

MMI Has Strong Financial Report

STRONGSVILLE, Ohio — A strong financial report for fiscal year 1994 and an announcement of "unification discussions" between Milk Marketing Inc. (MMI) and Eastern Milk Producers Cooperative Association highlighted talks of a changing dairy industry at MMI's 1994 Annual Delegate meeting held recently in Columbus, Ohio.

Merle Koppenhafer, chief financial officer, reported that MMI's financial results for fiscal year ending June 30, 1994 showed a revenue of \$725 million and earnings of \$3.7 million. Both were increases over the 1993 fiscal year.

In the first six months of the fiscal year (beginning July 1, 1994), MMI returned to its 5,600 members nearly \$7 million — \$1.9 million in patronage earnings and \$5.2 million in redeemed equity. Koppenhafer noted that those were monies over and above members' regular milk checks.

In separate addresses to MMI's 250 delegates, Herman Brubaker, chair and president, and Don Schriver, chief executive officer, said the unification talks with Eastern Milk Producers are a direct result of the changes taking place in the political and market arenas.

Those changes revolve around two key factors: a legislative agenda that is not responsive to dairy farmers, milk price supports or the federal order system; and a marketplace driven by inconsistencies in where milk is produced and used, according to an MMI news release.

"We dairy farmers have reached a critical point in our professional lives where we must make some very tough decisions," commented Brubaker. "We are at that exact moment in time that will define how our sons, our daughters and our grandchildren will dairy farm within this region, within this part of the globe. Are we, as dairy farmers, going to continue fighting our neighbors regionally and nationally for markets? It's time to decide."

Brubaker said MMI's conversations with Eastern Milk Producers — a 3,200 member dairy cooperative based in Syracuse, N.Y. —

are driven by those new market realities.

"National milk production continues to escalate, while our region's production continues to hold the line," cited Brubaker.

"This past October, total U.S. milk production rose a whopping 3.4 percent over October of 1993. MMI's market region barely held the line. For the first nine months of this year, our area's milk production declined two percent."

Currently Texas, Washington, California and Idaho hold places in the top 10 dairy producing states, with New Mexico not far behind. To compound the issue, he

said, this milk is produced in an area of little market availability so it's traveling across state lines into other region's markets and eroding the premium base of local farm families. And the trend is happening all across the country.

Schriver said that recent actions with Eastern Milk Producers illustrate MMI's commitment to seek out opportunities that achieve the number one mission — to provide the best markets and services for its members and to be the best supplier to customers.

"We're not in the dairy business, we're in business — it just happens to be dairy," said Schriver.

Farmland Preservation Programs Approved

HARRISBURG (Dauphin Co.) — The state Agricultural Land Preservation Board has approved county farmland preservation programs for Clinton, Lawrence, Mifflin, and Washington counties, enabling them to receive state funding to permanently preserve farmland.

"We welcome these new counties into the state farmland protection program," said state Agriculture Secretary Boyd E. Wolff, who chairs the board. "Thirty-seven of the state's 67 counties now have approved programs to help preserve Pennsylvania's agriculture traditions."

Under the Farmland Protection Program, the state and counties purchase development rights from landowners to guarantee that farms will remain as agricultural land. Easement purchases are approved by the state board.

The State Agricultural Land Preservation Board also approved easement purchases for 17 farms in 11 counties.

The board has approved easement purchases on 60,700 acres of Pennsylvania farmland since it was created in 1988.

In a special ceremony board member and former Chester County state Rep. Sam Morris presented Secretary Wolff with a plaque from the board recognizing Wolff's vision and dedication in pioneering Pennsylvanians farmland preservation program.

Under Wolff's leadership, the

Bureau of Farmland Protection was established within the Department Of Agriculture and grew to second in the nation in the number of acres under protected easements within five years.

The plaque also said Wolff's efforts demonstrate his commitment to preserving Pennsylvania's agricultural resources and a way of life.

Following are the easement purchases approved by the boards

Adams County

— Donald H. Cilento, Franklin and Butler townships, 180 acres, \$200,198.

— Ray And Linda Dutterer, Union Township, 127 acres, \$257,763.

— John J. and Bonnie L. Hess, Mount Pleasant Township, 140 acres, \$229,085. Blair County

— Robert S. and John C. Black, Tyrone Township, 122 acres, \$73,200.

Centre County

— Cecil and June Irvin, Ferguson Township, 141 acres, \$207,151.

Chester County

— C. Wallace MacFarlan, East Brandywine Townships, 50 acres, \$310,939.

Cumberland County

— Richard L. and Sharon E.

er. Accepting that kind of business philosophy, said Schriver, is absolutely central to the survival of producers and their cooperative organizations.

Even though talks are at a preliminary stage, Schriver said foreseeable advantages of a unification would be to enhance business strength, market position and farmer unity.

Both organizations are financially well-positioned. Last year, MMI marketed 4.75 billion pounds of milk and generated revenues of more than \$725 million; Eastern Milk Producers marketed nearly 2 billion pounds of milk

with \$276 million in revenues.

Together, the two dairy farmer-owned cooperatives would be the third largest dairy cooperative in the nation representing nearly 9,000 members in eleven states and marketing a total of 6.7 billion pounds of milk annually.

Milk Marketing Inc. is the nation's 7th largest dairy cooperative and is the 73rd largest U.S. food company. Headquartered in Strongsville, Ohio, MMI is owned by 5,600 dairy farm families in Ohio, Indiana, Pennsylvania, Kentucky, Maryland, Michigan, New York and West Virginia.

Mellinger, West Pennsboro Townships, 94 acres, \$154,536.

Dauphin County

— Elaine M. Phillips, Upper Paxton Township, 89 acres, \$106,449.

Erie County

— Deborah A. Phillips, North East Township, 51 acres, \$120,000.

Franklin County

— Mabel Wenger and Gerald Anthony, Greene Township, 123 acres, \$185,339.

Lancaster County

— Jay H. and Lois Boll, Mount Joy Township, 109 acres, \$145,100.

— Kenneth and Esther Meck, Strasburg Township, 107 acres, \$322,000.

Northumberland County

— James L. Jr. and Louise E. Moore, Turbot and Delaware Townships, 89 acres t \$63,786.

York County

— Jerry L. and Carolyn A. Rutter, Dover Township, 215 acres \$235,320.

— John and Shirley Shearer, North Codorus Township, 293 acres, \$398,989.

— Robert, Carrie, and Michael Stewart, Chanceford and Lower Chanceford Townships, 194 acres, \$219,726.

— Gerald, Thomas, Dale and Maureen Whitcraft, Shrewsbury Township, 195 acres, \$366,262.



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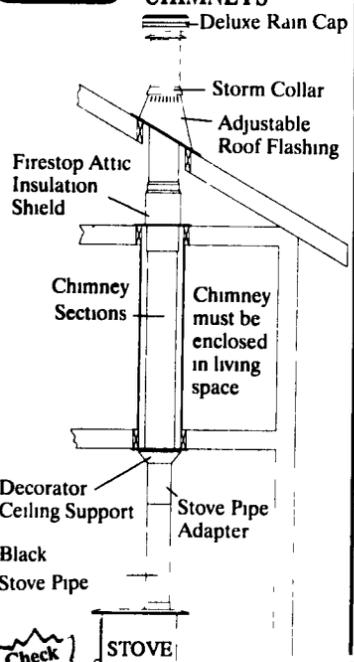
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