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Kraft Foods Honors Dairylea Cooperative

NORTHFIELD, Ill. — Kraft Foods Inc. has announced that Dairylea Cooperative, Syracuse, N.Y. has been selected as a winner of the Kraft Foods Rick Stuedemann Award for supplier excellence.

Dairylea Cooperative Inc. is an agricultural service organization, cooperatively owned by 2,700 dairy farmers located throughout the Northeast. It markets more than 5 billion pounds of milk annually and is part of a milk-marketing network stretching from Maine to Maryland to Ohio.

Additionally, through its subsidiary, Agri-Services, LLC, it

provides a wide array of insurance, financial, investment, purchasing and risk management services for farmers.

Dairylea supplies milk to Kraft's plants in northern New York.

"Dairylea kept the milk flowing to our plants throughout a very tough year," said Larry Gundrum, senior vice president of operations for Kraft. "Early in the year there was a devastating ice storm in New England and upstate New York. In the second half of the year, milk supplies were exceptionally tight. In service to Kraft, they are a clear winner."

Kraft established this annual award to recognize suppliers who share in the company's commitment to superior quality. Recipients are chosen based on criteria including continuous improvement efforts, innovation, use of technology and cost efficiency and effectiveness exhibited over the prior year.

To be considered, suppliers must have worked with Kraft's North American operations for at least one year. The award is dedicated to the memory of Rick Stuedemann, former Kraft vice president of purchasing.

Other 1998 winners include American National Can Company (cereal box liners and flexible packaging); SKW Biosystems (fruit preparations); Dean Foods (non-dairy coffee creamer); Geneva Lakes Cold Storage (third-party logistics services); The Keebler Company (baked goods); Triple Crown Services (transportation services); and Marathon Cheese Corporation (cheese).

The award, called "The Spiral," was created by Chicago artist Jeph Bilsky. It is comprised of a series of 10-inch beveled emerald glass panels rotated on an axis to form a circle. Each panel builds on the next, depending on it for support and strength.

"The award visually represents the relationship Kraft has with its suppliers and how we view their role in our success," said Gundrum.

Kraft Foods, the multinational food business of Philip Morris Companies Inc., purchases over \$10 billion worth of materials and services annually from more than 1,000 suppliers throughout the United States and Canada.

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