



Pipeline

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PIPELINE IS THE NEWSLETTER OF MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION

NOVEMBER/DECEMBER 2017

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MAOLA LIGHTS UP THE HOLIDAYS



AOLA LOCAL DAIRIES is lighting the holidays in Norfolk, Richmond and Virginia Beach, Virginia this year.

The co-op's freshly-minted brand is the headline sponsor of the Holiday Lights Maola Milk Merry Mile along the Virginia Beach boardwalk. This nautical and holiday fantasy of lights is spread along a dozen

city blocks and features more than 50 light displays. Attendees drive the route while listening to holiday music on a set radio frequency. The event kicked off November 23, 2017 and runs through December 31, 2017.

In conjunction with the Merry Mile, Maola was showcased in the Holiday Parade at the Beach on December 2. The brand is also the exclusive sponsor of Military Mondays and will provide branded giveaways to runners in the Surf-N-Santa 5-Miler who will compete along the Maola Merry Mile boardwalk on December 15.

Maola will also be warming tummies, hearts and hands as a sponsor of the Lewis Ginter GardenFest of Lights – Maola Milk Warming Fire. The event is a Richmond, Virginia holiday tradition featuring more than a half million lights, botanical decorations, trains, holiday activities and more.

Starting November 24, 2017, Maola will ensure GardenFest attendees stay warm and satiated at the nightly fire pit, replete with s'mores and hot chocolate. Maola milk will be served during the Lewis Ginter Santa's Dinner series on December 17, 18, 19 and 20. Attendees will receive Maola branded gifts and all the photos taken with Santa will feature the Maola logo. The event wraps up January 8, 2018.

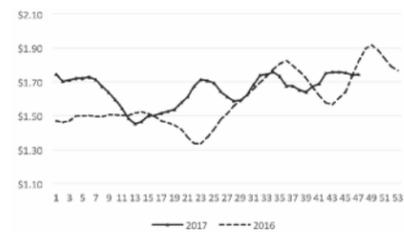


Maola Milk Merry Mile, top, and GardenFest of Lights

Maola holiday continued on page 8

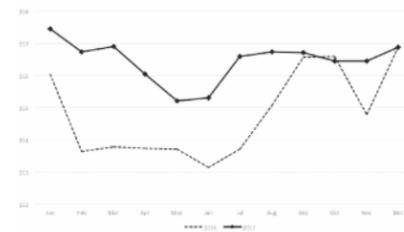
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for November 25, 2017 is \$1.7418 - \$0.14 lower than a year ago. The YTD average is \$1.6521.

Class I Mover



December 2017 Class I Mover is \$16.88 - up \$0.47 from November 2017. This price is the same as the December 2016 Class I Mover.

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Come to connect. Get recharged. Leave engaged!

Don't let those winter doldrums set in! Make plans to attend Maryland & Virginia's Annual Young Cooperator Conference January 15 - 17, 2018 in Staunton, Virginia.

Come and connect with other young cooperators from across the region, as well as co-op management. One of the top billed segments is the Town Hall with CEO Jay Bryant and the executive team.

Recharge your batteries with expert speakers and panelists, including Kellie Czarnecki, with Stewart-Peterson. Kellie will talk about how to manage risk on your farm, teach you the difference between a 'put' and a 'call,' and how to look at futures and options with your farm financials. Hear from Dr. Dana Tomlinson, cattle lameness expert, who will talk about assessing and preventing lameness in your herd.

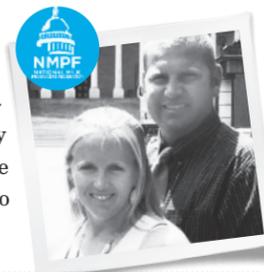
Discover how SUDIA is leveraging restaurant partnerships with Arby's, Cook Out, Biscuitville and Golden Corral to move more dairy products. Learn how the industry is combatting milk alternatives from National Milk Producers Federation's Chris Galen, and Dr. John Laster will teach best practices for disbudding calves, from paste to hot burning with pain management.

Leave more engaged with your co-op and ready to tackle 2018 with the right mindset.

Check out the agenda and learn more at <http://bit.ly/MDVAyoungcooperators>. The YC Program is for members and employees of members ages 18-40. For more information about the program or conference contact Daniela Roland at droland@mdvamilk.com or 814-386-8000.

Malotts Elected to Chair NMPF YC Advisory Council

Maryland & Virginia's Outstanding YC Couple **Justin and Jennifer Malott** of Smithsburg, Maryland were elected to chair the National Milk Producers Federation (NMPF) YC Advisory Council for 2018 at the organization's Annual Meeting held in Anaheim, California. In this role, they will attend NMPF board meetings and they will lead the planning for the 2018 NMPF YC activities. Justin and Jennifer are the co-op's first couple to earn this honor.



College student pursuing a career in the dairy industry?

Apply for the Maryland & Virginia 2018 Scholarship Program today.

The co-op will award five \$1,000 college scholarships in spring 2018 to deserving students pursuing careers within the dairy industry.

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

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

To apply submit a completed application, a current academic transcript, and a letter of recommendation. Winners will be announced at the end of April 2018.

Don't delay! Completed applications are due Friday, February 16, 2018. Applications are available for download at <https://www.mdvamilk.com/ourcommunity/scholarships/>.

For more information, contact Daniela Roland at 800-552-1976 or droland@mdvamilk.com.



Protection from undercover videos -

What you can do.



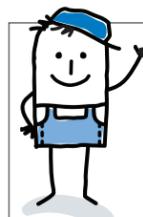
Dairy cow care and farmer reputations are back under the microscope after Animal Recovery Mission (ARM), an activist group, targeted Florida dairy farms and released undercover on-farm videos of employees harming dairy cows and calves.

ARM used a common tactic of having its representatives get hired by the dairy farm for the sole purpose of capturing undercover video. The group is based in Miami, Florida, and owns an "undercover training facility," equipped with milking stations and gestation crates, where it trains volunteer

"investigators" and other organization members on ways to gain access to farms and slaughterhouses.

While specific to Florida, this situation serves as a good reminder for all dairy farmers to remain diligent when interviewing potential employees. It's also important to review your farm policies and practices with your current employees to ensure they understand and adhere to good animal care and handling.

Use the tips below to help protect yourself, your animals, and your farm from potential harm.



Do the right thing.

Above all else, make sure your farm is exceeding all expectations for animal care, cleanliness and environmental responsibility whether there is a camera on you or not.

Hire the right people.

Do background checks, reference checks and ask for actual Social Security cards. Put new hires on probation and watch them closely. If it doesn't feel right, it probably isn't. And if a potential hire is suspicious, share that information with other farmers.

Empower your farm workers.

Let them know of their importance as a team member in protecting your farm, and that you expect them to report any strange behaviors, actions, or suspected undercover activity immediately.

See it? Stop It!

Encourage employees to use the *See it? Stop it!* program to stop and report animal abuse. <http://www.seeitstopit.org/>

Partner Up.

Partner each new hire with a trusted employee. The new employee will learn best practices for your farm, and you'll benefit from another set of eyes watching them closely. Don't be shy about asking other employees about the new worker, too.

Set expectations for animal care.

Establish written animal care protocols and train your employees on them. Require ANY farm worker that handles animals to sign a document stating that they understand your animal care expectations, and ask them to immediately report any actions that do not comply. Maryland & Virginia has resources available to help you document your protocols. For more information contact Lauren Mosemann, lmosemann@mdvamilk.com, 814-442-3706; or Daniela Roland, droland@mdvamilk.com, 814-386-8000.



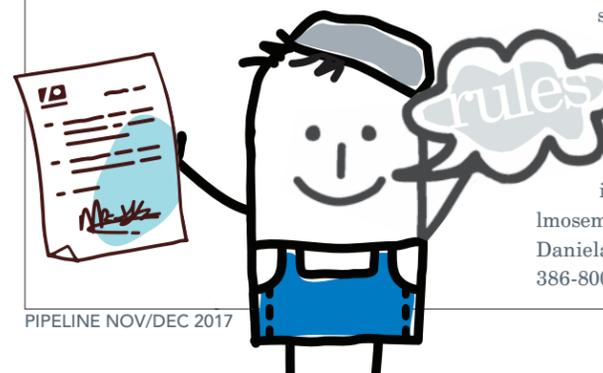
Stay in Touch.

Keep in touch with your Maryland & Virginia field rep and local dairy checkoff organization.

Onboarding Tips

- It is legal to ask a potential employee if he or she is a member of, or if they support an animal rights organization. Ask during the interview or on the employment application.
- Ask if the prospective employee is living in transient housing; ask how long they have been living in the area; ask if they have experience working in agriculture.
- Require employees to sign a non-disclosure and confidentiality agreement. The agreement should include a clause for liquidated damages for taking or distributing photographs or video. If the employee violates the agreement, they may be subject to legal action and damages.
- Verify previous employment. Ask prospective employees for references then contact them to verify previous employment.
- Check social media/Google. Search for prospective employees on Google, Facebook, Twitter and Instagram. See what kinds of things they have posted and also look at the pages they like or follow.

Adapted from Ohio Dairy Producers Association and ADA Mideast





Maryland & Virginia Milk Producers Cooperative honored 18 members at the fall district meetings for achieving 25 years of cooperative membership. We salute these members for persevering through tough times and good times, and appreciate their continued dedication and loyalty to the cooperative.



Fahnestock Family, Newville, Pennsylvania *(pictured)*

The Fahnestock family has sustained the ups and downs of farming for the past 34 years on their diversified farm, Ritner View Farm, in Newville, Pennsylvania. Tim and his wife, Lisa, along with their son, Joseph, milk 35 cows and farm 175 acres. They also have hogs, sheep and beef cattle. With a strong desire to preserve their farm ground, Tim enrolled his farm in Pennsylvania's Farmland Preservation Program. The Fahnestock's daughter, Lauren Ocker, helped on the farm until she graduated from nursing school. Joseph plans to take over the family farm when his father retires.



Elvin R. Oberholtzer, Shippensburg, Pennsylvania *(pictured)*

Elvin Oberholtzer grew up on a dairy farm in Lancaster. He relocated to Shippensburg, Pennsylvania in 1987 and has been dairying at his current farm ever since. Elvin and his son, Lamar, milk 40 cows and farm 95 acres. Lamar handles most of the milkings and Elvin mixes feed and feeds the cows. Elvin credits his field representative at the time, Jerry Ensor, as the one who convinced him to start shipping milk with Maryland & Virginia 25 years ago.



The Elton Gehman Family, Thompsontown, Pennsylvania *(pictured)*

Elton Gehman's farm has a long history dating back to four years after the Revolutionary War ended. In 1787, Benjamin Franklin signed a land grant to a man named John Robinson. Robinson's heir later sold part of the land to Elton's family on his mother's side. Today the Gehmans milk about 100 cows and farm 700 acres of owned and rented land. The dairy is a multi-generational farm, with Elton's 87-year old father, Jacob Gehman, operating the combine on their farm. Elton and his wife, Grace, have five living children. They lost their 22-year old son, Russell, in 2010 to a farming accident. Their oldest son, Gerald, and their youngest son, Elton Daryl, help operate the dairy today. Their three daughters Phyllis, Barbara and Crystal are school teachers, and before entering the education field, they were competent milkers. All three help milk when they are home on the farm. Crystal also enjoys operating tractors and running equipment. The family strives to produce excellent quality milk and has received the cooperative's milk quality award several years in a row. "All of our children and my wife have been very much part of the farm and are a big part of where we are at today," Elton said.

Allen & Arlene Martin Family, Shippensburg, Pennsylvania

Tim I. Ocker, Shippensburg, Pennsylvania

Brumbaugh Farms, Martinsburg, Pennsylvania *(pictured)*

Three generations strong, Brumbaugh Farms is a family business located in Pennsylvania's picturesque Morrisons Cove. Robert A. Brumbaugh Sr. took over his parent's farm in 1966. He is a life-long dairy farmer and is dairying today on the same farm where he was raised. Robert's son, Robert Junior, and his 15-year old grandson, Bobby, along with several employees, operate the farm. They milk 101 cows in a tunnel-ventilated tie-stall barn and farm 400 acres to grow feed for their milking herd and youngstock. Aside from working on the farm, Bobby also plays football at Central High School. "I've always enjoyed dairying. I've kept milking because of how much I enjoyed all parts of farming," Robert Sr. said. He added "We plan to keep milking cows and hope that my son and grandson will take over the farm."



Grazing Valley Farm, Friedens, Pennsylvania *(pictured)*

Allen Kaufman and his wife Gloria operate Grazing Valley Farm in Friedens, Pennsylvania. They own 300 acres and rent an additional 80 acres. They utilize a rotational grazing system for their 85 milk cows and 75 heifers. The Kaufmans have earned Maryland & Virginia's Milk Quality award for the past 10 consecutive years. Allen is the Chairman of the Somerset County Farm Service Agency Committee. Gloria handles financial and cow records for the farm. The Kaufmans have three grown children – Jeff, Justin and Janna. Jeff lives in Kansas with his wife, Alaina, and daughter, Reyne. Justin is employed full time on the farm, and along with his wife, Ashley, and daughter, Avery, they enjoy traveling to various dairy shows and sales and fitting cattle. Janna and her husband, Kevin Miller, are employed off the farm, but help on the evenings and weekends. Janna and Kevin have a three-month-old daughter, Harper. When looking back over the last 25 years, Allen and Gloria recall that the best part of farming was being able to raise their children and now are getting to watch their grandchildren being raised in a place that they love.



William and Rebecca Yancey, Luray, Virginia *(pictured)*

Billy and Becky Yancey operate a dairy farm located in Virginia's scenic Shenandoah Valley. They milk 230 Holsteins in a double-six herringbone parlor, and they farm about 800 acres of owned and rented land. The couple started dairy farming in 1992, with 66 first-calf heifers that all calved within a three to four week period. Looking back Becky recalls, "we barely had enough milk to agitate the tank that first year when those first calf-heifers all dried off around the same time." From that point, the couple gradually added more cows, as they built a free stall barn and upgraded their parlor facilities. Billy is in charge of the overall daily farm management, Becky handles the bookwork and manages the calves. Billy and Becky have been married for 27 years. They have a daughter, Hannah, who is a teacher at Turner Ashby High School. The family attends Page United Methodist Church. Becky says, "I cannot believe we've been doing this for 25 years."

Paul M. Snyder & Family, Shippensburg, Pennsylvania

Tim Jernigan, Crossville, Tennessee

Tim Jernigan has been milking cows since he was big enough to put milkers on, which he suspects was around 8 years old. "It's been hammer down ever since," he jokes. He grew up dairy farming, and he returned to that career track after graduating from high school. Today Tim farms 300 acres in Crossville, Tennessee, where he milks 120 cows in a double-12 parallel parlor. His herd is made up of Holstein and Jersey crosses.



Ellerton View Farm, The Grossnickle Family, Myersville, Maryland *(pictured)*

Donnie and Donna Grossnickle took over the family dairy farm on April 1, 1992, from Donald's parents. Three months later, they moved from an adjoining crop farm to the dairy farm in Myersville, Maryland. Donnie and Donna have added four children to their farming adventure, Lexi, Dane, Ellie and Luke. All four are active and involved on the farm, helping milk the family's 160 cows and raise 160 replacements. The family farms 500 acres of owned and rented ground. They have a closed herd of grade Holsteins with a handful of registered animals for 4-H projects. Lexi is in her third year of vet school at Virginia Tech, Dane teaches agriculture at Boonsboro High School, Ellie attends Frederick Community College, and Luke will graduate from high school in 2019. The family is fortunate to have had Tim Osbaugh, as a faithful long-time employee for 18 years. Donnie milks in the mornings, and Tim milks in the evenings. The rest of the family fills in as needed. Donna milks part-time and cares for the calves through weaning, and she also coaches the Middletown FFA Floriculture Team.



Jeff and Shirley Burdette & Family, Mt. Airy, Maryland *(pictured)*

April 17, 1992, Jeff and Shirley Burdette started shipping milk. Both came from farming backgrounds, and they were determined to farm on their own. They found a local farm to rent, purchased cows and machinery, and invested countless hours of labor and effort to make extensive repairs to the barn to obtain a milk permit. With youth and determination on their side, and despite all odds and countless pitfalls, they've survived and persevered as dairy farmers and members of Maryland & Virginia for 25 years. Jeff and Shirley could not have done it without the help of their dear friend, Eddie Anderson. Today Jeff and Shirley farm 350 acres and milk 100 cows consisting of Holsteins, Jerseys and Brown Swiss. Their daughters, Ashley and Brandi, and their respective husbands, Jay and Brian, and grandchildren Breanna, Alisha and Bentley, are all a part of the farm and help out when they can.



Richard & George Arrington, Mt. Airy, Maryland *(pictured)*

Brothers Richard and George Arrington operate Plain Four Farm, a family dairy that's been in operation for 65 years. Their parents, Richard Jr. and Dorothy, still reside on the farm. The brothers are proud to have raised their six children on the farm, and they have survived to tell the tale of employing some 20 teenagers over the years. The brothers enjoy hosting many groups, including some from Africa. They are proud to have a continuous string of 12-month quality awards from the cooperative, and Richard is a former Maryland & Virginia Director. Richard and George share milking and management responsibilities, and George's daughter, Christina, works part-time on the farm. Richard's wife, Lenora, handles the bookwork and their two school-age children, Lucas and Anna, help out when they can. They milk 100 cows and raise 60 head of youngstock, and farm 260 acres.

Vernon Zimmerman & Family, Orrstown, Pennsylvania

Panora Acres – The Sellers Family, Manchester, Maryland *(pictured)*

The Sellers family has operated a dairy farm in Carroll County since 1888. Member Norman Sellers can remember back to when the family only had 80 cows in 1957. His mother, Alice, incorporated the farm in 1965 and named it Panora Acres. The farm grew and flourished as Norman and his brother, Paul, took on shared ownership with their mother. They built a double parallel parlor in 1996, and Norman's son, Harry, joined the business in 2008. Today, they have 700 Holsteins, 300-head of milking cows, 250-head of youngstock and 150 steers. The family farms 1,800 acres with 800 acres devoted to the dairy and 1,000 acres for grain and marketing cash crops. In 2015 Harry's son, Josh, became a co-owner of the diversified agricultural business. Stacy serves on the county's soil conservation board, and Harry is the Vice President of the Carroll County Farm Bureau. The family business earned a Maryland Farm Stewardship Certification in 2016 and the farm was recognized as a Dairy of Distinction in 2017.

Sykes Dairy, Inc. – Jeff Sykes, Mebane, North Carolina *(pictured)*

Brothers Jeff and Johnny Sykes worked on their parents' farm in the rolling hills of Mebane for many years; officially taking over Sykes Dairy, Inc. in 1992. The farm lies between Durham and Greensboro and the family feels the pressure of suburban sprawl on their community. Running a farm is hard work; made more so when Johnny passed away a few years ago, and he is missed. The Sykes have 300 acres, 200 of which they rent, and they milk their 104 Holsteins in a double-4 parlor. Jeff and his wife, Cindy, have been married 28 years, and despite the long hours and challenges, they relish their life on the farm, from time to time growing strawberries and renovating various buildings. Sons Jonah and Caleb work on the farm, with Jonah finishing up at NC State, and Caleb beginning his college experience at Wingate University. Their daughter, Rachel, graduated from Wingate and is working and living on her own.

Wayne Hawbaker, Greencastle, Pennsylvania

Keith and Rachel Martin, and Lewis and Marie Martin, Newville, Pennsylvania

Members Keith and Rachel Martin milk 40 Holsteins and farm 100 acres of crops for their herd on Keith's home farm in Newville. Keith and Rachel took over the farm from his parents, Lewis and Marie Martin, in April 2009. This was also the same year Keith and Rachel were married. The Martins have five children ranging in age from a one-year old to a seven-year old. Their oldest son likes helping with calf feeding. The Martins enjoy having their children grow up on the farm, and say their farm is family project.

Maryland & Virginia honors membership milestones at 25, 50 and 75 years. Every fall, the co-op presents 25-year awards at the District Meetings, and recognizes its 50- and 75-year members at its March annual meeting.



Fuel Up to Play 60 Gets Milk in Schools, Boosts Sales

Article courtesy of ADA North East

Fuel Up to Play 60 is a child nutrition and fitness initiative created in partnership with National Dairy Council and the National Football League. The National Dairy Council is the "fuel up" part of the program that encourages healthy eating – including milk and dairy products – to help students prepare for academic success. This program is implemented locally by American Dairy Association North East (ADA North East).

By partnering with the NFL, ADA North East can get positive dairy messaging into schools, especially through the breakfast program, which directly sells more milk. Dairy farmers are invited to participate in many events to help kids make the connection from farm to table.

Maryland & Virginia members Crystal Stambaugh Edwards and Nicole Stambaugh of Pheasant Echo's Farm in Westminster, Maryland, and Sherry Patterson of Patterson Farms in Chestertown, Maryland, participated in Fuel Up to Play 60 events where they shared their dairy story and promoted healthy lifestyles.

The Stambaughs attended a Washington Redskins event with offensive tackle, Morgan Moses, and former Redskin, Brian Mitchell. Patterson teamed up with Baltimore Ravens punter, Sam Koch, and former Raven, Qadry Ismail. The farmers shared their dairy stories with the students and helped make the connection between farm and food.

ADA North East is pleased to partner with Maryland & Virginia for the fifth year in the Fuel Up to Play 60 retail promotion. By combining efforts, we can reach more students with positive messaging, and in turn, boost dairy sales.

PHOTOS

Top: Members Nicole Stambaugh and Crystal Stambaugh Edwards with Washington Redskins Morgan Moses and Brian Mitchell.

Bottom: Member Sherry Patterson teams up with former Baltimore Raven Qadry Ismail at a FUTP 60 event.



There's no better combo than cookies and milk.

Scientific evidence backs that up, saying that the milk evens out the sweetness and intensity of the cookies by spreading it across the tongue, resulting in more flavor and smoothness. Don't overthink it though, just bake up a batch of these delicious cookies and enjoy them with a fresh cold glass of milk.

For the Holidays

Co-op Cooks & Co.

Almond-Oat-Lace Cookies

| | | |
|--|------------------------------------|--|
| 1/2 c whole natural unsalted almonds (or use almond flour) | 2 Tbsp packed light brown sugar | |
| 2 Tbsp old-fashioned oats | 1+1/2 tsp honey | |
| 6 Tbsp unsalted butter | 1 Tbsp all-purpose flour | |
| 6 Tbsp superfine sugar (or run regular sugar thru food processor until fine) | 1/4 tsp salt | |
| | 4 oz bittersweet chocolate, melted | |
| | | |

Preheat oven to 350°F, arranging racks in lower & upper thirds of oven. Line 2 baking sheets with parchment paper or silicone mats (do not use wax paper). Pulse almonds and oats in a food processor until a coarse meal forms. Set aside. Melt butter in a saucepan over medium heat, then add both sugars and honey. Whisk until blended and sugar dissolves, 1-2 minutes. Remove from heat. Add nut mixture, flour and salt. Stir until well-blended. Spoon batter by teaspoons onto baking sheets, spacing 2-1/2" apart. Use your fingertips to pat cookies down to 1/4" rounds, smooth edges. Bake, rotating sheets after 6 minutes, until cookies are dark golden brown and spread out in thin layer, 10-12 minutes. Slide cookies with parchment paper onto a wire rack to cool. Brush or drizzle melted chocolate onto each cookie and let stand until set. *Note: Place on paper towels to absorb residual oil if cookies are too 'buttery'. Cookies can be baked ahead and stored in an airtight container.*

HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES! Submit your recipe, contact information, and fun fact about you or the dish to Rebecca Churchill at rchurchill@mdvamilk.com or call 703-742-7409.

TRADING POST

FOR SALE
300+ acre farm for sale. Located in Monterey, Tennessee. Call 931-510-3832 for details.

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

FOR SALE
Get more for your milk by owning Virginia Milk Commission Base. You don't have to be a Virginia resident to qualify. 150,000 pounds for sale. Asking \$2 per pound. Price negotiable. Call 540-399-1165.

FOR SALE
Complete milking system including: 100 feet stainless steel milk line 8 milking units with Delatron pulsators; one year old rebuilt 75 Delaval vacuum pump with 10 hp motor; 360 feet of 1 1/2" stainless steel line; 50 gal vertical wash tank; 8" ASC II Delaval takeoffs; fans; waterers; 24 foot Farmco feeder with self-locking stantions. Call 301-943-2500.

FOR SALE
Patz 140 stationary vertical mixer 10 hp electric motor, used 2 years, asking \$11,000. 410-259-6000.

FOR SALE
John Deere 4995; Self-propelled disc mower with low hours; 20' Forage wagon with 19-ton running gear with flotation tires. Silo Pack 802C 9 foot Ag-Bagger. T7050 New Holland four wheel drive tractor with only 2500 hours. Call 717-552-1500 for all inquiries.

FOR SALE
#2425 Jay-Lor Mixer Wagon – relined, new conveyor chute, new cork screw and knives, painted with decals. Ready to go. \$18,000. Call Terry Trout at 270-382-2866.

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

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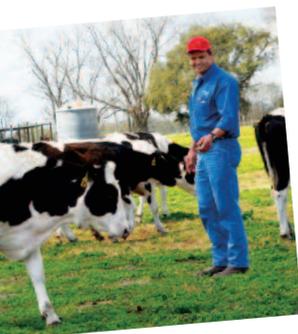
DAIRY NEWS FROM AROUND THE INDUSTRY



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

Dairy Leaders Commend USDA for Expanding School Milk Options

NMPF and IDFA applauded Agriculture Secretary Sonny Perdue for allowing school districts to offer low-fat (1%) flavored milk as part of the National School Lunch and School Breakfast programs. An interim final rule was announced November 29 on the Federal Register site and goes into effect for the 2018-2019 school year. The publication of this rule will allow school districts to solicit bids for low-fat flavored milk next spring before the 2018-19 school year begins, giving milk processors time to formulate and produce a low-fat flavored milk that meets the specifications of a particular school district. The USDA action now allows schools to offer low-fat flavored milk during the next school year without requiring schools to demonstrate either a reduction in student milk consumption, or an increase in school milk waste. — *NMPF & IDFA*



Dairy Cooperative Makes Mandatory Protocol Changes to Prevent Abuse

Southeast Milk Inc. is implementing changes to prevent animal abuse on farms. The announcement was made following the release of two undercover videos shot on separate dairies near Okeechobee, Florida in November. The cooperative has a “zero-tolerance policy for animal abuse” and “we know that caring for our animals is the right thing to do morally, economically, and ethically,” says Jim Slepser, CEO of Southeast Milk. Southeast Milk will hold four comprehensive corrective management trainings for farm owners and managers. The training sessions will be mandatory for all members of the cooperative.

Slepser says it “will reinforce the importance of employee supervision, cow care and strongly support the ongoing on-farm culture of continuous improvement.” In addition SMI is working with all of its member farms to introduce or strengthen video surveillance in order help ensure animals are being treated respectfully and humanely at all hours of the day and at all locations on the farm. — *Dairy Herd Management*

Maola holiday continued from page 1

Maryland & Virginia has a limited supply of GardenFest tickets available for members on a first come, first served basis for this event. Contact the Communications team at 1-800-552-1976 for more details. To learn more about GardenFest visit bit.ly/Maolagardenfest.

On November 18, Maola participated in the 33rd Annual Grand Illumination Parade in downtown Norfolk, kicking off the holiday festivities for Norfolk and Old Towne Portsmouth. This cherished community event featured spectacular floats, energetic marching bands, giant balloons, lively dancers and even Santa himself, enjoying Maola milk and cookies. Maola provided Extra Rich Chocolate Milk samples and VIP goodie-bags to participants and was also a part of the post-parade VIP Cider-Party.

Want to know where to see Maola next? Make sure to follow us on social media – Maola Local Dairies is on Facebook, Twitter and Instagram.

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