

# Inter-State Cooperative's directors meet

**SOUTHAMPTON** — A high net savings report, the unveiling of new horizons and a strong market thrust were the highlights of Inter-State's two-day Board of Directors' meeting summarizing the year's work held last week.

"Despite a fire, a flood and fuel shortages, Inter-State Milk Producers' Cooperative ended its fiscal year with nearly one-half million dollars in net savings," Dr. James E. Honan, general manager told the Board of Directors, staff and Young Cooperators during a two-day board meeting August 29 and 30, 1979. Honan credited the successful year "to board policies, making sound business decisions, efficient management and the constant surveillance of the farmer's dollar."

"This has been a year of new horizons," asserted Lester C. Jones, president of Inter-State. President Jones told the 22-man board of directors of the new horizons in production, cash reserves

and milk quality achieved by the cooperative while solving the year's problems. Jones, also a member of the Executive Committee of the National Milk Producers Federation, Washington, D.C., reviewed national concerns to the dairymen; first, the need to have consumers better informed; and secondly the need to continue keeping the milk price as low as possible with a fair return to the farmer who has been caught in the inflation squeeze as are other segments of our economy.

Robert M. Dever, treasurer, reported that "with 'shake-down' problems at Holly Milk Cooperative and a fire in the 'milk bed' part of the dryer, this resulted in higher hauling costs to move milk south and west. However, it was a good year at Inter-State. A new total high in milk sales of 240 million dollars was achieved this year."

Ivo V. Otto, Jr., president

of Holly Milk Cooperative Board of Directors presented a detailed account of the progress and problems at the Holly Milk plant, Mt. Holly Springs, Pa. "We have over one million pounds of whole milk powder ready for sale," Otto announced.

Daniel L. Martin, vice president of Inter-State, gave an update of the Order

4 Milk Promotion and Advertising Agency. "We have not been able to get 100 per cent of the dairymen to advertise their product," said Martin. "It is a shame that a few farmers will not cooperate and volunteer to help pay the tremendous expense of today's advertising. Our Middle Atlantic dairy farmers have the highest percentage in the

nation for contributions to promotion and advertising, but some continue to be 'free loaders' in the market place and refuse to pay their fair share," Martin concluded.

The 3,000 dairymen who are members of Inter-State Milk Producers' Cooperative produced in excess of two billion pounds of milk during the past fiscal year. Inter-

State dairy farmers live in six states including Delaware, Maryland, New Jersey, Pennsylvania, Virginia and West Virginia.

The two-day board meeting concluded with reports from various departments within Inter-State with an optimistic forecast as the cooperative begins its 1979-80 fiscal year.

## PFA names R. W. Newpher to new post

**CAMP HILL** - Richard W. Newpher has been named administrative secretary-treasurer of the Pennsylvania Farmers' Association, effective Nov. 15. Newpher currently manages PFA's public affairs department, where he directs the organization's lobbying efforts.

Newpher succeeds Charles Mohr, who became chief administrator following the resignation of Charles Ord on July 19.

A native of Clearfield County, Newpher joined PFA in 1973. He joined the Public Affairs Department in May, 1976 as legislative specialist, assisting department manager, E. Chester Heim, and training county legislative committees.

In February 1979, Newpher became Public Affairs Department manager, succeeding Heim who resigned to become Deputy Secretary of Agriculture for Pennsylvania.

Newpher, 33, is a graduate of Clearfield Area High School. He studied electrical engineering at Penn State University and is a graduate

of the American Institute of Banking, Washington, D.C.

Before joining PFA, he was employed by the Citizen's National Bank of

Herndon, VA. Newpher resides in Shermansdale, Perry County, with his wife, Pat, and two sons, Brian and Ricky.

## Eby named to Weaver personnel post

Beth L. Eby, 107 Granger Road, Leola has been promoted to the position of employment supervisor, Personnel Department of Victor F. Weaver, Inc., a New Holland food processor.

Miss Eby is a graduate of Eastern Mennonite College, where she received her Bachelor of Science degree in Home Economics and Sociology.

She joined Weaver in 1978 as an assistant employment supervisor, after having served as a case worker at Catholic Social Services of



Beth L. Eby

Lancaster County and a field director of the Pen Laurel Girl Scout Council.

In her new position as employment supervisor, Miss Eby will be responsible for the employment of hourly production and clerical personnel, retirement counseling, and other associated employment activities.



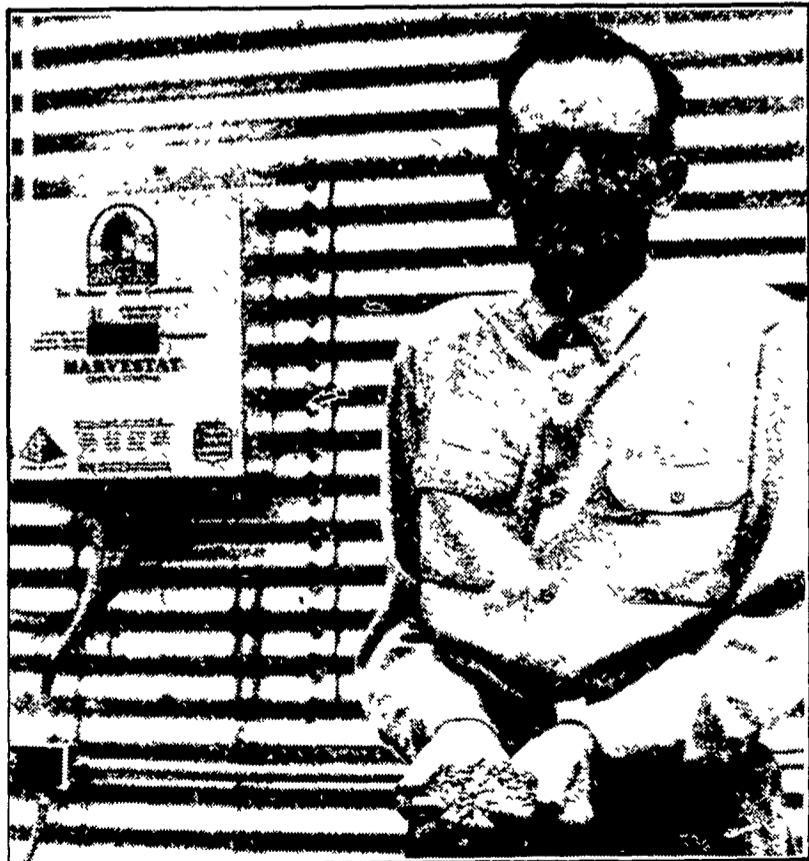


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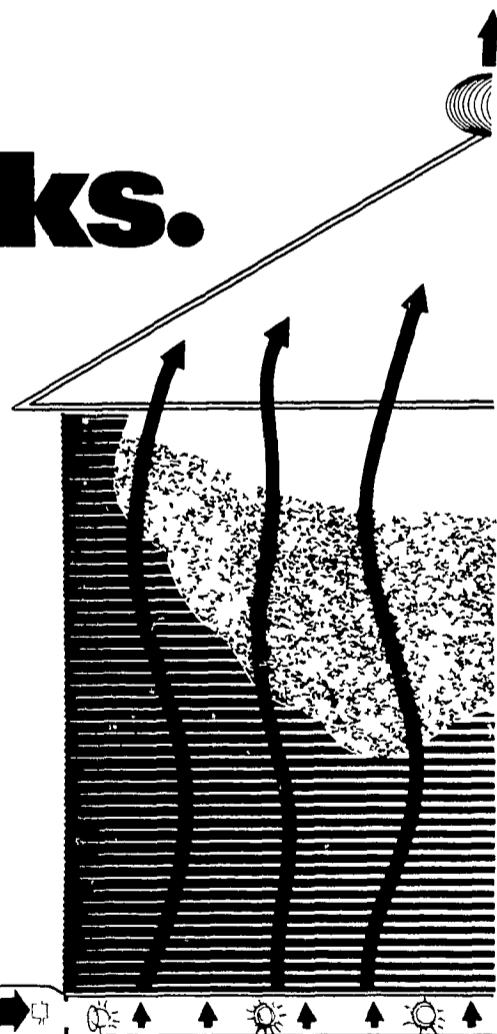
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