



FARM CREDIT EAST

# Challenges in Northeast Milk Transportation

Chris Laughton

Director of Knowledge Exchange

Farm Credit East

# Agenda

- Introduction to Farm Credit East
- Key Issues
- Possible Solutions
- Discussion / Q&A



# About Farm Credit East

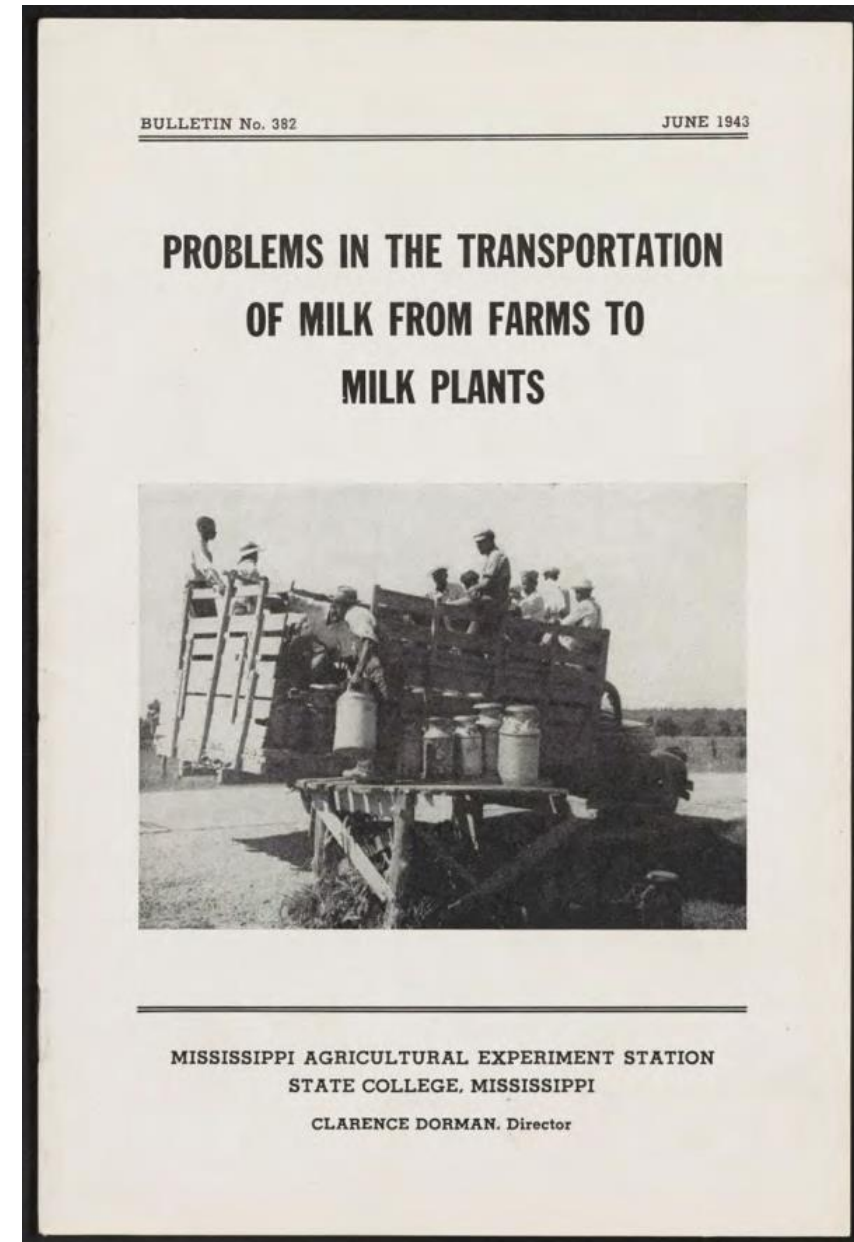
- Part of the national Farm Credit System
- Farmer-Owned Cooperative
- Serving 18,000 customers
- \$10+ billion invested in Northeast farming, fishing, and forestry
- 100+ year commitment to agriculture
- Programs for Young, Beginning, Small and Veteran farmers
- \$1 Billion+ in Patronage Dividends paid



# Milk Transport Issues are Not New

## 1943 Report:

- Lack of personnel
- Low volume routes
- Insufficient compensation
- Delays at farm



# Key Issues Today:

- Driver shortages
- Barriers to entry for younger drivers
- Hours-of-service
- Driver demographics



# Key Issues Today:

- Supply-chain – Parts and trucks
- Plant delays
- Plants operating below capacity
- Farm issues



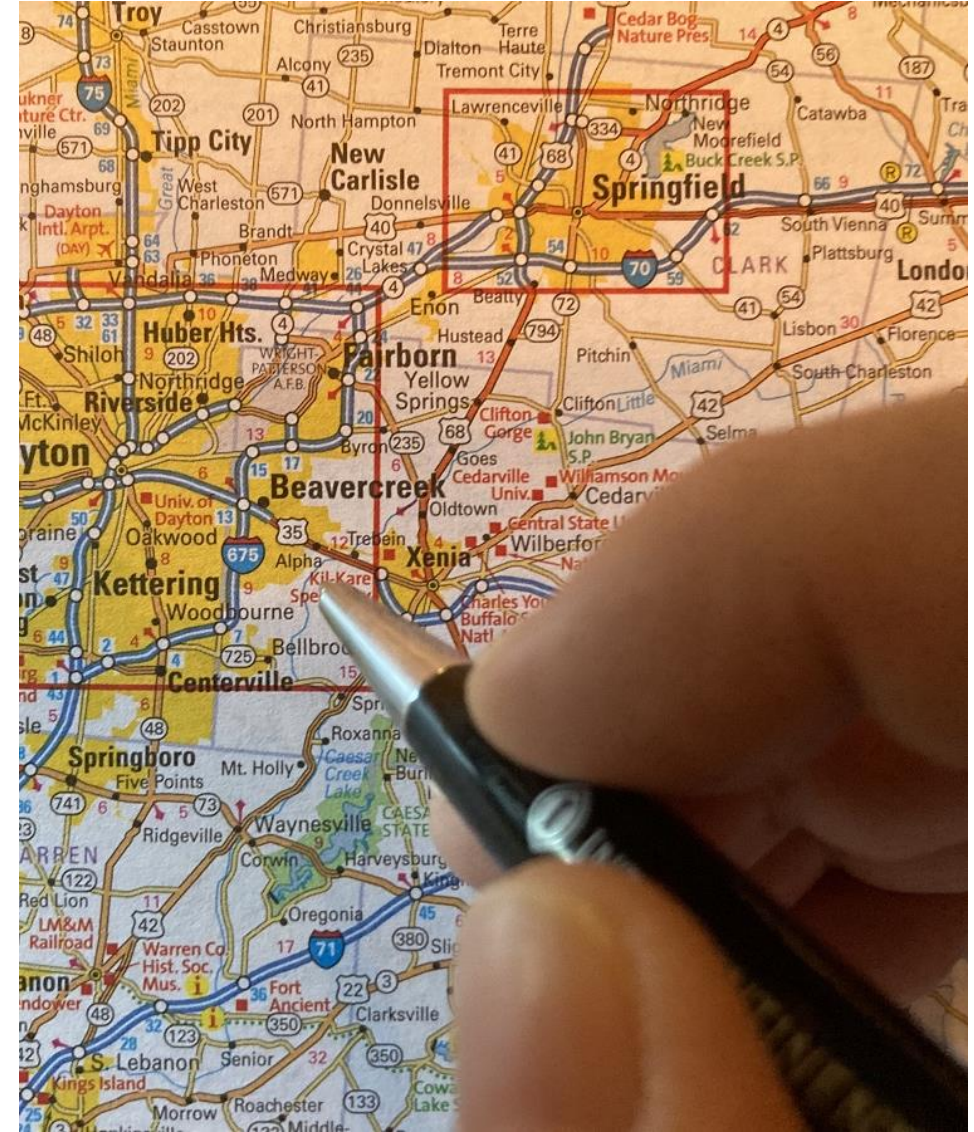
# Key Issues Today:

- Regulations
- Weight limits across states
- Infrastructure
- Road closures



# Key Issues Today:

- Farm attrition and isolation





# Possible Solutions?

- Increased access to training for young drivers
- Lowering CDL interstate driving age



# Possible Solutions?

- More judicious road closures
- Investment in roads and bridges



# Possible Solutions?

- Consistent weight limits between states



# Possible Solutions?

- Investment in farm pick-up infrastructure
- Investment in plant receiving infrastructure



# Thank You / Questions



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[Chris.Laughton@FarmCreditEast.com](mailto:Chris.Laughton@FarmCreditEast.com)

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