

Member commitment leads to Inter-State's market security

LANCASTER — Member commitment has enabled Inter-State Milk Producers' Cooperative

to achieve market security, according to president Robert B. McSparran.

In his remarks at the Cooperative's 66th annual meeting, McSparran praised Holly

operational and will provide the plant with needed flexibility to process milk profitably for Inter-State's members.

On other Inter-State policies, McSparran said the Board of Directors decided to withdraw the Cooperative's membership from Atlantic Processing Inc. (API). He said the Cooperative now sells milk to API under contract.

As he outlined the year's events, McSparran noted that Federal Order 4 sales have increased in recent months. "Some of the credit must go to our advertising program," he said.

McSparran also outlined the steps that the National Milk Producers Federation (NMPF) took this year in attempting to get "meaningful legislation passed to help correct the supply and demand imbalance" of dairy products.

According to McSparran, also a member of NMPF's executive committee, the Federation has worked toward increasing fluid milk standards and has developed a model for any federal order that plans to include component pricing of milk.

In other business, finance manager Evan L. Fineman reported that Inter-State's 1983 net earnings increased by 13 percent over 1982. Fineman attributed the growth to increased sales, reduced operating expenses and lower interest expenses. Increased Class I sales boosted marketing service income, he added.

Income generated by the Cooperative's capital retain program helped reduce interest expenses by \$250,000, Fineman said. In addition, Inter-State allocated \$110,517 in investment tax credit to members for calendar 1982. He said the credit for 1983 is \$108,146 and will be included in each member's IRS Form 1099 which will be mailed in January 1984.

Fineman also noted that the record margin of \$993,722 was reached without any deductions from excess milk. All costs associated with marketing surplus milk were absorbed by Inter-State.

Inter-State marketed 2.51 billion pounds of milk for 3,200 Middle Atlantic dairy farmers in fiscal 1983.



Robert B. McSparran

Milk Cooperative, Mt. Holly Springs, calling it "the profit center of the future." Without member commitment, he said, expansion of the wholly-owned subsidiary would not have been possible.

McSparran told the 500 delegates, alternates and guests that Holly's expansion would result in the plant becoming less dependent upon government sales.

In a separate report, Holly Milk Cooperative general manager Roderick McLeod said the plant achieved its primary purpose of being a reliable balancing plant for the Inter-State system.

"Since January 1983, through improved operations, yields, quality and reliability and through reduced operating expenses, Holly was brought into the 'black,'" he said.

In reference to quality and yield, McLeod said that profitability increased although gross expenses increased. On a per hundredweight processed basis, operating costs decreased 20 cents per hundredweight.

Moreover, profitability increased while reducing the load on the plant's wastewater treatment plant. The treatment plant operated within permit limits this calendar year, he said.

Also, Holly is installing additional equipment to package butter in one-pound cartons for Land O' Lakes, McLeod said. A new evaporator, approved during the Cooperative's 1982 meeting, is

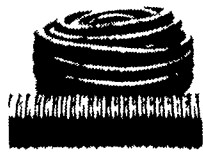
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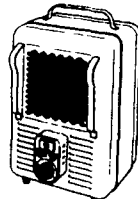
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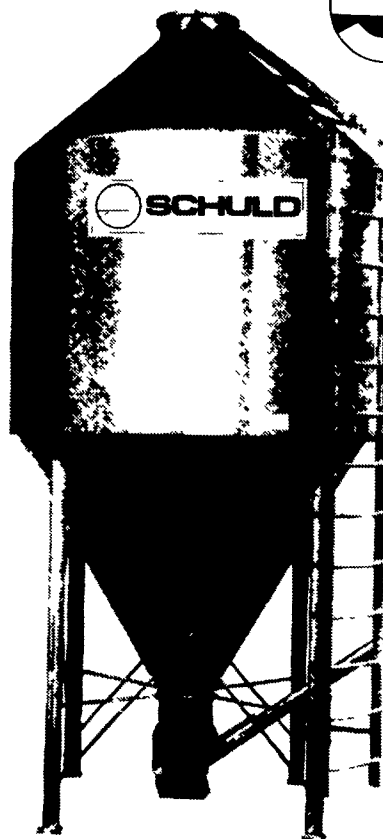
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