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Proposed Milk Sales Plan

Fort Hays Kansas State College

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PROPOSED MILK SALES PLAN

	<u>If sold to Hays Pure</u>	<u>If sold direct to cafeteria</u>
1. 50 gallons milk daily for 9 months @ 20¢ -----	\$ 2700.00	
50 gallons daily for 9 months @ 25¢ -----		\$3375.00
2. Surplus- 25 gallons daily 5 gallons or 20% of 25 gallons @ sweet cream prices Or 12¢ --- for the 9 month period -----	162.00	
20 gallons @ 50¢ per pound B. F. daily for 9 months, or 15¢ per gallon -----	810.00	
Skim milk daily or 1350 gallons for the 9 month @ 2¢ -----	26.50	
25 gallons whole milk sold at the dairy for 25¢ per gallon or 14 quarts for 1 dollar, 9 months -----		1687.50
Gross income	\$3698.50	\$5062.50
3. Extra expense for the dairy to bottle the milk:		
400 pint bottles - - - - -	-\$18.00	
20 bottle racks - - - - -	38.00	
100 M bottle caps @60¢ --	60.00	
Extra B. K powder - - - - -	12.00	
Bottle washer - - - - -	16.00	
Extra labor - - - - -	312.50	
Extra gas, water, elect. -----	63.00	
	\$ 519.50	
4. Returns to dairy less cost of bottling-----		\$4553.00
5. Inventory of bottling equipment at end of period----		50.00
6. Income to dairy under plan where we would bottle and deliver the raw milk -----		\$4593.00
7. Income if sold through the Hays Pure plan -----		3698.50
Difference -----		894.50
8. Cost to Cafeteria:		
50 gallon daily for 9 months @ 20¢ -----		\$ 2700.00
Pasteurization, \$140.00 per month for 9 months ----		1260.00
Total cost to cafeteria		\$ 3960.00
9. Cost to cafeteria if milk is taken in bottles in a raw condition ----- Item 1 -----		\$ 3375.00
Extra cost to buy milk from H. Pure		585.00
10. Money saved by permitting the Farm Dairy to supply the raw milk:		
(a) Difference in returns to the dairy -----		\$ 894.50
(b) Lower cost to cafeteria -----		585.00
Total money saved by College -----		\$1479.50

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