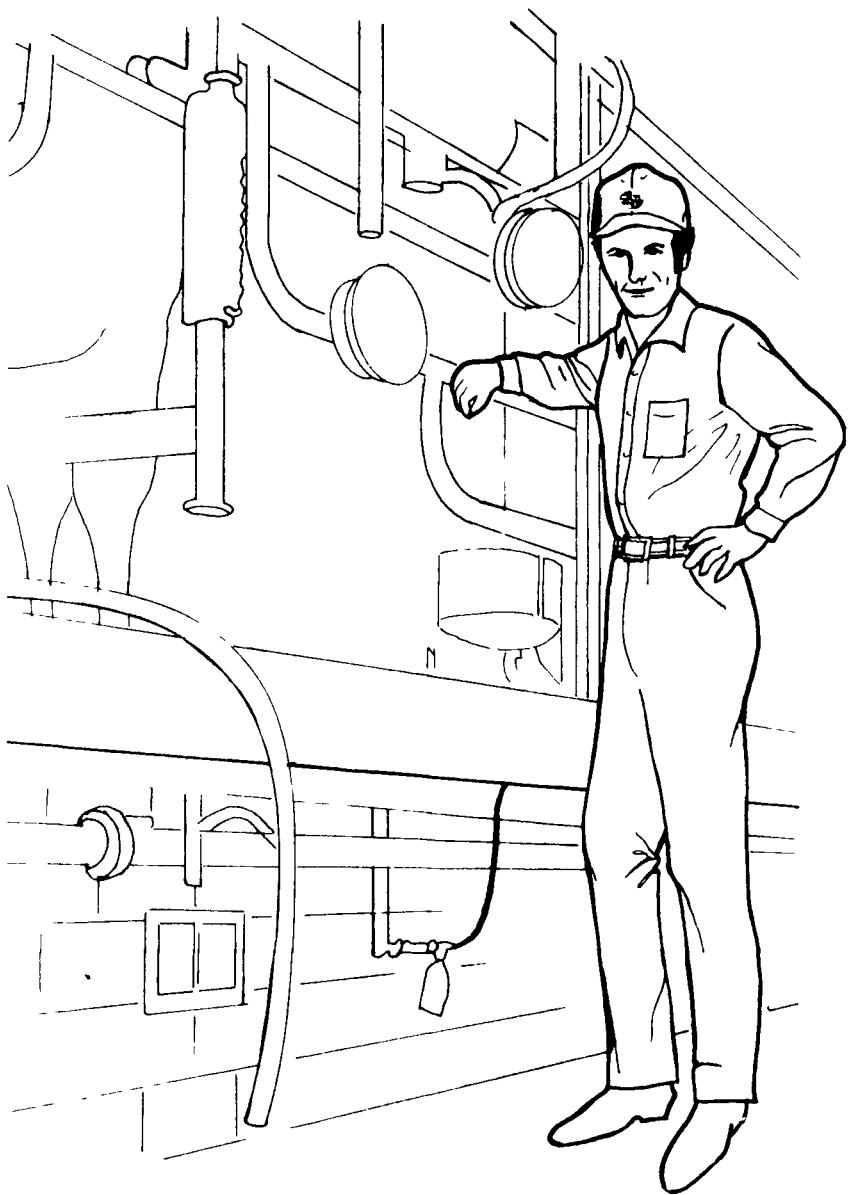


Dairymen formed Inter-State because they wanted market security.

Sixty-seven years later, they still have it.



Security in an unstable market. A far-fetched hope? Not for Inter-State Milk Producers' Cooperative members.

The times haven't changed that much. Since Inter-State was founded in 1917, dairy farmers have worried about guaranteed markets and price. Their concerns are the same in 1984.

This six-state, 3200-member regional dairy cooperative marketed 2.51 billion pounds of milk in 1983. All without a member having to wonder if the milk truck would arrive. That's security . . . and good planning.

Dwindling Markets

With the number of handlers shrinking, Inter-State members don't worry about missed milk checks or struggle for a market. The cooperative takes *all* quality milk produced by members and pays a quality premium as well. And should a handler default, Inter-State still pays its members. No missed milk check.

Response to Changes

Although problems haven't changed, Inter-State has. A dynamic organization, Inter-State has progressed from an agent for members to a full-service cooperative. The addition of balancing plant and laboratory enables Inter-State to better serve members.

Effective Leadership

Continuity in leadership has helped Inter-State maintain a posture of stability and innovation. The vision of those leaders made Inter-State a charter member of the National Milk Producers Federation. Today, Inter-State still helps develop national dairy policy, both in the Federation and on Capitol Hill.

Best for All Dairymen

Cooperatives must adapt to change. Inter-State has been guided by the philosophy to do what is best for all dairy farmers, not a select few. The result? A responsibility to market conditions that provides members with stability . . . and progress.

Interested in learning more about this progressive cooperative? Call us today, 215/322-0200.

INTER-STATE

SECURITY THROUGH PROGRESS

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