

# Maryland Co-ops Host First Banquet Honoring Cooperative Month

BY GINGER SECRIST MYERS  
Adams Co. Correspondent

NEW MIDWAY, Md. — The first annual "October is Cooperative Month" banquet, sponsored by the Maryland Council of Farmer Cooperatives, was a complete success by any measure. Over 200 people representing the 57 farmer cooperatives statewide, packed the New Midway Firehall for the family-style meal and program.

The Maryland Council of Farmer Cooperatives' President, C. Rodman Myers, Thurmont, noted that while the council has been functioning for a quarter-century, this is a new venture. He explained, "This is a new event and the council sponsored it to try to get more people involved with the council and to raise public awareness of Cooperative Month."

In his introductory remarks, Myers read the official proclamation made by Governor Harry Hughes proclaiming October Maryland's Cooperative Month. Myers and Council Vice-President Leroy Dudrow received the proclamation on behalf of the Council in ceremonies held at the Governor's office earlier this month.

The program for the evening was two-fold. William Kaiser, general manager of Capital Milk Producers, Inc., gave a presentation on the history and scope of operations within the co-op.

Kaiser opened his presentation stating, "The organization of Capital Milk is the most unique, interesting and exciting cooperative in the nation."

He substantiated that claim by noting that Capital markets 80 percent of its volume through its own stores. There are 352 Highs

Stores which carry 3,000 product-line items. Capital, organized as a marketing cooperative, will gross \$218 million on product sales this year, plus an additional \$30 million in gas sales from the 25 percent of the stores that sell gas.

Kaiser said the co-op employees people representing 18 different countries, to add an interesting dimension. The co-op's product line will include 22 million gallons of fluid product this year as well as over 20 million dozen of novelty ice cream products. Capital is the largest novelty ice cream producer on the eastern seaboard.

However, Kaiser noted that while Capital's 145 dairy producers market their products in the most profitable corridor in the country, stretching from Richmond, Va. to Boston, Mass. their success has in fact become a major problem in regards to their equity.

Kaiser explained: "The larger we grow, and we must grow, the more equity we need. Our membership has the highest average membership equity of any co-op in the country. To sustain our growth, we need ever greater sums of equity."

So, with a unanimous vote from its 9-member board of directors, Capital is now engaged in what Kaiser called "an exercise" of meeting with prospective buyers. Kaiser outlined the process stating that a second round of bidding had commenced on September 16. The Board had a closed meeting on October 15 to consider these bids and a general membership meeting will be held October 29 to ratify the Board's actions. Kaiser hopes to have this exercise completed by the end of the co-op's fiscal year, which is November 30,

and not later than December 31.

On the youth education side of the program, Walkersville High School vo-ag students, Greg Stull and Melinda Horner gave presentations on their involvement in the Maryland Institute of Cooperative Education and National Institute of Cooperative Education programs.

M.I.C.E. is a three day intensive education program on cooperative structure and management held annually at Summit Lake Camp near Emmitsburg. Twenty to 40 young people, ranging in age from 16 to 21, make up the session. They are not all farm youngsters though most have some vo-ag or 4-H experience. There is a contingent selected each year from M.I.C.E. to attend N.I.C.E.

During their slide presentation, both Stull and Horner encouraged the co-op members in attendance to nominate more youth from their respective geographical areas to attend the 1987 M.I.C.E.



The first "October is Cooperative Month" Banquet, sponsored by the Maryland Council of Cooperatives was held recently in New Midway, Md. Pictured here are Council President S. Rodman Myers, far right, thanking the event's guest speakers William Kaiser, general manager for Capital Milk Producers Cooperative, center, and Melinda Horner and Greg Stull, far left, participants in M.I.C.E. and the N.I.C.E.

## 62 Head Slated For Nittany Fall Classic

UNIVERSITY PARK — The Nittany Fall Classic, a consignment sale of Holstein dairy cattle, will be held at the Ag Arena on Penn State's University Park Campus, from 11 a.m. to 3 p.m. Friday, Oct. 31.

"The auction will have 62 quality cattle up for bid and nearly one-half of the animals are milking cows," says Kim Kriebel, sales chair. Kriebel is a senior majoring in dairy production at Penn State.

The Nittany Fall Classic is free and open to both buyers and spectators. Co-sponsored by the

Pennsylvania Holstein Association and the Penn State Dairy Science Club, the sale is designed to give students experience in sales and merchandising.

Members of the Dairy Science Club have made most of the arrangements for the sale. In addition to promotions, they have been in charge of registering consignment cattle and will take care of all preparations including washing, clipping and showing the animals for sale. Some members will assist the auctioneer by receiving bids. Last year's sale average was \$1,606 per head.

Penn State's Dairy Science Club, which currently has 90 members, was named number one in the

nation last year. The Nittany Fall Classic was rated one of the top university-sponsored sales in the nation. The club will use its share of sale profits to support club activities and field trips.

The Penn State Dairymen's Club, an alumni group that supports student activities, will join students in offering visitors free coffee, milk, cheese and other snacks during the pre-sale period.

Doors will open Friday, Oct. 31 at 9 a.m. to visitors and buyers can inspect and evaluate the animals. The auction begins at 11 a.m.

The Ag Arena is located at the corner of Park Street Extension and Porter Road near Beaver Stadium. Parking is free.

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