



Pipeline

VOL 33, NO 1

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Make Sure You're Prepared for the New Veterinary Feed Directive

By Dr. Richard Doak, DVM, Mid-Maryland Dairy Veterinarians

THE FOOD AND DRUG ADMINISTRATION (FDA) is changing the way that antibiotics are used in feed and water. This order includes medically important antibiotics that are placed in feed or drinking water for all species of animals. These antibiotics can no longer be purchased at will from the feed mill. Ionophores like Rumensin and Bovatec are excluded from this new regulation. After January 1, 2017, dairy producers must contact their veterinarian to obtain a Veterinary Feed Directive (VFD). In order to write a VFD for the producer, the veterinarian must have a valid Veterinary Client Patient Relationship (VCPR) with the producer. Sample VCPR forms are available in the Member Portal Resource Library on the new Maryland & Virginia website.

Similar to a prescription, the VFD is sent directly to the mill. It contains the exact product, its dosage and usage directions for the mill to dispense. This VFD can only be written for the feed additive to be used exactly as it is labeled. For example, the only feed-grade antibiotic labeled for pneumonia in dairy animals is chlortetracycline (CTC). No other antibiotics can be prescribed for this use in dairy calves. CTC can only be fed at the labeled dosage for a maximum of five days.

The new rule requires that copies of the VFD be retained for two years by the vet, mill, and the producer. Please note the FDA can audit this process at any time. Turn to page 6 for a list of drugs transitioning from over the counter to VFD or prescription status.

Veterinary Client/Patient Relationship Validation Form

Farm Owner/Manager

Owner/Manager Name: _____ Zip: _____

Farm Address: _____ State: _____ Zip: _____

City: _____

Phone Number (optional): _____

Veterinarian

Name: _____ City: _____ Zip: _____

Address: _____

Phone Number: _____

I hereby certify that a valid Veterinarian/Client/Patient Relationship (VCPR) is established for the above listed client and will continue in force until canceled by either party.

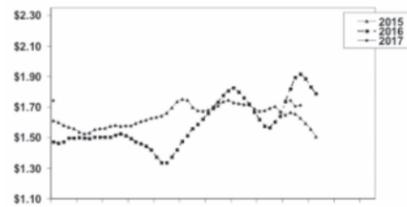
Your signature on this Agreement and the establishment of this VCPR relationship, together, are deemed to constitute the entire agreement between you and the Association. This Agreement shall be binding on you and your heirs, assigns, and successors, and shall be enforceable by the Association. This Agreement shall be binding on you and your heirs, assigns, and successors, and shall be enforceable by the Association. This Agreement shall be binding on you and your heirs, assigns, and successors, and shall be enforceable by the Association.

VFD

VFD continued on page 6

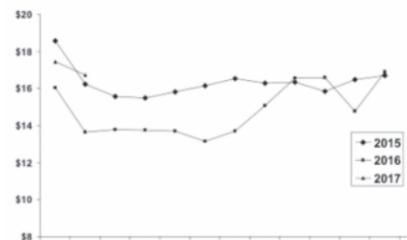
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for January 21, 2017 is \$1.7098. This is 24 cents higher than the January 23, 2016 price of \$1.4714.

Class I Mover



February 2017 Class I Mover is 16.73 – down \$0.72 from January 2017. The February Class I Mover is \$3.09 higher than the February 2016 price of \$13.64.

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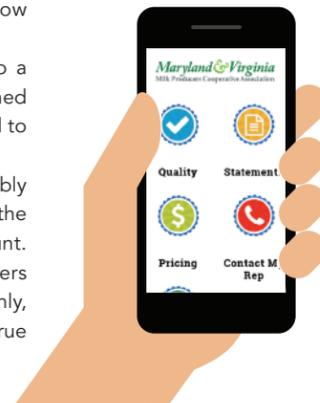
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5 Ways to Make the Most of the New Member Portal

Along with the launch of a fresh look, the new Maryland & Virginia website also offers increased functionality through an improved Member Portal experience.

As you familiarize yourself with the new landscape, keep in mind these top five tools to take advantage of on the new portal:

- 1. Small servings of farm data made more digestible.** The dashboard of your Member Portal offers the convenience of simple, at-a-glance quality data with the added benefit of in-depth, exportable data when you need it. Simply click on the “Quality” icon on the dashboard to take a deeper dive into your quality results and export them in any format you need.
- 2. “Speed Dial” Support Staff.** Get in touch with the cooperative staff you need, when you need them. From the one-tap “Contact My Rep” icon to the thorough staff directories, getting a hold of the right people is now a click away.
- 3. One-Stop-Shop Resource Library.** Whether you’re looking to update your direct deposit authorization, download and print fillable animal care SOPs to use on your farm, or locate bilingual farm employee training seminars, our robust Resource Library offers support for an array of tasks in easy-to-access file formats that allow you to save what you need directly to your own computer.
- 4. Pocket-size compatibility for maximum portability.** Thanks to a sleek, mobile-responsive dashboard, your Member Portal is designed to follow you where you need it most – out in the field, not limited to a desktop.
- 5. Customizable, multi-user access for ultimate management.** Possibly the most exciting feature of the new Member Portal experience is the ability to delegate and add various levels of users to your account. With this new tool, you are able to customize what your new users can see. From full-access to financial details to just quality data only, this new feature will allow you to utilize your Member Portal as a true on-farm management tool.



Mark your calendars for the 2017 Annual Meeting

Please join us at the 2017 Annual Meeting to hear updates from executive staff, elect new leadership and look ahead to cooperative business for 2017.

Attend the meeting most convenient to you – on Tuesday, March 28, at the Wyndham Gettysburg in Gettysburg, Pennsylvania or on Wednesday, March 30, at our **new location at the Hilton Charlotte University** in Charlotte, North Carolina.

Annual meeting invitations and RSVP instructions will be mailed later this month.

For immediate questions or concerns, contact Paula Leventhal

at 800-552-1976 or pleventhal@mdvamilk.com.

Additional meeting information will be available on the new Maryland & Virginia website by selecting “Events” under the “Our Community” tab.



Welcome New Members!

November

NEW Members

Aaron & Lucille Burkholder, Shippensburg, Pennsylvania
 Laverne Reiff, Shippensburg, Pennsylvania
 Amos & Rachel Miller, Quarryville, Pennsylvania
 Michael & Ruth Byers, Berlin, Pennsylvania
 Floyd & Darlis Martin, Williamsport, Maryland

December

NEW Members

Samuel & Sarah Stoltzfus, Kirkwood, Pennsylvania



FOR THE FIRST TIME IN A DECADE, REPUBLICANS ARE IN CONTROL OF BOTH CONGRESSIONAL HOUSES AND THE WHITE HOUSE. As change sweeps Capitol Hill, many federal policies, including several issues affecting dairy business, are among those that leaders of both parties are looking to address. International trade, tax code reform, immigration policy, regulatory reform, healthcare coverage all await debate.

On his first full weekday in office, President Donald Trump signed an Executive Order withdrawing the United States from the Trans Pacific Partnership (TPP) free trade agreement. While that was no surprise given the rhetoric of the campaign trail, the TPP did offer a degree of certainty to U.S. dairy farmers in our relationships with countries that are important international markets and competitors. The TPP also made modest inroads against attempts by some countries to deny our use of common cheese names and to block U.S. products from their markets with non-tariff barriers, like claims that our food safety standards aren't up to theirs.

Uncertainties about the new administration's plans to renegotiate the North American Free Trade Agreement (NAFTA) have also added to heightened tensions. Mexico has developed as the top export market for U.S. dairy products under NAFTA. The entire U.S. dairy industry will be staying very close to those talks in hopes of maintaining and even improving that market amid the changes that are coming. While the goal of gaining additional market access in Canada went unrealized during the TPP talks, new NAFTA negotiations offer another chance to address that in addition to new efforts to limit imports of U.S. milk protein concentrate.

The farm labor situation continues to tighten. Congressional leaders are expected to follow initiatives to increase border security - “the wall” as President Trump refers to it - with legislation that would enact a series of interior enforcement measures. One of those measures is likely to be forcing employers to use the federal electronic verification system to determine work eligibility of job applicants. With studies and past enforcement actions indicating the majority of farmworkers in the country are improperly documented, Mandatory E-Verify without an effective agricultural visa program would devastate the farm workforce.

Farmer organizations, including Maryland & Virginia, have long supported workplace verification if that law is passed along with an effective farmworker visa program. For dairy farmers, an effective visa program includes three key points: 1) legal status for the current experienced workforce; 2) access to year-round workers; and 3) access to legal new workers when they are needed in the future. Nothing less will do.

Leaders in both political parties say reform of the federal tax code is a priority this year. While lower corporate tax that remove in-

centives for companies to locate headquarters offshore, lower individual income rates, lower capital gains rates, and elimination of the estate tax all sound promising, the question on how to make up the lost revenue still lingers. Provisions of the federal tax code, like cash accounting, 1031, or “Like-kind” property exchanges, are important tools in capital-intensive family farm businesses. Maryland & Virginia will make sure your representatives know the role these provisions play in the multi-generational success of the family farm.

The new administration appears to be headed on a path of regulatory reform that will provide some needed certainty to family farm operations. The “Waters of the U.S.” (WOTUS) rule at the Environmental Protection Agency (EPA) is likely to be in for a much-needed redo so that farmers know what to expect under the Clean Water Act. There will also be another attempt at getting Congress to clarify that it never intended for the decades-old solid and hazardous waste law known as “RCRA” to be applied to nutrient storage and application on farms.

Capitol continued on page 5



Change
 in the Air
 at Nation's
 Capital

Maryland & Virginia members Brian and Rachel Detwiler are not novices when it comes to hosting tours on their Altoona, Pennsylvania dairy farm, Maple Kroft Farm.

This past October, Maple Kroft Farm branched out from hosting their normal school tours and church picnics to opening their farm to almost 200 guests from their local community. The farm, which is owned by the Detwilers and Rachel's parents, Joe and Veve McCutcheon, was asked to host the Blair County Chamber of Commerce's annual *Down on the Farm*' community dinner and dairy farm tour.

The Chamber of Commerce connected with the Detwilers through Rachel and Brian's active involvement in the Blair County Farm Bureau. The two organizations host various events together throughout the year and Brian serves on the Blair County Farm Bureau Board of Directors.

Each year, the Chamber of Commerce selects a different dairy farm in Blair County, Pennsylvania to host the event. With the hundreds of dairy farms scattered through the county, the *Down on the Farm*' event draws consumers to the countryside to connect with their local farmers. "This event has been

taking place for many years," noted Valerie Detwiler, the Down on the Farm Chairperson. Valerie is also the Detwilers local banker.

"This event was the first time we had others from the agriculture community involved in a tour," Rachel said. With the local Farm Bureau and other agriculture businesses eager to pitch in, the ag community gravitated together to pull off a successful event.

Opening your farm to the public provides an opportunity to build relationships with non-ag people.

After a picnic-style dinner, guests explored the dairy and were treated to hay rides. The Detwilers set up stations that included the farm's veterinarian, banker, nutritionist, local neighbors with large farm equipment and their Maryland & Virginia Field Representative Ashley Hoover, showcasing the many efforts that go into running a dairy operation. "We wanted the guests to be able to interact with our farm's support system and have their questions answered," Rachel said.

According to Rachel, the key to pulling off a successful farm event is not being afraid to ask for help. "We regularly have church picnics at our farm and invite our sons' football teams out for hayrides, but hosting such a large crowd seemed at little overwhelming at first," said Rachel.

"My great-grandparents and grandparents moved to this farm in 1950 and today our sons are the fifth generation on the farm," Rachel said. Since forming a partnership with Rachel's parents in 2004, the family has strived to not only connect with their local community, but to also produce a quality product. With an average somatic cell count of 71,000, they want to communicate to consumers how dairy farmers work to provide a wholesome product.

Through educating youth and adults at their farm, the Detwilers and McCutcheons have realized the need to spread the positive message about dairy farming. "I think it's important that we invite those from our local community out to our farm to be open about the industry," Rachel said.

While preparing for events such as farm tours require many hands, Rachel believes it's

all worthwhile. "Once you start opening your farm to the public, you end up building good relationships with non-ag people," she said.

"I've realized the visitors are really excited about the farm and want to come back again, especially the kids," Rachel added.



Member Profile

MAPLE KROFT FARM

FAMILY:

Rachel & Brian Detwiler and sons AJ, Aiden, Andrew, Abram; Joe & Veve McCutcheon

FARM:

- 200 milking registered and grade Holsteins, Brown Swiss and Ayrshires milked three times a day in a step-up parlor
- Farming 190 tillable acres
- Rolling Herd Average: 24,100 pounds
- Average Somatic Cell Count: 71,000

Considering an on-farm event within your own community?

Check out the farm tour planning resources available in the new Member Portal Resource Library on Maryland & Virginia's website at www.mdvamilk.com.



Capitol continued from page 3

The public is waiting to see the outcome of the debate over GOP campaign promises to repeal and replace the Affordable Care Act (ACA) or "Obamacare." Senate Republican leaders have set wheels in motion for the repeal of several provisions of the law with a simple majority rather than the 60 votes it would take to end a filibuster. Other provisions, like coverage for preexisting conditions and the ability of parents to provide coverage to children until age 26, will require Republicans and Democrats to work together to address this legislation that has transformed expectations about the availability and affordability of healthcare in the seven years since it became law.

All of these issues will receive attention this year as farm organizations gear up for a new Farm Bill due in the second half of next year. Maryland & Virginia will be working with National Milk Producers Federation (NMPF) and Southeast United Dairy Industry Association (SUDIA) to evaluate the best approach for an effective economic safety net for you, our farmer-owners. Like the current situation for dairy, the general farm economy is not what it was when the current Farm Bill was being debated three and four years ago. Given these challenges, change is likely to remain in the air around Capitol Hill for dairy farmers looking ahead to 2018.

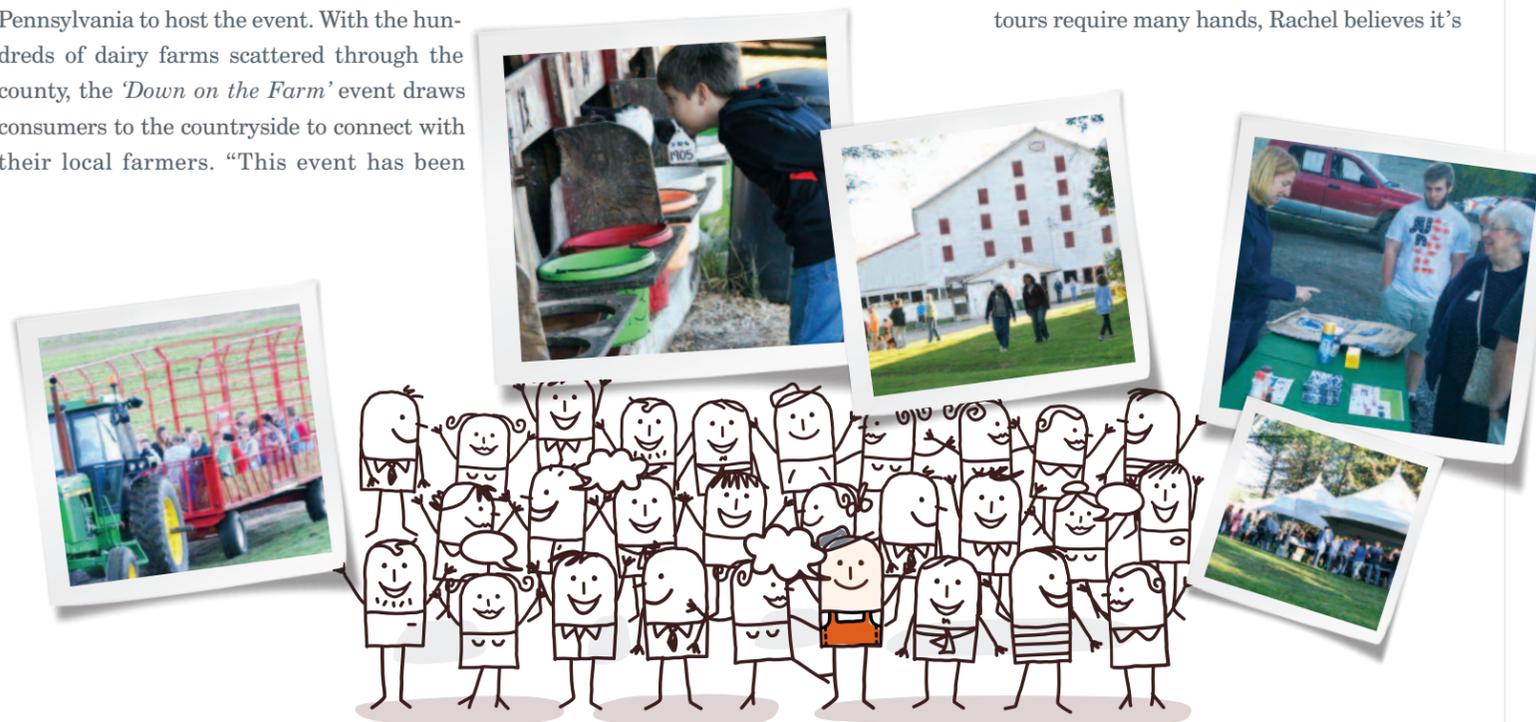
Help us capture the many special moments that happen on your family's farm!

Submit photos monthly to our new 'Fresh-from-the-Farm' Photo Series Contest.

Winners will be selected and announced bi-monthly in the Pipeline, as well as featured on the cooperative's social media channels. Selected monthly winners will be awarded a \$25 Visa gift card. All photos entered in the monthly contest will be automatically entered into our 2018 Calendar Photo Contest.

Submit your entries via email to contest@mdvamilk.com. Limit 1 photo entry per month, per individual. Be sure to include your name, farm name, city, and state when entering.

Questions? Contact Hannah Kleckner at (571) 279-5956 or hkleckner@mdvamilk.com.



Connecting with Consumers 'Down on the Farm'

PHOTOS COURTESY OF BLAIR COUNTY CHAMBER OF COMMERCE





MEET US BY THE BAY!

Connect with fellow Young Cooperators for the 2017 Young Cooperator Conference in Annapolis, Maryland February 21-23, 2017.

Join us for networking, fun, and learning as we:

- Tour the newly renovated Landover and Laurel milk plants. You will have the chance to see the latest upgrades and improvements made at each of the plants.
- Hear updates from CEO Jay Bryant and cooperative management during a town hall session.
- Explore the minds and desires of dairy consumers with research from Maryland & Virginia's Marketing Director, Eva Balazs.
- Get prepared for unexpected, on-farm emergencies with the guidance of Dave Hill and Penn State's Agriculture Safety Team.
- Learn more about why antibiotic resistance is such a big deal and why it's important to avoid residues in meat and milk.
- Get the inside scoop on best grazing practices during a producer panel discussion.
- Compete in the Outstanding YC contest for your chance to become this year's Outstanding YC or YC Couple. Winners have the chance to attend Maryland & Virginia Board meetings and the NMPF Joint Annual Meeting held at the Disneyland Hotel in Anaheim, California. (Competing in the contest is optional, but encouraged.)

The cooperative will pay up to \$400 in travel expenses and will cover your hotel and meal expenses. Register for the Conference at <http://bit.ly/YCConf17>.

Look at our Maryland & Virginia YC's Facebook page for updates about the Conference.

Questions? Contact Daniela Roland at droland@mdvamilk.com or 814-386-8000.

2017
YC
CONFERENCE

VFD continued from page 1

Drugs Transitioning from Over the Counter (OTC) to Veterinary Feed Directive (VFD) Status

ESTABLISHED DRUG NAME	EXAMPLES OF PROPRIETARY DRUG NAME(S) ⁵
chlortetracycline (CTC)	Aureomycin, CLTC, CTC, Chloratet, Chlorachel, ChlorMax, Chlortetracycline, Deracin, Inchlor, Pennchlor, Pflchlor
chlortetracycline/sulfamethazine*	Aureo S, Aureomix S, Pennchlor S
chlortetracycline/sulfamethazine/penicillin*	Aureomix 500, Chlorachel/Pfclor SP, Pennchlor SP, ChlorMax SP
hygromycin B	Hygromix
Lincomycin	Lincomix
oxytetracycline (OTC)	TM, OXTC, Oxytetracycline, Pennox, Terramycin
oxytetracycline/neomycin*	Neo-Oxy, Neo-Terramycin
penicillin+	Penicillin, Penicillin G Procaine
sulfadimethoxine/ormetoprim*	Rofenaïd, Romet
Tylosin	Tylan, Tylosin, Tylovet
tylosin/sulfamethazine*	Tylan Sulfa G, Tylan Plus Sulfa G, Tylosin Plus Sulfamethazine
Virginiamycin	Stafac, Virginiamycin, V-Max

⁵ Type A medicated articles used to manufacture medicated feed, all products may not be marketed at this time
* Fixed-ratio, combination drug
+ Currently only approved for production uses
Source: Food and Drug Administration website

Water Soluble Drugs Transitioning from OTC to Prescription Status

ESTABLISHED DRUG NAME	EXAMPLES OF PROPRIETARY DRUG NAME(S)
chlortetracycline	Aureomycin, Aureomycin, Chlora-Cycline, Chloronex, Chlortetracycline, Chlortetracycline Bisulfate, Chlortet-Soluble-O, CTC, Femycin, Pennchlor
erythromycin	Gallimycin
gentamicin	Garacin, Gen-Gard, GentaMed, Gentocin, Gentoral
lincomycin	Linco, Lincomed, Lincomix, Lincomycin, Lincomycin Hydrochloride, Lincosol, Linxmed-SP
lincomycin/spectinomycin*	Lincomycin S, Lincomycin-Spectinomycin, L-S, SpecLinx
neomycin	Biosol Liquid, Neo, Neomed, Neomix, Neomycin, Neomycin Liquid, Neomycin Sulfate, Neo-Sol, Neosol, Neosol-Oral, Neovet
oxytetracycline	Agrimycin, Citratet, Medamycin, Oxymarine, Oxymycin, Oxy-Sol, Oxytet, Oxytetracycline, Oxytetracycline HCL, Oxy WS, Pennox, Terramycin, Terra-Vet, Tetravet-CA, Tetroxy, Tetroxy Aquatic, Tetroxy HCA
penicillin	Han-Pen, Penaqua Sol-G, Penicillin G Potassium, R-Pen, Solu-Pen
spectinomycin	Spectam
sulfadimethoxine	Agribon, Albon, Di-Methox, SDM, Sulfabiotic, Sulfadimethoxine, Sulfadived, Sulfamed-G, Sulforal, Sulfasol
sulfamethazine	SMZ-Med, Sulfa, Sulmet
sulfaquinoxaline	S.Q. Solution, Sulfa-Nox, Sulfaquinoxaline Sodium, Sulfaquinoxaline Solubilized, Sul-Q-Nox, Sulquin
tetracycline	Duramycin, Polyotic, Solu/Tet, Solu-Tet, Supercycline, Terra-Vet, Tet, Tetra-Bac, Tetracycline, Tetracycline Hydrochloride, Tetramed, Tetra-Sal, Tetrasol, Tet-Sol, TC Vet

* Fixed-ratio, combination drug. Source: Food and Drug Administration website

DEADLINE for 2017 Scholarship Applications – Feb. 17

Each year, the co-op awards five \$1,000 college scholarships to deserving students pursuing careers within the dairy industry.

Applicants must be the child or employee of a Maryland & Virginia member or the child of a Maryland & Virginia employee, and must also attend a two or four-year accredited college, university or trade school.

Award selection is based on students' commitment to the dairy industry, leadership ability, initiative, character, integrity, and participation in extracurricular activities.

Interested students must return a completed application, a current academic transcript, and a letter of recommendation to complete the application process. **Applications are due by Friday, February 17, 2017.** The winners will be announced in mid-April.

For more information and to download the application, visit www.mdvamilk.com and click on "Scholarships" under the "Our Community" tab. For questions please contact Daniela Roland at droland@mdvamilk.com or 800-552-1976.



Top Co-op Cooks

As winter whips through the countryside, warm up around the dinner table with these hearty dishes served up from DairyGood.

For other fantastic dairy-centric meal ideas, search through DairyGood's digital recipe box on their website at www.dairygood.org/Recipes - there's something to be enjoyed for every occasion.

Milk Braised Pork Shoulder

- | | |
|-------------------------------|---|
| 3 lbs. pork shoulder, bone in | 2 tsp garlic, chopped |
| 2 Tbsp. salt | 2 cups low sodium vegetable broth |
| 1 Tbsp. black pepper | 12 cups low-fat, lactose-free milk |
| 2 Tbsp. smoked paprika | 20 sprigs fresh thyme, bundled with twine |
| 1 Tbsp. cayenne pepper | |
| 4 Tbsp. olive oil | |
| 1 cup yellow onion, chopped | |



Preheat oven to 350°F. Season pork shoulder with salt, black pepper, paprika and cayenne. Pour olive oil in large pot over medium-high heat and brown pork loin on all sides; add onions and garlic. Slowly pour broth and milk in with pork; add thyme bundle to pot. Allow the milk to come to a simmer, then lower heat to medium-low or place in 225°F oven. Cover with tight-sealing lid; cook until pork is no longer pink in center, about 2 hours or more. An instant-read thermometer inserted into the center should read 145°F. Remove lid; continue to cook until liquid has reduced by half. Let cool in oven or on stovetop until pot has cooled to a manageable temperature. Remove thyme bundle; discard fat and/or bones. Use two large forks to pull pork apart; hold shredded pork in milk broth before serving. Season with salt and pepper to taste.

Provolone Chicken with Mushroom Gravy

- | | |
|--|-------------------------------------|
| 4 (6-oz.) boneless, skinless chicken breasts | 1 (1.2 oz.) package brown gravy mix |
| 5 tsp vegetable oil, divided | 1/4 tsp garlic powder |
| 1 tsp salt | 2 cups water |
| 1 tsp black pepper | 4 slices Provolone cheese |
| 1 (12-oz.) package sliced baby portobello mushrooms (white button or other varieties can be substituted) | |



Preheat oven to 350°F. Pound chicken breasts to 1" thickness; coat each with 1 tsp vegetable oil and sprinkle with salt and pepper. Place chickens breasts in a 9" x 13" casserole dish; bake for 15 minutes or until internal temperature of chicken reaches 165°F. Pour mushroom gravy* over chicken, top each with 1 slice of cheese; bake for an additional 3-5 minutes or until cheese is melted.

*To make mushroom gravy: In a medium sauce pan, cook mushrooms in 1 tsp vegetable oil over medium heat for 5-7 minutes or until mushrooms are tender. Add garlic powder and water and bring to a boil over high heat; whisk in packaged gravy mix. Simmer for 3-5 minutes or until gravy is smooth.

TRADING POST

FOR SALE

Two Harvestore silos, 20 x 70 ft, in good condition. Call 717-653-2612.

1995 Walker trailer. 6000 gallon, 2 compartments. Call Larry at 443-277-2914.

6420 John Deere tractor with cab with air and heat. \$26,000. Call 410-840-7902.

15 ton Farmer Boy Ag feed bin with 8 inch auger. \$2,500 OBO. Call 814-386-3424.

FOR SALE

Generac PTO Generator, 60K Surge / 30K Continuous Alternator, Power Cord Included, Good Condition. \$2750. David Brown 880 Diesel Tractor, 3 Point Hitch, No Power Steering, Runs Good. \$2000. Call Kenny at 540-974-3026.

FOR SALE

Hay for Sale. High quality alfalfa/brome grass and alfalfa/orchard grass in big square bales. Delivery available. Call Jim Allen, Glen-Toctin Farm in MD at 240-409-8432.

Corn silage. Premium kernel processed. Call 828-226-2265.

FOR SALE

Eight ASC II Delaval takeoffs; Manifold with 6 inlets; 2 jar Holdren Brothers PL washer; transformer for takeoffs; 6 Delatron pulsators - 70/30 ratio; 16 assorted 2" stainless steel pipes - 239 feet total, two 20-foot and one 16-foot with no holes; two 20-foot, 1-1/4" black pipe. Can be seen in Bedford County, Pa. Call 301-943-2500.

FOR SALE

Milking equipment: Surge receiver assembly control box \$250; compressors, cooler and tank washer \$5,500; all stainless steel gates and parallel stanchions \$1,500; 18 Boumatic milkers \$900; Surge Alamo vacuum pump \$800; 1 Surge and 2 Boumatic pulsation controls \$900; 18 pulsators closed air filters and piping \$1,200. Milk transfer pump, stainless steel receiving jug, filter canister, and pipeline 3" x 20' milk line, 2" x 40' wash line, and an additional 30' \$2,000. Everything for \$12,000. Call James Smitherman at 335-469-5564.

WANTED

Seeking heifer raiser looking for groups of Holstein heifer calves (300-400 lbs) to purchase. Original owner will have first-option to buy when heifers are 7-months bred. Located in Georgia. Call 706-498-2285.

24-32 milk cows to buy on milk assignment or lease. If available for lease, would like to buy out after lease ends. Located in Southern Va. Contact Johnathan Woolldridge at 434-660-7301.

Dairy farm to buy in Pa. or Md. or within 50-60 miles of Sharpsburg, Md. Looking for fairly modern facility. Open to different situations like a retiring farmer. Call 240-446-9756.

Milking job on 250 cow operation or smaller. Have 30 years of experience and enjoy working with the cows. Currently located in VA, but willing to relocate. References available. Contact Jeff at jwhixby@gmail.com.

To place a listing, contact Daniela Roland at droland@mdvamilk.com or call 814-386-8000.

HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



“We’re doing our very best to serve you better.”

Tom Vilsack to Take Helm of U.S. Dairy Export Council



ARLINGTON, VA - The U.S. Dairy Export Council (USDEC) announced that former U.S. Department of Agriculture Secretary Tom Vilsack will join the organization as president and CEO, effective Feb. 1, 2017. USDEC is a non-profit, independent organization that seeks to enhance the global demand for U.S. dairy products and ingredients.

“Growing the global market for U.S. dairy products is essential to the future of the dairy industry and America’s dairy farmers. I’ve spent my career in public

service as a tireless advocate for farmers and American agriculture and can think of no better way to continue this service than by leading the U.S. Dairy Export Council,” said Vilsack. “I look forward to partnering with the dynamic team at USDEC as well as agriculture, food industry and key stakeholders at home and abroad to advance the council’s mission and strengthen trust in American dairy.”

As president and CEO, Vilsack will provide strategic leadership and oversight of USDEC’s global promotional and research activities, regulatory affairs and trade policy initiatives. This includes working with industry leaders to develop a long-term vision for building sales and consumer trust in U.S. dairy. Together with the USDEC board, he will create strategies to successfully achieve the shared vision. He will serve as the organization’s primary spokesperson and ambassador to a host of global and domestic stakeholders.

“The global dairy market is more competitive today than ever. Ambitious trade agreements, reasonable labeling and product standards, and other issues are vital to the growth of America’s dairy industry,” noted Thomas Gallagher, CEO of Dairy Management Inc. (DMI), the umbrella organization that represents the broad interests of U.S. dairy and founded USDEC in 1995. “Secretary Vilsack’s impressive record of leadership and his proven ability to manage complex issues, combined with his breadth and depth of industry knowledge, made him the preeminent choice to take the helm of USDEC. I look forward to working with him.” — *USDEC*

A Senator Wants Almond Milk to Stop Calling Itself Milk

A U.S. senator has introduced legislation that prevents non-dairy products made from nuts, seeds, plants, and algae from being labeled as dairy terms such as milk, yogurt or cheese.

Sen. Tammy Baldwin of Wisconsin authored the Dairy Pride Act on Jan. 12 to protect the “integrity” of milk and other dairy products, and to make clear that plant-based products may not have the same nutritional value as their dairy alternatives. Under this law, almond milk and soy milk would not legally be allowed to be called milk.

“Dairy farmers in Wisconsin work tirelessly every day to ensure that their milk meets high standards for nutritional value and quality,” she said, in a statement. “Imitation products have gotten away with using dairy’s good name for their own benefit, which is against the law and must be enforced. Mislabeling of plant-based products as ‘milk’ hurts our dairy farmers.”

“While imitation may be the sincerest form of flattery, dairy imitators do not naturally provide the same level of nutrition as milk does,” added Michael Dykes, president and CEO of the International Dairy Foods Association. — *Fortune*



FIELD REPRESENTATIVES

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rbush@mdvamilk.com

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