

Eastern manager reports on growth

SYRACUSE, N.Y. — Growth through use of a positive approach permeated the General Manager of Eastern Milk Producers' Annual Report by Michael H. Donovan during the cooperative's Annual Meeting this week.

Donovan stated that the cooperative, one of the East's largest, has successfully weathered some severe storms and is in the process of building membership and financial strength, even in the face of marketing problems caused by an over-supply of milk and rising costs.

First priority for Eastern's new General Manager, who took over the cooperative's top management position this past February, was to reverse Eastern's declining membership.

"We have taken positive steps in this direction," he noted, "by establishing clear cut goals which have resulted in our securing 62 new contracts in March, 71 in April, 81 in May, and an overall total of 237 new members joining the Eastern family since mid-February."

Another critical area was finance. Donovan stressed that the financial position of Eastern Milk Producers improved substantially during the past twelve months with the cooperative's net worth being increased by \$860,000 to a total net worth in excess of \$2.7 million.

Substantial reductions in actual bad debt write-offs during this past year compared to those of the previous year, and the constant monthly reduction in the average daily balance associated with Eastern's \$8 million line of credit has allowed the co-op to sub-

stantially reduce the monthly interest expense it currently bears, according to Donovan.

Due to Eastern's growing financial strength, Donovan stated that he did not anticipate any need for a membership assessment in 1981.

Another promising area is the growth of Eastern's dairy products sales program which has improved and strengthened this valuable distribution service to both the cooperative's membership and that of the Pennsylvania Grange, observed Donovan.

He also commented on the upcoming installation of a new computer system in Eastern's Syracuse office which is designed to considerably improve the ability to effectively control and manage Eastern's operations.

The co-op leader promised a balance budget for fiscal year 1981-1982, and set a goal to eliminate all excess marketing costs within the next eighteen to twenty months.

He pointed out that the expansion of Eastern's Grover, Pa., manufacturing facility and approval by the U.S. Department of

Agriculture to produce both government grade power and butter there has resulted in substantial savings in marketing costs to the cooperative's membership this spring.

In conclusion, Donovan acknowledged that in order for Eastern to grow and prosper in the future, its members must receive services and marketing representation commensurate with their contributions. He indicated that he fully intended to see that this was accomplished.

Block announces shift in U.S. trade policy

PARIS, France — U.S. Agriculture Secretary John R. Block said in Europe the United States will no longer tolerate protectionist trade policies by other exporting nations. He also said the United States does not expect to continue shouldering the responsibility of maintaining a reserve for the world.

Speaking before the World Food Council in Yugoslavia, Block

emphasized the need for developed and developing countries to begin creating their own food reserves. He said the United States has taken the lead on a reserve policy, but it cannot continue to carry the burden alone.

In Brussels and London, Block warned of U.S. determination to resist Common Market trade policies that he considered unfair, illegal or contrary to earlier

agreements. He specifically mentioned the European Community's export subsidies on wheat and other products, plus the Community's effort to tax vegetable oils or restrict imports of non-grain feed ingredients (corn gluten).

"My message to these nations was firm, but not unreasonable," Block said after arriving in Paris. "It was a signal to the world that

under this administration, the United States is shifting toward greater reliance on the market and on individual responsibility among nations."

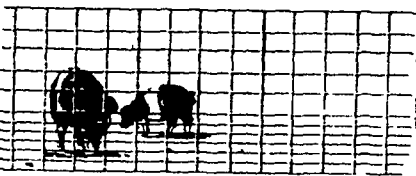
While in Brussels, Block also received assurance that the European Community would honor the U.S. right to supply 10,000 tons of high quality beef duty-free to that market. U.S. officials had been concerned that the Community might not honor this right.

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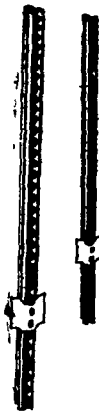
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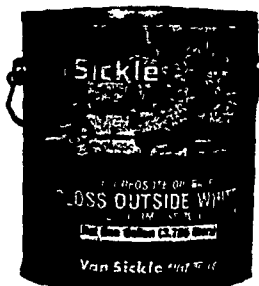
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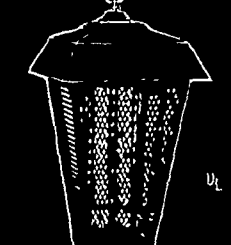
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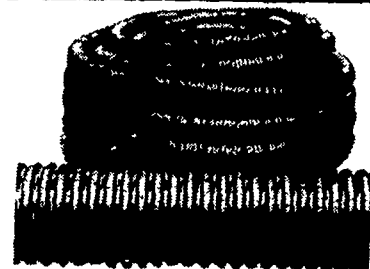


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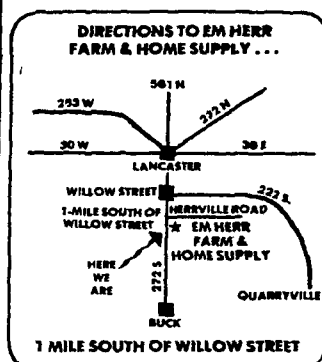
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