

Former RCMA Chief To Head United Dairy Co-op

SYRACUSE, N.Y. — In a move aimed at capturing further growth, United Dairy Cooperative Services Inc. has named Edward D. Anna president of the board of directors. Anna, who brings 30 years of dairy experience to the position, succeeds James G. Patsos, who will assume the role of chief executive officer.

United's board of directors voted Anna to the board and its presidency at a recent meeting. Patsos said Anna was chosen because of

his expertise and success in milk marketing. Patsos cited Anna's accomplishments during his tenure with the Batavia-based Regional Cooperative Marketing Agency Inc. (RCMA).

"Ed Anna is the right person at the right time for United Dairy Cooperative Services. There's no better dairy professional we can have to pursue the aggressive marketing opportunities that challenge us. We're all delighted," Patsos said.

As general manager and CEO of RCMA, Anna implemented a plan that made the agency a highly successful dairy farmers' marketing cooperative. Under Anna's leadership from 1986 to 1989, RCMA paid out more than \$66 million to 22,000 dairy farmers in 21 months.

"I envision great things for United," said Anna. "I've seen them establish the standard in providing members with premiums and patronage dividends. We want

to build on that. I can't wait to roll up by sleeves and get to work."

Thanking the board for this "exciting challenge," Anna called upon the board to accept their own challenge.

"I'll need your help and the help of all the members. But, based on past success, I'm confident and thrilled about United's future."

Anna's other roles have included executive vice president of the Empire Group of H.P. Hood Inc., Cuba, and Empire Cheese Inc., and assistant to the general manager of Upstate Milk Cooperatives Inc. in Leroy.

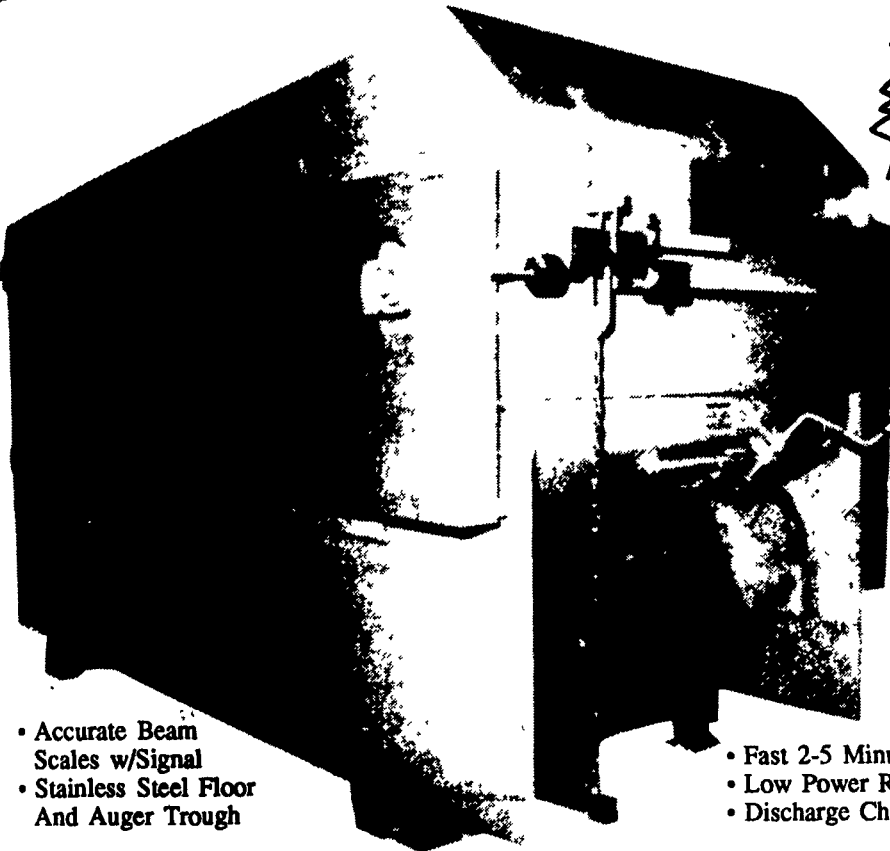
Patsos, who will assume the role of CEO immediately, said United's growth has been strong since its incorporation in 1987.

"Starting as a new organization, we have shown how a bargaining cooperative can best serve its members with the least investment. Our profitability tells our success story," Patsos said.

United has filled a need to provide dairy farmers with an alternative bargaining method.

Based in Syracuse, United Dairy Cooperative Services has members in New York and Pennsylvania. In addition to milk marketing, United Dairy Cooperative Services provides other services to its members and to other cooperatives. Among the services are marketing, accounting, producer payroll, quality control, and computer-based financial planning.

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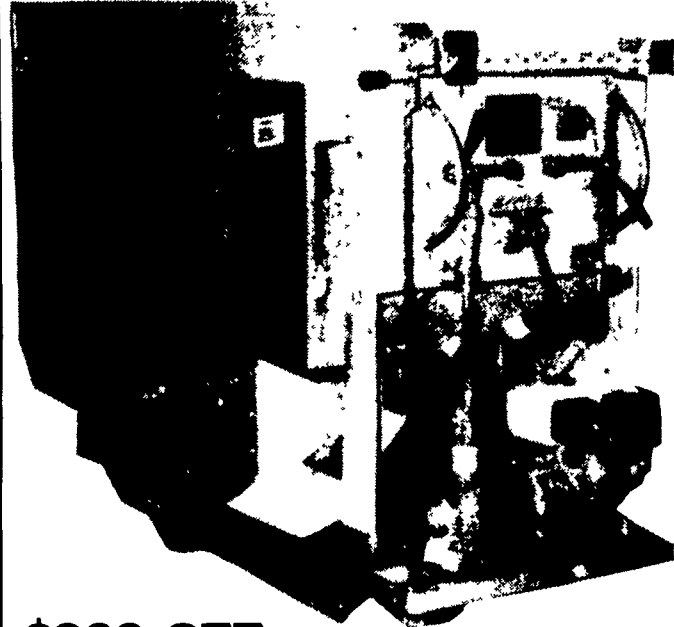
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The ability to pay a dividend is reflective of the strong financial position of Keystone Farm Credit, according to Bernard C. Flory, president and chief executive officer.

"Keystone's strength is due, in part, to our ability to price more competitively, our loan staff's aggressive marketing of our loan

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