

H E A D L I N E S

Company News

- **Annual Meeting Official Notice.** Members are invited to the 89th Annual Meeting of Land O'Lakes, Inc. on Wednesday, Feb. 24, 2010. The meeting will take place at the Hilton Minneapolis, 1001 Marquette Ave., Minneapolis, Minn. Registration will begin at 7 a.m. The Business Meeting will begin at 2:45 p.m., when delegates will be voting on the 2010 Policies and Resolutions and the election of seven directors to the Corporate Board. For more information, call 1-800-328-9680, ext. 2963 or log onto www.annualmeeting.landolakes.com to register and make hotel reservations using invitation code **member2010**.

- **Seehusen, Pierson to Retire. Other organizational changes.** Land O'Lakes has announced the retirement of two long-time executives—Dave Seehusen, Executive Vice President, Ag Business Development, and Alan Pierson, Executive Vice President and Chief Operating Officer, Dairy Foods Industrial.

After 41 years of service, Dave Seehusen will retire March 5. Alan Pierson has more than 30 years experience in the dairy and food/packaged goods industry and will retire mid-2010.

Fernando Palacios will become EVP, Operations and Supply Chain. Replacing Fernando in the leadership role in Feed will be Dave Hoogmoed who will be promoted to EVP and COO, Land O'Lakes Purina Feed. As Alan moves toward retirement, Jerry Kaminski will be promoted to EVP, COO, Industrial Foods. As a result of the creation of a new Dairy Foods Industrial group, Steve Dunphy, will become EVP and COO, Retail Foods and take on the leadership of our Moark egg business. To bring greater ongoing leadership to our evolving strategic focus on Total Margin Management, Barry Wolfish, SVP, Corporate Marketing and Communications, will take on that additional responsibility.

- **Land O'Lakes Cows For Africa Program: Families Selected, Prepare for New Cow, New Life.** The "Cows for Africa" program allows colleges and universities to create a better quality of life through the donation of a dairy cow to families in Africa. Land O'Lakes Dairy Solutions provides a donation toward the purchase of a cow on behalf of each participating college for every pound of foodservice item purchased. Just one truckload, or 40,000 pounds of Land O'Lakes Foodservice items, can buy one cow. Each cow will provide enough sustainable income for the family to send their children to school, get healthcare, and meet their basic needs. To read the full story go to the www.landolakesinc.com news section.

- **Help bring Roundup Ready Alfalfa back! Public comment period still open.** An Environmental Impact Statement, written by the USDA, was published in December, triggering the beginning of the **public comment period which has been extended until Mar. 3**. Please register on the RRA Web site www.roundupreadyalfalfa.com to receive ongoing information about the status of RRA or go directly to the USDA's comment Web site by clicking here:

<http://www.regulations.gov/search/Regs/home.html#submitComment?R=0900006480a6b7a1>

Land O'Lakes encourages stakeholders to submit a comment during the public comment period. It is critical that all key stakeholders participate in generating and facilitating written comments to USDA in support of deregulation. The outcome of this RRA EIS will set a precedence for how future traits are handled and is important to all growers that want access to technology.

- **Employee Safety Team Wins President's Award.** Land O'Lakes announced its 2009 President's Award winner, the cross-business Employee Safety Team at the Management Staff Meeting in Minneapolis.

The Employee Safety Team includes: Vic Hammer, director of Environment, Health and Safety; Chuck Kendall, manager of Corporate Health and Safety; Kip Landwehr, manager of EH&S, WinField Solutions; Paul Luther, manager of EH&S Feed Division; Jim Anderson, director of Operations, Dairy Foods; Stu Giffin, director of Feed Operations; Jay Stoupe, director of Manufacturing, WinField Solutions; and Joe Stackhouse, director of Supply Chain/Operations, WinField Solutions.

A number of specific actions and activities were cited as examples of the team's efforts, including:

- The implementation of Annual Safety Plans at all locations;
- Supervisory Safety Walks;
- Implementation of safety incentive programs;
- Dedicated Employee Safety Committees;
- Peer-to-Peer Safety Observations; and
- Effective safety training efforts.

DAIRY

- **LAND O LAKES Butter Sculpture Marks 20th Year at Penn Farm Show.** A sculpture made from nearly 1,000 pounds of LAND O LAKES® Butter that pays tribute to dairy farm families was unveiled Jan. 7, at the Pennsylvania Farm Show. The sculpture depicts a dairy cow, as well as a dairy farmer pouring a glass of milk at the breakfast table with his family members. Sponsored by the Mid-Atlantic Dairy Association and the Pennsylvania Dairy Promotion Program, the sculpture was crafted from butter donated by Land O'Lakes Carlisle, Pa., butter plant. Pennsylvania is home to more than 7,100 dairy farmers and 537,000 dairy cows. Dairy-related businesses contribute \$7 billion annually to the state's economy, spending about 85 percent of their income locally, and providing more than 40,000 jobs.

Ag

- **The number of Answer Plots® in 2010 increased to 150 nationwide.** The first one is being planted in Texas this month. Expanding internationally, there will also be six Answer Plots in Canada and three in Kenya. Go to www.answerplot.com for a map and schedule of Answer Plot® Knowledge Events near you!
- **Land O'Lakes Celebrates 60 Years of Calf Research.** This year marks the 60th anniversary of research into calf nutrition by the Land O'Lakes Animal Milk Products Company. Since the initial studies which led to the creation of the first calf milk replacer, Land O'Lakes Animal Milk Products has continually developed ground-breaking technologies that have improved the lives of calves, goat kids, foals, and lambs on farms across the country.

Calf research has been the foundation for the work done by Land O'Lakes Animal Milk Products Company. In 1949, research staff at Land O'Lakes set out to create a nutritious milk replacer for calves that could improve growth rates while increasing overall returns to dairy farm owners by allowing them to sell more of their milk. Sixty years later, staff with Land O'Lakes Animal Milk Products Company continues to research and find ways to do what's best for the calf and the dairy

farmers who make their daily living with them. Since 1949, nearly 60,000 calves have been involved in research studies into calf nutrition and performance. These studies were first conducted at a research facility located in Anoka, Minn. From 1966 to 1973, the research facility was located at Hampton, Minn., before moving to its modern-day location in Fort Dodge, Iowa. Some of the landmark achievements of this research include:

- 1951 – Development of the first calf milk replacer
- 1971 – Development of the first lamb milk replacer
- 1983 – Introduction of milk replacer with Glymaxene® ingredient, the first combination protein milk replacer that equaled all-milk performance in calves
- 1984 – Introduction of the first goat kid milk replacer
- 1990 – Development of the first foal milk replacer equivalent to mare's milk
- 1995 – Introduction of Architect® Formulation System, which reduced scour days, increased calf gain and improved calf starter intake
- 2001 – Launch of Cow's Match® Calf Growth Formula, introducing the full potential (intensified) plane of nutrition

Dairy Foods March Unit Meeting Schedule

Dairy producers should plan to attend their Unit Meeting to hear first-hand how your cooperative is doing and to participate in your governance system.

<u>Region-Unit</u>	<u>Date</u>	<u>Time</u>	<u>Location</u>	<u>City, State</u>
51-1	March 18	10:15 am	Mountain View Restaurant	Clifford, PA
51-2	March 17	10:15 am	Troy Vets Club	Troy, PA
51-3, 51-4	March 22	10:15 am	Country Cupboard	Lewisburg, PA
51-5	March 16	10:15 am	Country Village	Allensville, PA
51-5, 51-6	March 23	10:15 am	Hoss's Steak & Seafood	Duncansville, Pa
51-7	March 16	6:45 pm	Walker Grange	Mexico, PA
52-1	March 22	10:15 am	Penn Alps, Inc.	Grantsville, MD
52-1	March 23	6:45 pm	Breezewood Fire Company	Breezewood, PA
52-2, 52-4	March 19	10:15 am	Western Sizzlin' Steakhouse	Hagerstown, MD
52-3, 52-4	March 19	6:45 pm	Williamson Community Center	Williamson, PA
52-5	March 15	10:15 am	Centerville Lutheran Church	Newville, PA
52-5	March 15	6:45 pm	Hoss's Steak & Seafood	York, PA
52-6, 52-7, 53-8, 53-9	March 16	10:15 am	Hoffman Building	Quarryville, PA
52-7	March 16	6:45 pm	Felton Fire Hall	Felton, DE
53-1, 53-2	March 18	10:15 am	Lancaster Farm & Home Center	Lancaster, PA
53-3, 53-4, 53-5, 53-6	March 17	10:15 am	Yoder's Restaurant	New Holland, PA
53-5	March 15	10:15 am	Tulpehocken UCC Church	Millardsville, PA
53-7	March 17	6:45 pm	The Rushes Restaurant	Woodstown, NJ
65-1	March 24	10:45 am	Trucker's Inn/Pine Cone Restaurant	Faribault, MN
65-10	March 09	10:45 am	Ramada Inn	Mitchell, SD
65-2, 65-3	March 26	10:45 am	Clarion Inn	Rochester, MN
65-4	March 25	7:00 pm	Riverport Inn & Suites	Winona, MN
65-5	March 25	10:45 am	Good Times Restaurant	Caledonia, MN
65-6, 65-11	March 11	10:45 am	Watertown Event Center/Ramkota Inn	Watertown, SD
65-7, 65-8	March 8	10:45 am	Royal River Casino	Flandreau, SD
65-9	March 10	10:45 am	Community Center	Hull, IA
66-1	March 10	10:45 am	Twin Corners	Badger, MN
66-11	March 16	10:45 am	Kelly Inn Minerva's Bismarck	Bismarck, ND
66-3	March 11	10:45 am	McIntosh Community Center	McIntosh, MN
66-5	March 17	10:45 am	Pine Cove Inn	Wadena, MN
66-6	March 8	10:45 am	American Legion	Melrose, MN
66-7	March 9	10:45 am	Holiday Inn	Alexandria, MN
66-8	March 18	10:45 am	Hub Supper Club	Burtrum, MN
66-9	March 19	10:45 am	Henry's Catering & Banquet Center	Foley, MN
68-10, 68-11, 68-12	March 25	10:45 am	Millhome Supper Club	Kiel, WI
68-2	March 19	10:45 am	Holiday Inn - Craig Road	Eau Claire, WI
68-3, 68-4	March 18	10:45 am	Loyal American Legion	Loyal, WI
68-5, 68-6, 68-7, 68-8, 68-9	March 26	10:45 am	Rock Garden Supper Club	Green Bay, WI
80-1	March 30	11:30 am	Event Center at Rolling Hills Casino	Corning, CA
80-2, 80-3, 80-4, 80-5	March 31	8:45 am	Heritage Complex	Tulare, CA
80-7	March 29	5:30 pm	Royal Cut Restaurant	Ontario, CA