

## Lancaster Farmland Trust At Land Conservation Conference

MADISON, Wis. — Just as the issue of sprawl and the unremitting loss of open space are grabbing the public's attention, Tom Stouffer, Karen Weiss, and Heidi Lundy of Lancaster Farmland Trust joined more than 1,000 officials, landowners, and volunteers from hundreds of land trusts at the 1998 National Land Trust Rally, the nation's largest gathering devoted to land conservation.

The conference was held Oct. 17-20 in Madison, Wis. Stouffer is executive director of Lancaster Farmland Trust, Weiss is director of land preservation, and Lundy is a preservation specialist.

"The Rally is always instructive and inspirational," said Weiss. "But this year, it was especially important because the Land Trust Alliance, which sponsors the Rally, just released new information about substantial gains made by local and regional land trusts during the past decade."

The Land Trust Alliance (LTA), the national organization working to strengthen the land

conservation movement and land trusts across the country, released Oct. 1 its Land Trust Census, showing that local and regional land trusts conserved more than 4.7 million acres, a 135 percent increase over acreage protected as of 1988. The Census also reported that the number of land trusts has grown to 1,213, a 63 percent increase over the 7653 land trusts operating in 1988.

The Census shows that in Pennsylvania, 75 land trusts have protected more than 59,000 acres—nearly a tenth of that the agricultural land (86 farms) preserved by Lancaster Farmland Trust.

Stouffer, Weiss and Lundy attended a number of workshops and field trips during the Rally, and Stouffer presented a session entitled "Saving Farms and Farmers, Not Just Farmland." The key element of the session was Stouffer's focus on the need for continuing benefits to owners of preserved farms—benefits should eventually help reduce up-front easement costs.

## Hatfield To Require Level III Certification

HATFIELD (Montgomery Co.) — Hatfield Quality Meats has announced that, effective July 1, 1999, all producers marketing hogs to the company are required to have Pork Quality Assurance (PQA) Level III certification.

In March this year, National Pork Producers Council (NPPC) delegates passed a resolution to encourage packers across the U.S. to require PQA Level III certification for all producers by Jan. 1, 2000.

Hatfield supports the program and has encouraged producers to become PQA Level III Certified. In fact, according to a company news release of Oct. 5, many of the producers marketing hogs to the

company have done so. Two-thirds of the hogs marketed at Hatfield are marketed by Level III producers.

The company noted that Level III certification is not difficult to achieve. Producers must complete an educational program and have a verifier confirm their understanding of the outlined good production practices.

Hatfield plans to sponsor several meetings throughout the company's local buying area to help producers become Level III certified.

If you are not already Level III, or if your certification is due to expire, according to Hatfield, you will receive an invitation to attend one of these meetings.

## Dairyalea Reviews Year

SYRACUSE, N.Y. — Dairyalea Cooperative Inc. posted a strong financial and operational performance in fiscal year 1998, according to Clyde E. Rutherford, the cooperative's president at their annual meeting in Liverpool, N.Y.

During his presentation to members and industry leaders, Rutherford noted that despite the hectic pace change within the dairy industry, the cooperative remains focused on maximizing net returns at the farm and committed to improving the quality of life for all of its members by being financially sound, paying members a highly competitive price for their milk, providing programs and services that have a positive impact on members' bottom line, and being an advocate for farmers on legislative matters.

Profits for the cooperative totaled \$1.4 million, with premiums paid to members totaling \$23 million. Dairyalea marketed 10 percent more milk than last year — totaling almost five billion pounds. The cooperative's milk sales increased to approximately \$723 million.

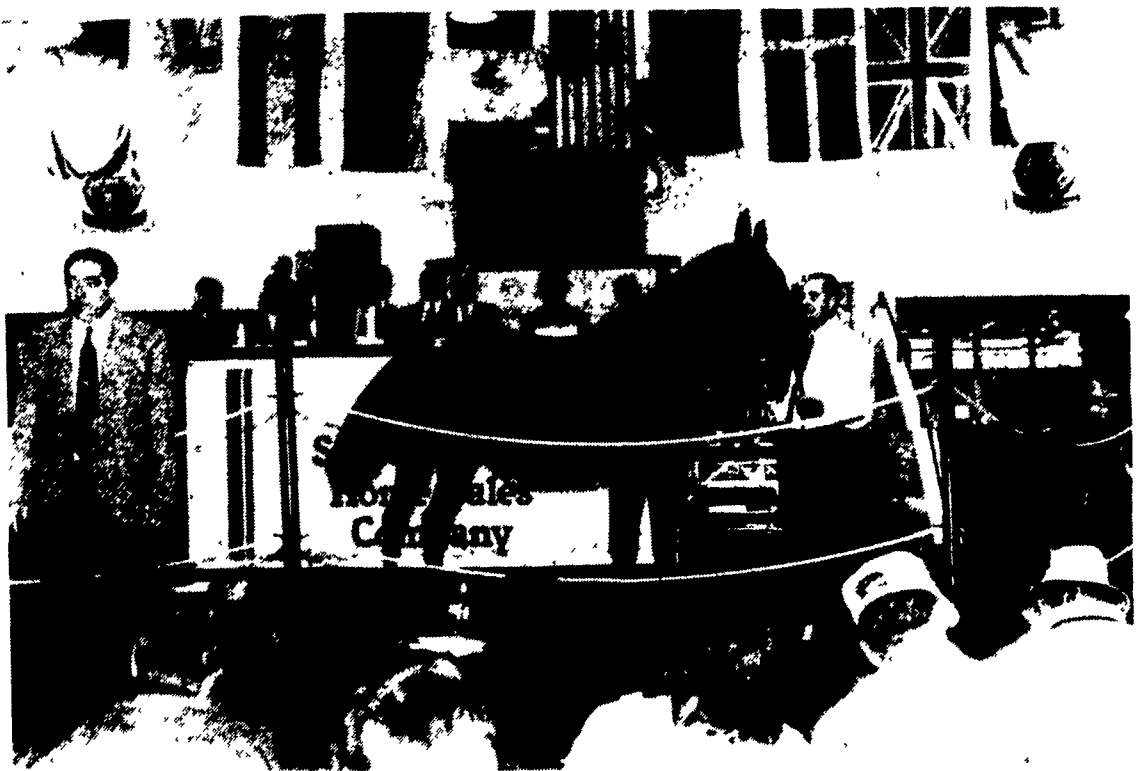
Rutherford reported that most of the cooperative's existing programs and services for members were upgraded, expanded and enhanced in 1998.

Fixed forward price contracting, bulk buying and leasing programs all saw an increase in member activity.

Additionally, Rutherford reported, Dairyalea's insurance subsidiary, Agri-Service Agencies (ASA), continued its pattern of growth and now insures more than 25,000 farmers and agribusiness owners nationally. He pointed out that ASA is a recognized leader in providing cost-saving workers' compensation coverage. At the same time, ASA continues to expand its product line, and now offers long term care insurance that covers the cost of nursing home and other long-term care services.

According to Rutherford, Dairy One — Dairyalea's information technology venture with Northeast DHIA — expanded and improved laboratory testing, information reporting and support services. Similarly, he reported that Dairyalea's livestock marketing subsidiary — Empire Livestock Marketing Inc. — experienced heightened activity and business volume, while posting solid profits.

Dairyalea Cooperative is a Syracuse-based agricultural service organization, cooperatively owned by more than 2,800 farmers throughout the Northeast.

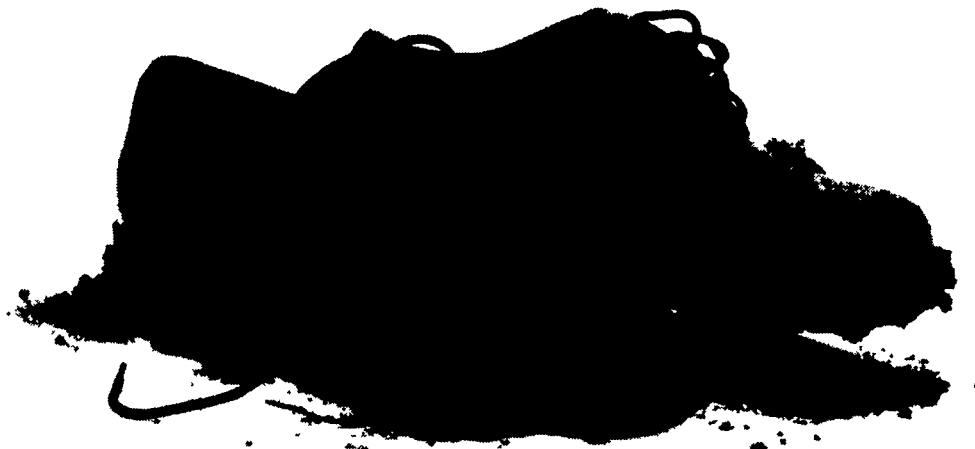


## \$760,000 For This Standardbred Mare

Continental Victory is led around the auction ring in the Small Arena of the Pennsylvania Farm Show Complex in Harrisburg, as auctioneers with Vernon Martin and Associates seek any additional interest in the horse, as the \$760,000 price is posted on the digital display above the horse and auctioneers. The display also indicates the sales catalog number and the fact that the mare is in foal. The 60th anniversary Harrisburg auction of the Standardbred Horse Sales Company, sponsored by Hanover Shoe Farms in York County, saw one of the best breeding mares ever offered sell for \$760,000, the second-highest price paid for a Standardbred at auction, according to the breed registry organization, U.S. Trotters Association.

**MILK**  
**AMERICA'S HEALTH KICK**

Out standing  
in your field.



The Agri-specialists from Farmers First aren't a bunch of deskbound bankers waiting around for the phone to ring. We get involved with you. Right where you live and work. We lend the money farmers need to keep growing.

And, we can help your business in a lot of other ways, too.

We talk the talk. And we walk the walk.  
(wherever that might lead us)

The Agri-specialists

**FARMERS  
FIRST BANK**

A SUSQUEHANNA BANC

Member FDIC



ANDY TERRELL  
(717) 626-4735  
EXT. 264



JAY HERSHEY  
(717) 768-8256