

# Eastern Milk, MMI Sign Merger Agreement, Need Delegate

NEW YORK/OHIO — Eastern Milk Producers and Milk Marketing Inc. agreed to final consolidation terms Feb. 15 as their presidents, Lewis Gardner and Herman Brubaker, signed a merger agreement which would create the third largest milk marketing cooperative in the country.

"For the dairy farmers of MMI and Eastern, this is a momentous day," noted Brubaker. "As one group, we will be able to accomplish more together than we could alone."

The agreement, dependent on affirmative votes from both Eastern's and MMI's delegate bodies, was reached after months of negotiations.

"This will be a consolidation designed to enhance the two cooperatives by forming one new, strong organization," said Gard-

ner. "It's an effort to give our members the ability to be a major force in shaping the future of their industry."

Together, Eastern and MMI would market nearly seven billion pounds of milk worth one billion dollars. The two cooperatives make a good fit, say officials, because of their similar marketing philosophies, compatible cooperative structures, and their policies of putting members first. Both Eastern and MMI are known as quality suppliers in their regions and will continue that commitment, both presidents said. The consolidated cooperative would market milk from Kentucky to Vermont and Michigan to Delaware, including the big dairy states of Pennsylvania and New York.

Eastern Milk Producers cur-

rently markets nearly two billion pounds of milk worth 275 million dollars for its 3,700 members in the Northeast. Over a third of that milk goes to its mozzarella plant in Waverly, NY, run by Leprino Foods. The Waverly plant is one of the largest mozzarella manufacturing facilities in the world. Other Eastern operations include its Laboratory Services subsidiary and

Eastern Best, a food and product distribution subsidiary.

Milk Marketing Inc. markets and processes nearly five billion pounds of member milk worth 725 million dollars for its 5,700 producers. In addition to marketing milk, MMI owns Farmers Dairy Foods, a manufacturing subsidiary

that processes many different dairy products. In addition to its own processing facilities, MMI maintains a business affiliation with DMV USA, a part of Campina Melkunie, the Dutch dairy cooperative, and with West Agro, makers of cleaners and sanitizers for farm and industrial plant use.



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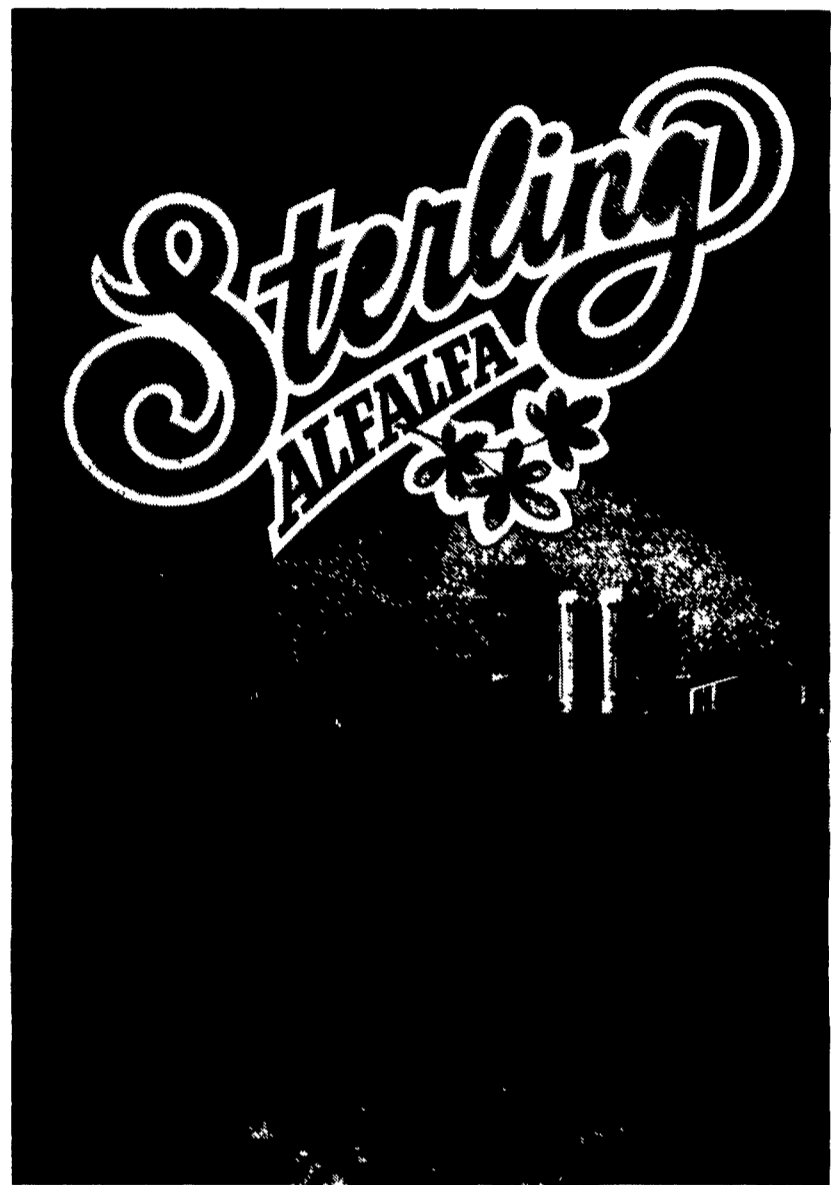


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