

Hand tells District 12 members of Inter-State's stability

BY SALLY BAIR
Staff Correspondent

QUARRYVILLE — Members of Inter-State Milk Producers' Cooperative District 12 were reassured Thursday by General Manager Dr. Paul Hand about the financial health of their cooperative at their annual dinner meeting held at the Hoffman Building.

Hand said that the loss suffered because of the Abbott's dairy situation was the first major loss sustained by the cooperative. He

called it a "serious but manageable problem," able to be handled because of the cooperative's \$12 million in net equity.

Hand said that he heard one member describe the loss as having about the same impact as that of a farmer losing one cow in his herd. Hand said, "That's about the right perspective."

The cooperative has experienced \$1.4 million in profits since August 1, the beginning of their fiscal year, putting them well ahead of

last year, according to Hand. Even the operating losses at the Holly plant have been offset with income realized from the milk pulled away from that plant and sold through spot sales.

Hand called 1985 a tough year for the cooperative and for dairymen. Although membership was down 2½ percent, the increase in production will offset the loss of membership, Hand told the group. He said they are predicting a two percent increase in production for 1985.

December production per member equaled the same as last December's, the first month for that to occur since last February. He said the situation is changing because of the anticipation of the end of the paid diversion program and the good growing season just experienced. Hand said dairymen are getting back to where they were last year. He added that the December price paid by the co-op was the highest in history.

Hand told the group that the national dairy situation has improved, with increased demand and sales. Calling the paid diversion program "quite extraordinary," he said that it eliminated about one half the national surplus in the 15 months of its existence.

Although there have been some efforts to extend the program, Hand said the latest word from Washington is that the administration is strongly opposed to an extension and that the Congressional leaders who supported it have agreed not to push for an extension. Hand said the National Milk Producers Federation, of which Interstate is a member, is working on a program which would be a continuation of



Curtis Akers, director of Inter-State's District 12, right, congratulates Joel Z. Dubble, Quarryville, on receiving his 25 year membership award.

the price support program, but would include input factors from the dairy side, as well as supply and demand. Hand commented that the dairy industry will have a big job, communicating with members of Congress to provide for a viable farm program.

District Director Curtis Akers also assured members that there would be no assessments because of the assumption of the Abbott's obligations. He reported that though Holly was cut back to processing four days a week in the fall, over the 10-day holiday period it processed 25 million pounds of milk. He concluded, "Holly is serving a very needed purpose with the cooperative."

Akers added, "Our aim is to provide a secure market and give the best possible return to members." He cautioned that an "erosion of membership weakens the voice of the cooperative."

County Agent Jay Irwin urged members to support their cooperative and to make their wishes known to management. "That's what makes a strong co-op."

Akers presented a 25 year award to Joel Z. Dubble, Quarryville, and a 50-year family membership award to the Joseph Fisher family, Ronks.

David and Linda Longenecker were introduced as the 1985 Young

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Dr. Paul Hand, general manager, Inter-State Milk Producers' Cooperative, discusses the co-op's financial position with members of District 12.

S PROGRAM



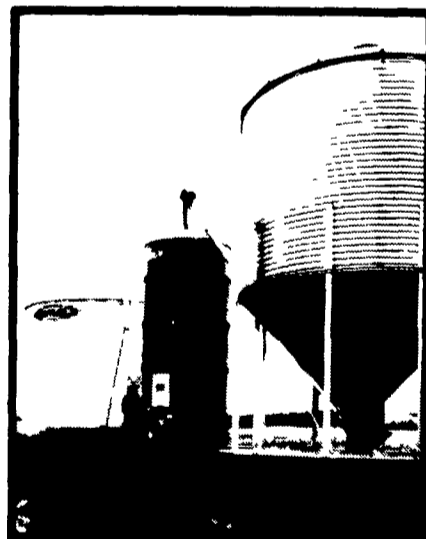
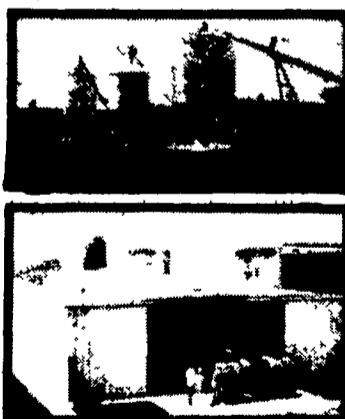
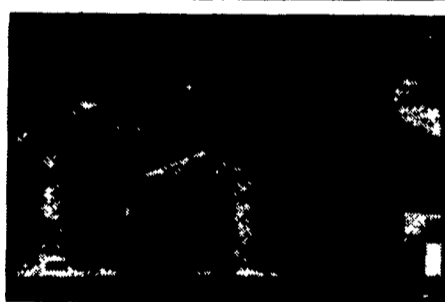
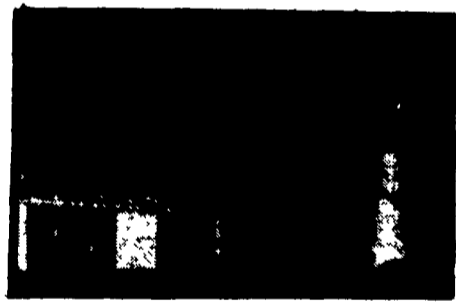
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