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Inter-State claims solid past and future

LANCASTER - Goal-setting and thorough planning have enabled Inter-State Milk Producers' Cooperative to avoid problems recently facing dairy cooperatives in the Northeast, according to Dr. James E. Honan, Inter-State's general manager.

Dr. Honan, in his address before the delegates attending Inter-State's 61st annual meeting, named several of the goals "which have been helpful in guiding us to where we are today".

"For some time you have been aware of the annual net

savings goal of \$500,000," said Honan. This goal has now been increased to \$750,000 for the current marketing year.

"Some other goals of the cooperative which are being achieved are: good quality milk, continued service to your buyers, a sufficient supply of milk to have a meaningful marketing tool, long-range planning as indicated by the QC Inc. and Holly Milk decisions and a management training program to provide a continuation of good employees," said Honan.

Honan cited Inter-State's recent long range planning project, known as the "Committee of the Whole," as one example of the type of planning essential for such a cooperative to keep current with the times.

The findings of Inter-State's Committee of the Whole were presented to the membership in the form of a booklet entitled "Planning for Tomorrow" which outlines the recommended goals in the following four areas: long term financing; Inter-State's relationship with Holly Milk Cooperative and QC Inc.; Inter-State's relationship with other cooperatives and organizations; and the effects of various alternatives of federal milk marketing control.

Honan cited the partnership Inter-State formed with Maryland Cooperative Milk Producers to establish Holly Milk Cooperative, a surplus manufacturing plant near Carlisle, as an example of the "kind of interaction which might be one of the



Dr. James E. Honan

approaches to be used to achieve more unity among dairy farmers in the Northeast."

"I have never felt more comfortable about the picture I see for Inter-State's future," said Dr. Honan, "Inter-State is well organized, well financed, with good able employees, a strong policy-making board and understanding, loyal members."

He charged the delegates that the decisions they are about to make "must support and enhance our ability to move into the future".

Inter-State is a dairy cooperative based in Southampton, Pa., which markets the milk of its 3,000 member-owners in the six-state, Middle-Atlantic area.



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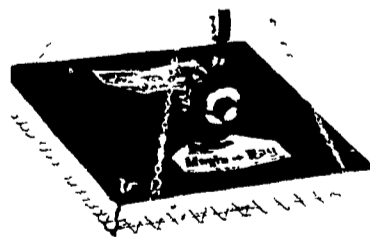
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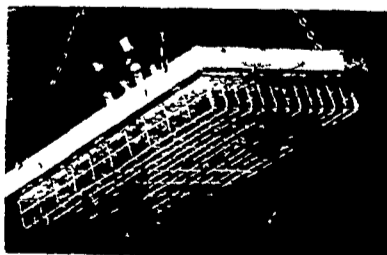
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