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## **Land O'Lakes, Inc. Announces Alliance with Nestle Dairy Farming Institute in China**

ARDEN HILLS, Minn., Oct. 15, 2014 -- Land O'Lakes, Inc. announced it is working with Nestle to provide feed and forage training, nutrition services and laboratory services at Nestle Dairy Farming Institute (DFI), a dairy training center located in Shuangcheng, Harbin City, Heilongjiang Province, China.

"We are pleased to partner with Nestle, one of our largest customers, to deliver value to China's dairy and forage crop producers," said Chris Policinski, president and CEO of Land O'Lakes, Inc. "This expansion of our relationship with Nestle will showcase our feed and forage capabilities and how they can contribute to this important, growing market in China. This is a very real embodiment of our company's aspiration to help produce more food in an increasingly sustainable manner to feed a hungry planet."

Land O'Lakes will provide agricultural insights and expertise to China's farmers to help them improve on-farm productivity and profitability. As a partner, Land O'Lakes brings more than 90-years of experience in farming operations and feed and forage solutions that will be featured at the DFI training facility.

The Nestle DFI facility sits on 148 acres, encompassing three training farms replicating progressive farms of various sizes as well as a training center. The facility is designed to educate local farmers on modern agricultural practices and dairy farming skills.

Land O'Lakes has been present in China for a number of years, including the import and manufacture of a variety of animal nutrition and crop products. Land O'Lakes and its partners operate several trial sites across China testing alfalfa, forage sorghum, sudangrass, tropical corn and forage corn. These test results will be leveraged for conventional variety selection to further develop the seed industry.

### **About Land O'Lakes, Inc.**

*Land O'Lakes, Inc., one of America's premier agribusiness and food companies, is a member-owned cooperative with industry-leading operations that span the spectrum from farm production to consumer foods. With 2013 annual sales of more than \$14.2 billion, Land O'Lakes is one of the nation's largest cooperatives, ranking 199 on the Fortune 500. Building on a legacy of more than 93 years of operation, Land O'Lakes today operates some of the most respected brands in agribusiness and food production including WinField. The company does business in all 50 states and more than 60 countries. Land O'Lakes, Inc. corporate headquarters are located in Arden Hills, Minn.*



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### **About Nestle DFI**

*Nestle Dairy Farming Institute (DFI) is a dairy training center located in Shuangcheng, Harbin City, Heilongjiang Province, China. The facility sits on 148 acres, encompassing three training farms replicating progressive, large, and mega-sized farms, as well as a training center. The facility is designed to educate local farmers on modern dairy farming skills. The center is equipped with modern teaching facilities and laboratories to study fodder ingredients, digestive system, mineral substances, microorganisms, animal health and anatomy analysis.*