

Marketing highlighted at Maryland and Virginia meeting

BY BETSY STITT
Staff Correspondent

CENTERVILLE — Maryland Cooperative Association, Inc. held and Virginia Milk Producers a district meeting recently at the

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Centerville United Methodist Church, Bedford County. The annual meeting brought the area dairy co-op members up to date on the latest developments in the market and on activities of the Association.

James E. Click, main speaker for the evening and secretary-treasurer and general manager of Maryland and Virginia, acknowledged that milk production is up — by 25 percent over last August — but sales aren't matching the increase. He said that, although he didn't want to be pessimistic, the picture is not as bright as it has been.

Sales, of course, are slowly increasing thanks to the dairy promotion program.

Reporting on the farm unity bill, Click noted that Maryland and Virginia is in favor of the unified effort. He said that to get the bill passed in Congress it will take just what the bill says — unity of all farmers.

Click pointed out that the bill must make its way through Congress before October 1.

Another bill which includes whole-herd reductions, which was introduced by Congressman Jeffords of Vermont, has also received attention, he added.

Click predicted that prices between now and July 1986, will stay about the same, between \$12.30 and \$12.70. Maryland and Virginia will still be able to honor its thirteenth milk check this year.

The cooperative's quality premium is being raised from 7 cents to 10 cents per hundredweight.

Reporting on the operations of the cooperative, Click noted that many of the dairy plants are going through personnel changes. The Marva Maid plant is branching out, getting into a little more fluid milk. A new cooler installed at the plant can handle a double capacity of milk.

In questions following the general manager's presentation, several farmers raised questions about using a base-excess plan to control production. Click noted that a base-excess plan could be a solution if all farmers across the nation would unite and push for it, but dairy farmers in the west have not been real warm to this solution.

After several minutes of discussion, a vote was taken and all producers at the meeting favored the base-excess plan.

Click said he would report their vote back to the co-op leaders; p. He said regardless of the situation, Maryland and Virginia would do its best to represent the producer on the market.

Several guests were also present at the meeting, including Bedford County dairy princess Shawnee Yothers; Todd McVey, Allegheny County extension agent; Glenn Soyer, of Maryland and Virginia; young cooperators Doug McCaulley; and Paul Hornbaker, director from Cumberland County.

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