeding more roughage and more of their grains without added protein.. This gives a temporary relief, but is not sound dairy management.

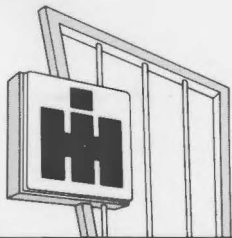
They have reduced their capital outlays for equipment and machinery.

Without some turnabout in the near future I feel that I will have to reduce my employees.

I really feel that to be equal citizens with other workers the dairyman should be receiving \$15.00 per hundred weight for milk. This they do not ask, only that they have a price that will allow them a fair wage for their work.

H. Carl Deibert
(owner)





MORRIS FARM EQUIPMENT
ROUTE 26 NORTH — EVERETT, PENNSYLVANIA 15537
PHONE: 652-6101

December 18, 1974

To Whom It May Concern:

Due to my close association with the farmer, as a farm equipment dealer, I am taking this opportunity to submit an earnest plea for an immediate solution in their behalf. Under no circumstances can our farmer continue to produce milk at a loss for the American consumer. In the past year and a half our equipment has increased 40% to 45%, and feed, fertilizer, and twine have taken drastic increases, and yet the farmer is expected to take a cut in milk and survive.

It is a well known fact that the farmer along with his wife and children have all had to work long hours with a large investment to even have a standard of living which is no more than adequate.

Since August of this year our farm equipment sales are declining in comparison to other years. Prior to this year we always had farmers buying equipment in the Fall to beat the usual 5% to 6% price increase and to take advantage of investment credit. This Fall we did not have a single customer that felt he could afford to take advantage of this pre-season offer. Also, more of our customers are delinquent in paying their accounts. Some even say they are postponing repair work.

We urge you and others to please listen to our farmers plea for survival and take immediate steps to correct the situation before it is too late. Can you imagine what it would be like to be without beef and dairy products?

Sincerely,

MORRIS FARM EQUIPMENT, INC.

Clyde R. Morris
President



SOLLENBERGER EQUIPMENT CO.
State Street - Everett, Pa. 15537



John Deere Agricultural Equipment

December 18, 1974

To Whom It May Concern:

I as a farm equipment dealer find that the costs of machinery have risen in the year of 1974, approximately 20% to 25% and in other instances much more depending on what the machine is. If increases keep coming at the rate they did in 1974, it will be almost impossible for the farmer to operate a farm on the amount of income he is getting for his products. This will not only jeopardize my business but will also hurt the individuals who depend on the farmer for food.

Fertilizer is another good example of increases 5-10-10 has increased approximately \$30.00 per ton or more with another increase due in the spring this to most farmers is quite a increase to meet. If they don't use fertilizer's and have good equipment to operate their farms they may as well forget it.

The farmer in my mind needs help now and needs it bad not six months from now. These were only a few examples of what a farmer must face in operating a farm today on his income.

Signed:

Sollenberger Equipment Co.

Richard Sollenberger

Richard Sollenberger
Owner

RS/lw

