

## Financial strength is key

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the estimates we had hoped for in 12 months."

The co-op treasurer also noted that Inter-State's single biggest investment in history was made this past year with the forming of Holly Milk Cooperative, a joint venture with Maryland Cooperative Milk Producers. May 1978 is the anticipated completion date for the \$8.2 million surplus milk manufacturing facility.

Looking at the future, Dever noted Inter-State should double its net worth within five years.

Dever noted Inter-State's existing financial strength and even more promising future gives the farmer-owner producing milk on the farm the needed security for his continued growth.

"Ten years ago, 3,300 Inter-State members received approximately \$70 million in dairy related income," said Dever. Last year, 2,800 members received almost \$200 million.



Dr. Paul Hand

LANCASTER — Dairymen in 1978 will see only slight improvement in the price they receive for their milk, noted Dr. Paul E. Hand, economist and assistant general manager for Inter-State Milk Producer's Cooperative.

Dr. Hand, in his address before delegates of the 2,800 member marketing cooperative, predicted most of the improvement over 1977 prices will be in the first three months of 1978.

The nationally-acclaimed dairy economist credited excess cheese production as

the principal factor preventing the Class II milk price from reaching the support level. He noted that as long as excess inventories of cheese exist, it is doubtful manufactured milk prices will rise to support levels for any extended period.

Dr. Hand told the dairymen that after more than 10 years of rising base and Class prices, the upward trend stopped in 1977. He credited the halt to increased production.

"While Class I sales in total have shown very little change in the last 12 months," said Dr. Hand, "increase in production has resulted in substantial decline in Class I utilization."

"1977," he noted, "will be the first year Class I utilization will average below 60 percent in Federal Order 4."

The economist noted Inter-State along with Pennmarva Dairymen's Federation, has adopted a position in support of the continued use of the Minnesota-Wisconsin price series in a U.S. Department of Agriculture hearing which

convened in Philadelphia on Oct. 4. He said they also opposed a proposed Class I price bracketing system.

He voiced considerable concern for a Federal Order 2 decision which will lower prices to dairymen in the Northeast. The court denied Pennmarva's temporary injunction request but agreed to hear arguments on the merits of the case at a Dec. 15 hearing.

In response, Pennmarva has recommended the Order 4 Class I price be reduced 10 cents per hundredweight to prevent an even greater decrease in the Order 4 blend price resulting from lost Order 4 sales.

Dr. Hand noted problems in handling excess milk will continue to plague the Northeast. He also noted Inter-State will have difficulty in marketing the excess, particularly during

upcoming holiday periods, until the Holly Milk Co-op butter-powder plant is completed.

The \$8.2 million plant is presently under construction in Cumberland County, Pa. Inter-State and Maryland Cooperative Milk Producers are jointly financing the facility capable of receiving 2 million pounds of milk daily. Completion is anticipated about May 1.

## Craig wins nat. award

NORRISTOWN — Jeff Craig, 17-year-old son of Mr. and Mrs. Fred Litchert, 549 Old State Road, Royersford, as been selected as National 4-H Teenager Achiever.

Word of this honor was received from Dallas, Tex. where the national headquarters for Miss Teenage America will telecast the 1978 pageant on Friday evening, November 25.

Jeff, who will also attend



Jeff Craig

program will now honor young men and special teenage groups who have earned the distinction of outstanding accomplishments.

"The entire Extension staff," said Paul Reber, county agent, "is extremely proud of Jeff who will represent millions of 4-H members at this event. As a Teenage Achiever, Jeff will be awarded a \$1000 scholarship to the college of his choice."

Reber pointed out that the national telecast can be seen on NBC from 9 p.m. to 11:00 p.m., November 25.

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National 4-H Congress in Chicago following the telecast as a state winner in the achievement category, was completely caught off guard when notified by the Pennsylvania State University's 4-H office.

Correspondence by the Miss Teenage America staff said that until this year only women were recognized for outstanding achievement. However, expansion of the

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