

## Required Notice Language to Terminate Dealer-Producer Contracts, July 2 Hearing

Thank you for giving me the opportunity to speak to you today. My name is Abbey Campbell. I am President of Progressive Dairywomen's Cooperative and Vice-President of United Ag Services. I also own a dairy farm in Bradford County with my husband. I was the lead on the team who worked to get home for nine farms from Lancaster County let go by Dean/Swiss. These particular farms were given 90 days' notice and that was almost not enough time.

I met the farmers for the first time on March 16<sup>th</sup>, 2018 at a farm in Manheim. The farmers were still very much in shock at this point of being let go. That day I spent about 4 hours meeting with the group of farmers. There were many days of phone calls and emails after that. April 12<sup>th</sup> I made a 2<sup>nd</sup> trip to Lancaster county to sign contracts. That gave me approximately 6 weeks to make everything work that needed to be in place for them to start shipping with our coop. This seems like a lot of time, however things were not finalized until the day before their first pickup.

The reason I relay this story is that 90 days seems like a lot of time, however with the dairy industry as it is now, this is tight timeframe to work in. Arranging trucking and testing soon became one of the hardest things I have done. I can only imagine what it would have been if they had only 28 day notice.

These farmers need time to find a cooperative/processor for their milk, arrange trucking, testing, inspections, and many other small things that go into the logistics of shipping milk. The dairy industry as it stands now in Pennsylvania is an extremely volatile environment. The farmers left go have very few options. They absolutely need the most time possible to figure out what they want and/or need to do.

The changes you are proposing are a good start but a lot more needs to be done to protect Pennsylvania farmers.

One other change that I can suggest is that independent producers have some type of contract with their processor. As a cooperative member, we have a contract that protects both the producer and the cooperative. There needs to be some contract with clearly written language between independent farms and their processor. I suggest absolutely no less than 90 day notice from either side, barring an unforeseen circumstances. This will be a significant step to protect independent farms in the future.