



The Melvin Korn family were honored for 50 years of membership. Representing the family from left, Delores Korn, Melvin Korn, and Annette Knotts.



Young cooperators honored. In the photo from left, (husbands standing, wives seated), Steve and Kelly Wilson, Parkton, Md., outgoing outstanding young cooperators; Steve and Marion Jones, Neelyton, 1st runner up; Timothy and Carol Motley, Chatham, Va., 2nd runner up; Billy and Anne French, Moyertown, Va., 3rd runner up; and Leonard and Bonnie Jo Greek, Delta, outstanding young cooperators.

## Maryland/Virginia

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Hardesty said there had been no busier area this year than the legislative arena. "Dairy compact legislation passed in Virginia and West Virginia, and we're still in there fighting for Maryland, Pennsylvania, and Delaware farmers," he said. The current thinking is that member states should align themselves with the Northeast compact. He said the Clean Water Act presented a challenge to all farmers, and that it will be of vital importance to strike a balance between a clean environment and the ability of farmers to produce food using the technology available to them.

Hardesty shared his formula for a successful future with those attending the meeting. "Combining efficient operations with flexibility in markets," is the best way to approach the upcoming year, he said.

In business news, Hardesty noted that the co-op had added the option of twice monthly milk checks in response to requests from members. He also announced that Robert Shore, assistant general manager, will replace general manager George Walgrove when he retires next year.

Following the president's remarks, George R. Walgrove, Jr., secretary and general manager of the co-op, gave his report. He related the story that during a conversation with a producer's wife recently, he had mentioned the co-op had one of its best years in earnings ever. The woman called him on his comment; she wanted to know how he could say that when the BFP in May, June, and July had been \$10.70, and so many dairy farmers were going out of business. "And I tried to put myself in the shoes of the other person," said Walgrove, "I know that a number of you are tired of trying to make ends meet, and others of you are hanging on by a thread. And I know there's another group that are making it but aren't pleased with the way things are going. But our co-op had a good year," he said, "And I want you to be proud of our co-op."

Mr. Walgrove said a number of factors affected producer pricing in 1997. The nation's milk production for the year averaged out to be 1.5 percent higher than the previous year. (Pennsylvania and Maryland, though, had no appreciable difference from the last year.) Western states in particular produced significantly higher amounts of milk; for example, Washington showed an increase

of 5.9 percent, Idaho 9.7 percent and California 6.8 percent. Most of the excess milk produced goes into cheese, and the cheese price

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