

# Texas, New Mexico Dairy Co-ops To Form Milk Marketing Agency

ARLINGTON, Texas — Four milk marketing cooperatives in Texas and New Mexico signed an agreement on Oct. 31 — to work together to market milk produced by dairy farmers in Texas and New Mexico.

Kansas City-based Dairy Farmers of America (DFA) is joining with Elite Milk Producers of Texas, Select Milk Producers of New Mexico and Zia Milk Producers of New Mexico in a reorganization of the

Texas-New Mexico Milk Marketing Agency (TX-NMMA), a milk-marketing agency that will be responsible for marketing more than 650 million pounds of milk per month produced by members of the four cooperatives.

Representatives of the four cooperatives met in Arlington, Texas, to sign papers making the agency official.

Those present included:  
 • From Dairy Farmers of America: Calvin Buchanan,

chairman of the Southwest Area Council; Charles Beckendorf, vice president on DFA's corporate board; and Alva Carter, secretary of the Southwest Area Council board and a corporate director; Gary Hanman, president and chief executive officer; David Jones, chief operating officer of the Southwest Area Council; and Dale Finch, manager of milk marketing for the Southwest Area.

• From Elite Milk Producers:

Donald DeJong, general manager and board member.

• From Select Milk Producers Inc.: Mike McCloskey, chief executive officer and board member; Brad Bouma, board director; and Tony Bros, president.

• From Zia Milk Producers: Frank Sheckarski, manager and board member.

The stated purpose of the milk marketing agency outlined in the organization documents are:

• To promote dairy farming in the Agency and the marketing of dairy products through cooperation.

• To eliminate speculation and waste in the production and marketing of milk, processed milk and other dairy products.

• To maximize the effectiveness of the processing, production, marketing and distribution of dairy products.

• To stabilize the production and marketing of dairy products and the related costs of such activities.

"This agency combines our marketing function to benefit our customers and the markets we serve," said Donald DeJong.

"The agency will also make our milk hauling operations much more efficient by allowing us to direct milk to the nearest customer whenever possible," added Tony Bos. "Because Texas and New Mexico have become a milk supplier to a broad geographic area, the ability to improve hauling efficiency has

potential to be one of the most beneficial parts of this organization for the dairy farmers and consumers."

Under revised bylaws of the Texas-New Mexico Milk Marketing Agency, all costs of marketing and handling milk will be shared by the organizing cooperatives. The agency will serve as the marketing association for the four-cooperative agency, coordinating the administrative and logistical details of moving milk to customers.

"This is a whole new concept in milk marketing agencies, because all the costs are being shared by the organizing cooperatives," said David Jones. "The potential for cost savings for dairy farmers through this cooperative effort is tremendous. It is a win-win situation for all involved."

Calvin Buchanan, chairman of the Southwest Area Council of DFA, said he is excited about the possibilities the new agency offers dairy farmers. "We've made great progress in bringing dairy farmers together in our own organization and I think this agency is another step in helping dairy farmers realize the benefits of working together."

In a special meeting of the TX-NMMA, the board of directors elected David Jones as chairman, Frank Sheckarski as treasurer and Dale Finch as secretary. Other board members are Donald DeJong and Tony Bos.

## Cooperative Returns Revolving Certificates To Members Two Months Early

RESTON, Va. — Maryland and Virginia Milk Producers Cooperative Association, Inc. distributed \$1.3 million, or seven cents per hundredweight, to dairy farmers who shipped milk to the cooperative in 1990. Mailed on Wednesday, September 30, the distribution represents certificates held in the cooperative's revolving fund since 1991. For the past eight years, this portion of the revolving fund has contributed to maintaining the facilities and buildings owned by the cooperative.

Normally mailed on December 1, the certificates were mailed two months early this year, the second early distribution of funds within a 6-week

period. The first was the 80-percent cash portion of the 1997 divisional earnings totaling \$4.1 million, or 21 cents per hundredweight, mailed 11 days earlier than usual, on Friday, August 21.

"The board of directors was pleased to approve this early distribution to further supplement the excellent milk prices dairy farmers are enjoying this fall," says President Jack Hardesty, a dairy farmer from Berryville, Virginia.

**Historical High Returns**  
 For the past four years, Maryland and Virginia has returned an average of 71 cents/cwt above market prices to producers in cash. This figure includes over-order premiums,

patronage dividends, profits from raw milk sales, and quality premiums.

Maryland and Virginia Milk Producers Cooperative Association, headquartered in Reston, Va., is a milk marketing and processing cooperative which markets milk for about 1150 dairy farmers throughout Pennsylvania, Maryland, Virginia, West Virginia and Delaware. The cooperative includes Marva Maid, a milk processing division in Newport News, Va.; a manufacturing division in Laurel, Md.; and an equipment division in Frederick, Md.



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