

## Eastern says it's 'on the climb in '79'

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That is not to say that Eastern is ignoring the criticism, however. Delegates have voted to fight the suit as well as negative reports by the news media, nearly all of which were generated by one individual.

Overall, one Eastern executive after another made it clear that their cooperative is "on the climb in '79," which was the theme for this year's annual meeting. The management claims great improvement in its financing and says that the bad experiences and reports have actually strengthened the membership. The cooperative had as many as 10,000 members at one time, and around 8000 just a few years ago. Present membership is around 4500, says member and public relations director Lisle Dutton.

The relative financial stability at Eastern is due largely to the contributions members have made through

deductions from their milk checks. The cooperative has been on a program which requires that operating expenses be taken care of as they arise. According to Dutton, that won't ever change.

Eastern's president Arden Tewksbury told a dinner audience on Wednesday that the cooperative has managed to turn a \$3 million dollar business around. "Some bold moves have been made," he commented. Those moves, he said, have benefited not only members, but all dairymen in the Northeast. He said further that Eastern's actions are designed to strengthen the dairy industry in general and the cooperative in particular.

Claiming that Eastern is on the threshold of becoming one of the foremost dairy marketing organizations in the country, Tewksbury pointed to a much improved bottom line on financial statements and expressed confidence that Eastern could make it to "the summit." He credited

the membership for their support and acknowledged that blessings need to be counted. In conclusion, he encouraged those present to pledge "another year of service."

Among the approximately 250 people who were present for the annual banquet on Wednesday evening were officers from the agriculture departments of New York, Pennsylvania, and New Jersey. All three congratulated Eastern for its progress and wished them continued success.

Pennsylvania's deputy agriculture secretary, Luther Snyder, noted that 40 per cent of the farm income in the Keystone State comes from dairy farms, and that farmers need good marketing organizations. The Pennsylvania Department of Agriculture, under the leadership of Penrose Hallowell, is dedicated to improve the marketing of farm products, the former Master of the Pennsylvania State Grange said.

New York's Agriculture Commissioner, Rodger Barber, praised Eastern for its support, association, and

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It was business and dinner as usual at this year's annual meeting for Eastern Milk Producers. The

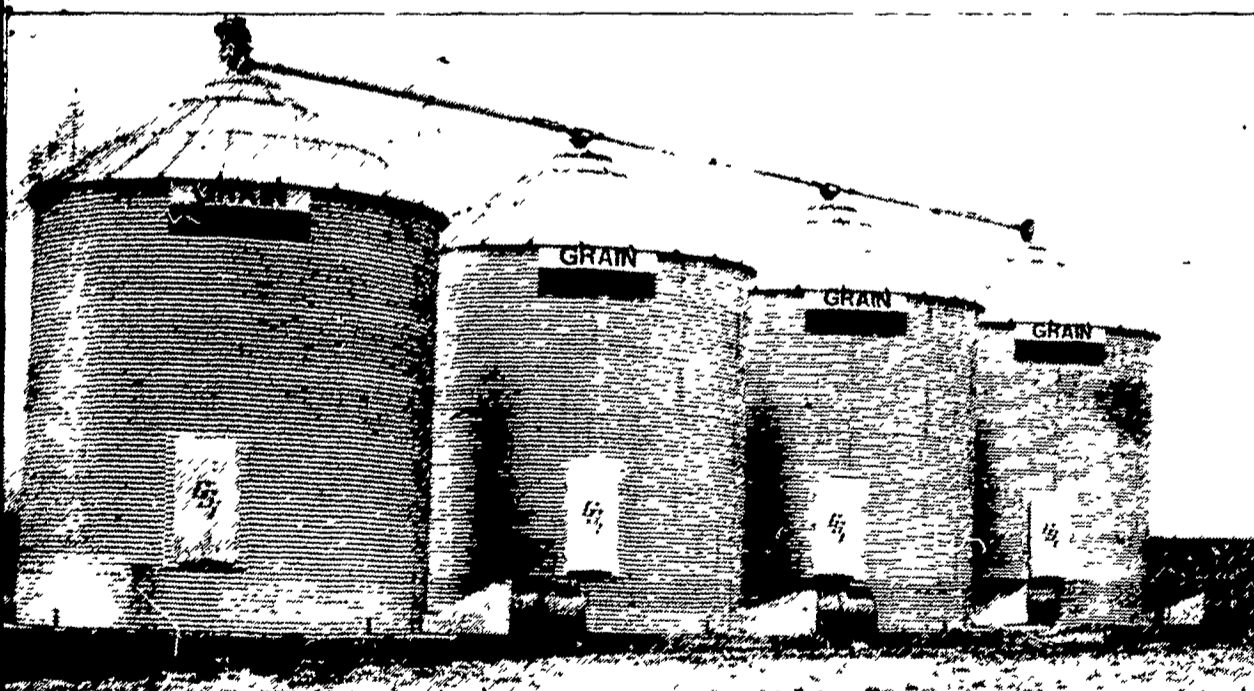
theme for the year was boldly shown.



Howard McDonald, Eastern's general manager, accepted congratulations from several distinguished guests, including agriculture department officers from New York, New Jersey, and Pennsylvania.

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