

Land O'Lakes Reports Good Year

SOUTHAMPTON (Bucks Co.) — Land O'Lakes recorded its third best year in history, with Dairy Foods sales of \$2.2 billion and earnings of \$30.2 million, it was reported to members attending a series of Dairy Foods Unit meetings in the Mid-Atlantic region.

Sales were up 29 percent over the previous fiscal year, due in part to Land O'Lakes 1997 merger with Atlantic Dairy Cooperative. The earnings, up 8 percent, represent a 26-cent per hundredweight allocation to members. In 1997, Land O'Lakes returned \$9.1 million in cash patronage and equity involvement to its Dairy Foods members.

During the meetings, members were updated on a potential merger with Dairyman's Cooperative Creamery Association (DCCA) of Tulare, Calif. DCCA is a premier manufacturer of butter, cheese, nonfat dry milk and whey. The cooperative's 240 members produce 4 billion pounds of milk annually.

A merger with DCCA would enhance Land O'Lakes national supply plan and would allow the cooperative to expand its international marketing. A merger also would complement Land O'Lakes West Coast marketing, of which Land O'Lakes has the number one market share in natural cheese in southern California, members were told.

In addition to the business reports, elections were held for

several leadership positions. Elected as unit delegates in each of the Mid-Atlantic's 23 Dairy Foods Units (DFU) were: James W. Hallowell, Ottsville, DFU1; David Cadwallader, Salem, N.J., DFU2; Scott Kreider, Quarryville, DFU3; Jeffrey Moore, Centreville, Md., DFU4; and Nelson Haebecker, Lancaster, DFU5.

Also, Walter C. Martin, New Holland, DFU6; Dale Hershey, Elm DFU7; David Bitler, Fleetwood, DFU 8; Ernest Gelsinger, Robesonia, DFU9; James A. Stonesifer, Union Bridge, Md., DFU10; Elvin M. Rohrer Jr., Cochranville, DFU11; P. Robert Wenger, Quarryville, DFU12; Loren Yoder, Belleville, DFU13; Allen Wehr, Mifflinburg, DFU14; and Stanley C. Meyers, Greencastle, DFU15.

Also Ralph McGregor, East Berlin, DFU16; G. Allen Rowe, Williamsport, Md., DFU17; D. Ray Geissinger, Mifflintown, DFU18; Donald Bergey, Millville, DFU19; Donald Brumbaugh, Curryville DFU20; Thomas Wakefield, Bedford, DFU21;

James Sonnema, Gillet, DFU22; and Levi Ransom, Nicholson, DFU23.

Unit delegates represent local dairy farmer members at Land O'Lakes annual meeting and Joint Directors meeting, among others. Terms are for one year, with no term limits.

One hundred forty-seven members also were elected as area delegates. Area delegates represent members at the June leadership meeting and the fall regional meeting. Terms are for one year, and members are eligible to serve up to three consecutive, one-year terms.

In other business, a total of 80, 25-year membership awards were presented, along with 14, 50-year membership awards.

Approximately 290 quality premium awards were presented to members who qualified for Land O'Lakes quality milk bonus for 12 consecutive months between August 1996 and December 1997.

Maryland Adopts P-Based Nutrient Management

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health of Maryland citizens and the Chesapeake Bay, while establishing both short- and long-term strategies for fighting toxic Pfiesteria in the state's waterways."

According to several sources, Gov. Glendening had threatened the Legislature by insisting they pass the phosphorus-based nutrient management legislation or face being called back this fall, should there be another outbreak of Pfiesteria, for an emergency session to pass the nutrient management

legislation.

With the governor and all Legislative positions open for elections this fall, an outbreak of Pfiesteria could create political havoc.

What the passage of the act means for Pennsylvania farmers and others who farm along the border of the states is not known.

Currently Pennsylvania and Maryland hold reciprocity agreements for nutrient management. What effect the new law would have on those agreements remains to be seen.

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