

Inter-State

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Primarily a weekend handling facility, built because many dairies today work five, or only four, days a week.

He predicted the Holly plant will be back on track sometime in the near future. He noted the Holly facility will need a tertiary

sewerage treatment setup to be completed sometime in 1980 or 1981.

Total losses there were in the vicinity of \$1.4 million last year.

The other side of the coin is Q.C., Inc., the quality control lab for Inter-State.

Calling it "our pride and joy," Hand said the lab was performing beyond expectations.

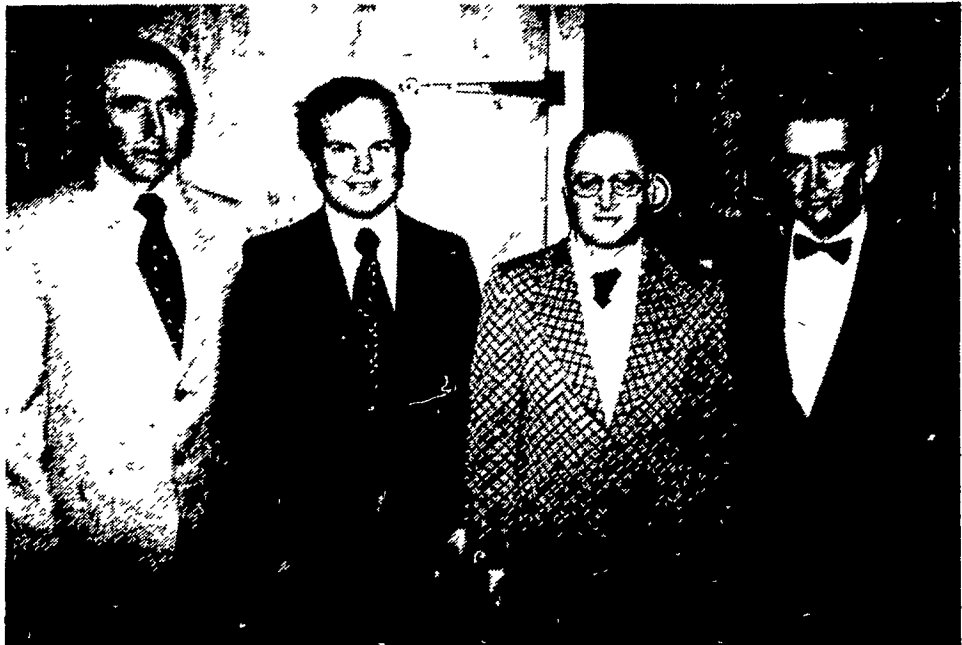
He told farmers their Co-op has \$4.4 million in a reserve account as a net equity position. Excluding funds spent for the Holly problems, the fund has been increasing at the rate of \$100,000 per month.

Delegates last year asked that the non-cash fund be built at the rate of \$750,000 per year. Hand said with the Holly plant back on track that Inter-State hoped to be back to the steady \$100,000 per month rate.

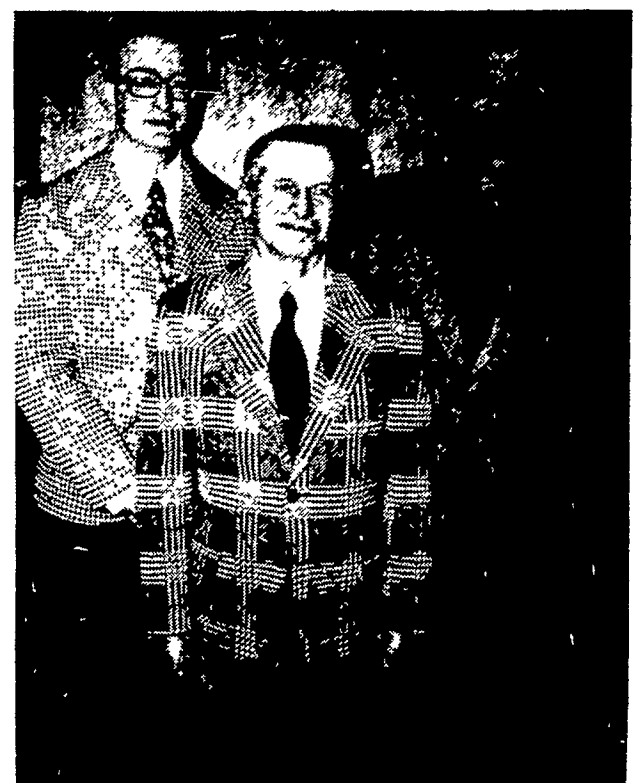
He said Inter-State needs a strong reserve and good equity to stay in a solid position in the milk industry.

Hand defended the farmer co-op movement in general, saying it was the one viable mechanism to help farmers who are forced to buy at retail and sell at wholesale.

Director Martin pointed out the need to promote dairy products. He told fellow dairymen that any time there is a farm sale, machinery auction, or cattle



Members of the Lititz Local chose Paul S. Horning, left, as a delegate. They elected Gerald E. Martin as vice president and Ray P. Bollinger, president. James N. Zimmerman was voted secretary-treasurer.



Among those elected from the Lebanon local were from left, Secretary-Treasurer J. Melvin Brandt; Delegate Howard Kopp; and Hauling Committee member John H. Hartman.

sale, the seller advertises. He said he feels it should be the same in the milk industry.

He pointed out many consumers do not have the background or lifestyle that allows them to realize which foods are healthful and which are junk.

He said the Federal Order 4 milk program is doing a good job of promotion. He pointed out a number of ways which the program is paying for farmers.

The Philadelphia district alone has nine nutrition consultants who meet with school and health officials and gather a lot of free publicity by appearing on TV and radio shows. He also talked about the advertising done in newspapers and magazines.

Martin predicted the fast food market would be an important nut for the dairy industry to crack if it is to hold its own against soft drinks.

He said Inter-State farmers should back the move to get a referendum to institute a Pennsylvania milk promotion program.

Martin also urged members to contact their legislators and push for prompt approval of a milk security fund. Inter-State, like all other co-ops in the area, backs a handler-funded program which would require dealers to pay two cents per hundredweight but would make participation optional for cooperatives.

John M. Gingrich gave the delegates' report, recapping the past year's activities. He focused on the annual

meeting held last November in Lancaster.

Gingrich also reviewed the Holly plant, the need for quality milk, problems with increased hauling fees due to rising fuel prices, and the problems of milk marketing.

Preston Newcomer, in his Young Cooperator report, reported that he and his wife placed third in competition in Gettysburg. They travelled to Columbia, Missouri, to attend the American Institute of Cooperatives session.

AIC's purpose is to educate farmer co-op members. Newcomer encouraged any farmers under 35 years of age to get involved in the Young Cooperator program.

Newcomer predicted larger co-ops in the future but said that would be no problem if farmer-members kept informed about co-op activities and the co-ops maintained good member relations.

Members also heard about Alternate Lancaster County Dairy Princess Marcia Groff's experiences working at Farm Show, 4-H Show, the Black and White Holstein show and the Dairy All-American.

Dairy Princess Lucinda Landis said since her graduation from high school she has had the time to plan visits to 40 elementary schools this Spring. She gave members a demonstration of her typical puppet presentation to elementary school students.

County Dairy Agent Glen Shirk reminded farmers that March 4 will be Lancaster

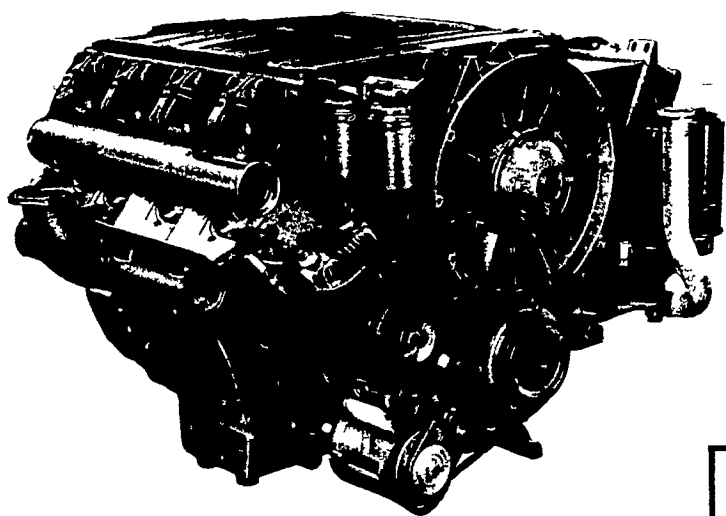
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