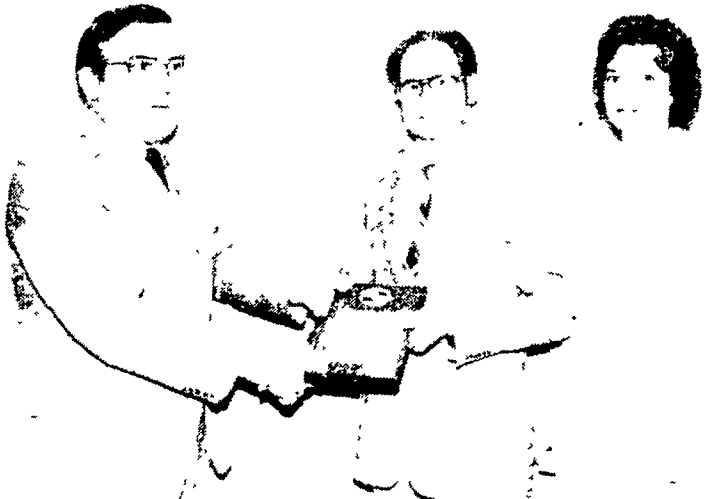


IMPCO District 5 honors Shertzer, elects officers

BY DEBBIE KOONTZ
WILLOW STREET — More than 130 dairy producers gathered for the annual Inter-State Milk Producers' Cooperative District 5 meeting, Monday, at Willow Valley Family Restaurant, here. James Honan, secretary of

IMPCO and past general manager for 19 years, urged the participants to get involved in promotion, describing it as a way "to help ourselves," out of the current milk surplus situation.

A highlight of the afternoon
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Wilmer L. Shertzer, center, and his wife Esther, were honored with this plaque for five years consecutive participation in Inter-State's Cost of Production study. Presenting the award to the R2 Columbia couple is District 5 director Wade Groff.



The new executive slate for the Millersville Local, District 5, will be filled by, from left, Melvin Shertzer, R1 Millersville, hauling committee member; Glenn R. Binkley, R2 Columbia, delegate; Nelson H. Hershey, Mountville, delegate; and David Charles R2 Lancaster, secretary-treasurer; J. Clayton Charles, president, and Nelson Habecker, vice president, were not present for the photo.



Elected to serve on the West Lampeter Local were, from left, Kenneth Garber, Willow Street, president; James D. Shertzer, Lancaster, delegate; John H. Howard, Willow Street, delegate; and John M. Harnish, Lancaster, secretary-treasurer. Not present for the photo was Arthur L. Breneman, vice president.



The Witmer Local of District 5 will be represented by Harvey E. Heller, Lancaster, secretary-treasurer and delegate; and John Landis, Leola, president and delegate. J. Robert Esbenshade, vice president, was not present.

"Inter-State: Dynamic at 65"

LANCASTER — Usually when a 65th birthday is celebrated, visions of retirement and a life of ease come to mind.

While this may be the case for many individuals, it couldn't be further from the truth for an expanding business such as the Inter-State Milk Producers' Cooperative who describe their operation as "Dynamic at 65."

With headquarters in Southampton, Pa., IMPCO caters to 3,200 farmers in Pennsylvania, New Jersey, Maryland, Delaware, Virginia and West Virginia.

According to the Cooperative, in its 65-year history, Inter-State has progressed from a bargaining agent for members to a cooperative with two subsidiaries providing "needed services to farmer-owners."

Although membership has declined from its peak of 20,000 members to 3,200, the volume of milk marketed has increased from about 381 million pounds to 2.43 billion pounds. This latter figure is the recorded weight for fiscal 1982.

In their recently-printed celebration booklet, Inter-State reports that finances were tight for turn-of-the-century dairy farmers. "For a number of years prior to World War I, farmers received only four cents a quart for milk... and the average dairy cow only produced a profit of 30 cents."

A group of Grange dairy farmers in Chester County organized the Inter-State Milk Producers' Association in early 1917. The first meeting was held on March 15, 1917.

At this time, milk was shipped into Philadelphia and sold at auction. No farmer had assurance that he was paid correctly for his milk — either on volume or butterfat. IMPCO began to tackle the problem.

By their fifth anniversary, IMPCO reported 15,000 members. According to the Cooperative, the average price paid that year, in the 50-mile zone, was \$2.23 per hundredweight for 3.5 percent test.

In the years that followed, Inter-State producers were forced to suffer several price

fluctuations with drastic changes occurring during the Great Depression and the advent of World War II.

IMPCO, as with other cooperatives, suffered from the intrusion of oleo on the market in the early '40s. Other battles followed as industry leaders pushed for dairy farmer supported advertising and milk pricing, urged the transition from cans to bulk tanks in the late '50s, and faced the changes occurring in competitive cooperatives.

In the late '70s, surplus milk pressures inspired Inter-State and Maryland Cooperative Milk Producers to build a butter-powder balancing plant. The result? The birth of Holly Milk Cooperative in Mt. Holly Springs, Pa. This \$11 million plant was capable of processing an average 1.5 million pounds of milk a day.

Today, IMPCO is the largest cooperative serving dairy farmers in Pennsylvania. Robert B. McSparran became

their ninth president in 1980 and Paul Hand, general manager,

took over his position in 1982. — DK

