Regulatory agencies play an important role in the dairy industry. One eminent dairy scientist was quoted in a recent issue of a popular magazine as stating, "Outside of drugs nothing is more regulated than milk". This would make milk the most regulated food product, a distinction which perhaps other food processors are quite willing to yield to the dairy industry.

**Public Welfare A Common Bond**

Extension service and regulatory agencies have a common bond in that both are concerned primarily with the welfare of the public. Only by working together can they achieve the utmost in behalf of the public. Such working relations require a correct understanding between extension specialists and regulatory officials of their respective responsibilities, problems and endeavors. Fortunately the major function of each is well defined; namely, public education and law enforcement.

While these two responsibilities are closely related, their application differs. The regulatory agent may wisely resort to education for accomplishment of enforcement, but extension may not wisely seek recourse in regulations for educational purposes. However, education promotes sound regulations, and regulatory officials generally welcome educational work in their field.

**Joint Programs Desirable**

Enforcement agents, with the power of penalty, usually are not accepted as educators by their audiences. Their statements are regarded more as oral mandates rather than recommendations. Their official status is not conducive to an audience without prejudice. Extension is not so handicapped. However, the extension specialist may ask why he should be concerned with such problems of regulatory authorities.

If we could envisage the dairy industry as it would be today, had it not been regulated, it would seem that the answer would be evident. Consideration of the role of dairy laws in promoting sanitation, wholesomeness, quality and composition control of dairy products discloses a close similarity between the objectives of regulatory and much of our extension work. This affords an excellent opportunity for the two agencies, and the dairy industry, to work together to their mutual benefit.

Extension, regulatory and industry personnel have successfully done this in Indiana for a long time. We know that such joint undertakings have been advantageous to both the consumer and the dairyman. It has also resulted in the nullification of impractical and outdated regulations and the attainment of legislation which is practical and needed.

**Application of A Joint Program**

An illustration of how the three groups have worked together is typified by our extension project on dairy products quality control. This is essentially a state-federal service project under the Agricultural Marketing Act. It was activated after an agreement was entered into between the University and an industry group. The initial objective of the project was standardization of grading milk and cream as received from farms for purchase by dairy plants.

Separate programs for the grading of milk and cream were drafted by a committee representing Extension Service, industry and the Dairy Division of the Indiana State Board of Health. The latter, while not a direct participant in the project, signified its approval of the programs by permitting a statement to that effect being incorporated therein. Participation of individual dairy plants was of course on a voluntary basis, and was contingent upon plant management signing a pledge of cooperation with respect to the program with the Purdue Dairy Department.

We put two direct workers on the project to work in the field with milk and cream graders at receiving points. Meetings were held monthly in four different areas of the State for milk plants. Dairy fieldmen largely represented the plants at these meetings, with some plant and procurement managers present. Also, a few sanitarians from health departments usually attended the meetings. Likewise, two meetings were held each month for butter manufacturers.

The milk meetings were preceded either by lunch or dinner which was helpful in getting good attendance. Ordinarily from 25 to 50 persons were present at each area meeting. The programs generally provided for a report by one of our field supervisors

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on his activities during the past month. Next we presented a summarization of the monthly quality reports which had been submitted to us by the plants. A guest speaker then discussed some topic related to quality or dairy farming. Regulatory officials frequently served as speakers on topics in their field of current concern to the dairy industry.

In 1952 the Indiana State Board of Health adopted new dairy regulations. Work done under the project described above disclosed to industry the need of these regulations and served as a guide in their formulation. They are commonly referred to as the Approved Graders Regulations.

A brief statement of the major provisions of the regulations should indicate the close relationship they have with the project. They prescribe new standards and definitions for milk and cream. Milk and cream graders must have State permits as approved graders. Milk and cream received for purchase from producers must be graded by such graders. The grader must reject for purchase milk and cream not meeting minimum standards, add a red food coloring to the product when it is rejected, and attach a tag to the container of the product indicating the reason for the rejection. Buyers of milk and cream are required to make prescribed quality tests, keep records of such tests and rejections of each producer's milk and cream, and submit monthly summary reports on the tests and rejections.

The foregoing provisions follow closely those of the milk and cream programs under our project. As a result, we now spend less time with individual graders and plants, but reach more graders through schools held at different points in the State. These schools are conducted jointly by the Health Department and Extension Service in cooperation with the dairy processors' trade association. Group instruction of graders permits us to devote more time to the quality of the final product and other phases of the project.

Regulatory groups likewise find it advantageous to work jointly with industry and extension personnel. This has been demonstrated in many ways. An illustration is the advisory committee to the Dairy Division of the Indiana State Board of Health. This committee was requested by the Board. It consists of 10 persons representing the various segments of the dairy industry and the Dairy Department of Purdue University. The committee is frequently called upon by the Board in the consideration of new legislative proposals and in regard to the administration of existing laws.

Additional instances could be cited where Extension Service in Indiana has experienced gratification in working with regulatory groups and vice versa. Such experiences are not confined to any one State; for the value of such working relationships has been demonstrated in many other states.

A noteworthy aid to our work resulting from joint programs undertaken by Extension Service, trade and regulatory groups are the auxiliary groups that are brought into action for advancement of our projects. One of these groups is the dairy fieldmen. Through their attendance at our area milk meetings they have been informed on current dairy issues which they have effectively transmitted to milk producers. The possibility of reaching several hundred producers a day in this manner is within reason. We are grateful for this aid from dairy fieldmen.

**Summary**

Our experience indicates that the following suggestions are helpful in working with regulatory groups:

1. Analyse each project for phases which may be a basis for cooperation with a regulatory group.
2. Seek the advice of each group involved, also its participation, if the scope of the issue under consideration is broad enough to justify such aid.
3. Accept and utilize such advice or cooperation to the fullest extent justifiable.
4. Keep the groups informed on significant developments, progress being made, and benefits resulting from the project.