

# Hand paints optimistic future for Inter-State dairymen

MOUNT JOY — Members of Inter-State Milk Producers' Cooperative District 7 were given a peek at the group's future at their annual meeting here on Thursday.

Paul E. Hand, assistant general manager and economist for the Co-op, told members they would have to plan today to protect the farm way of business in the changing world.

And Director Daniel Martin told dairymen present about the need for milk promotion. He revealed a "soft, soft drink" advertising campaign which will begin this coming June

to push milk consumption. In addition, members of the Donegal, Litz, and Lebanon County locals elected officers and delegates for the coming year.

Hand told farmers their Co-ops should be like a family: strong, trusting, growing, and lasting. He said the best way to keep any family intact was through good communications.

He pointed out several of the changes which have taken place in the past few decades. Inter-State membership has dropped from 6000 to 3000 farmers. But milk shipped has grown from 850 million pounds to over 2 billion pounds per

year. That means producers are now roughly five times as big as they were 20 years ago.

Hand said Inter-State is growing at a steady rate of five percent in demand for milk.

He said the Holly plant, which splattered red ink on Co-op ledger books, was constructed with Maryland Co-op to handle the changing demand pattern for milk.

He said the plant was (Turn to Page A33)



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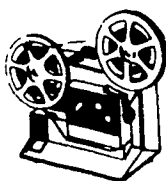
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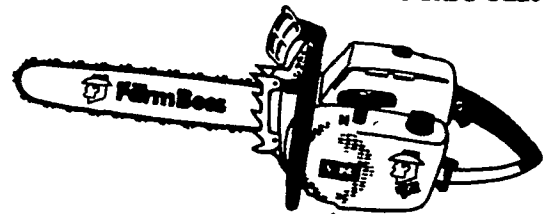


Inter-State Economist Paul E. Hand told District 7 dairymen the Co-op intends to maintain a strong reserve and good equity position. Listening to Hand's talk is Director Daniel Martin.



Elected delegates from the Donegal Local were Harold S. Brubaker, left, and Paul N. Brubaker. Third delegate is Paul Sauder, not present.

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