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East Central/Select Sires and NorthStar Cooperative sign intent to merge

Dec. 17, 2018, WAUPUN, Wis., and LANSING, MICH. -- Two well-known and successful agricultural cooperatives in the upper Midwest have signed an intent to merge. The board of directors for East Central/Select Sires, based in Waupun, Wis., and NorthStar Cooperative, Lansing, Mich., reached a unanimous decision to work toward unifying the two business entities under the name CentralStar Cooperative Inc.

Currently, NorthStar Cooperative serves dairy and beef producers in northern Wisconsin, Michigan, and north of U.S. Highway 50 in Indiana. East Central/Select Sires serves dairy and beef producers in southern Wisconsin. There is no overlapping territory between the two cooperatives, so once the merger is confirmed, service will continue as usual for patron members.

The goal is to combine cooperatives, creating even greater value for our members and customers. This includes taking advantage of economies of scale where it makes sense; expanding resources and services available to customers, such as Dairy Herd Improvement (DHI) services and diagnostic testing; and removing the current business line in Wisconsin.

“The board is really excited about this potential merger,” said Paul Trierweiler, president, NorthStar Cooperative board of directors. “Collaborating in strategic alliances is one element of NorthStar’s vision, which guides us into discussions like this one. The dairy and beef industries are changing rapidly, and the board believes becoming one cooperative creates a lot of opportunities to better serve all members and customers.”

“Employees will see advantages, as well,” added Steve Abel, president, East Central/Select Sires board of directors. “By combining employee numbers from both cooperatives, we can use economies of scale in areas such as benefits, insurance, and technology. There will be more opportunity for career development, and with expanded services, employees will benefit from providing more value to customers.”

NorthStar Cooperative and East Central/Select Sires will follow their governing documents and conduct a vote of the common stockowners (NorthStar Cooperative)

and delegates (East Central/Select Sires), to approve the merger. Voting will occur in early 2019.

Upon a positive vote, merging business operations will begin May 1. CentralStar will focus on enhancing producer profitability through integrated services, providing Accelerated Genetics, GenerVations, and Select Sires genetics; extensive artificial-insemination (A.I.) technician service; genetic consultation; reproduction services; DHI services; diagnostic testing; herd-management products; research and development; and more. All current business locations will remain open for the foreseeable future.

For more information, visit NorthStar Cooperative at <https://www.northstarcooperative.com/> and East Central/Select Sires at <http://www.eastcentralselectsires.com/>.

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Picture 1: Both East Central/Select Sires and NorthStar Cooperative have a large team of talented professional artificial insemination (A.I.) technicians. Since the business territory for both cooperatives does not overlap, service will continue as usual for patron members upon a positive vote from members and delegates. Dan Potterton, right, A.I. technician in the Dodgeville, Wis., area, is pictured with customer Kyle Levetzow, center, Model Dairy Farms, Dodgeville, Wis., and his assistant herdsman and calf manager, Wilfredo Gutierrez, left.

Picture 2: The Select Mating Service genetic consultants at both East Central/Select Sires and NorthStar Cooperative use research, computerized analysis, and cow knowledge to build more profitable herds throughout the world, one mating at a time. Dane Thompson, pictured, works with dairy producers in southern Wisconsin.

Picture 3: Vast information that impacts herd productivity, cattle health, animal welfare, sustainability, and profitability can accurately be revealed with just a few ounces of milk. Milk-sample collection and analysis, currently available through NorthStar DHI, helps manage dairy operations with a focus on profitability. Although this service is already available in southern Wisconsin, pending a positive merger vote, the program will significantly expand. DHI specialist, Alicia Knapp, is pictured here taking milk samples at Crandall Dairy Farm, Battle Creek, Mich.

Picture 4: NorthStar Cooperative's laboratories provide sample analyses on milk, blood, fecal, and tissue samples for a variety of production-, disease-, and health-related traits. In addition to NorthStar's DHI milk-testing service, diagnostic testing will be further expanded in southern Wisconsin, pending a positive merger vote.