



# Pipeline

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## 99th Annual Meeting

After a challenging year for members and the dairy industry, Maryland & Virginia is focused on the future.

**M**aryland & Virginia Milk Producers Cooperative Association, Inc. celebrated its 99th year of operation and reported that the organization is focused on the future and maximizing value for its current members and the next generation of members.

President Matt Hoff recognized that 2018 was a long, hard year for the membership. “Between the low milk prices, nonexistent margins, and the unusually wet weather, the challenges dairy farmers have faced in 2018 really took a toll on our region.”

The cooperative saw a drop in total revenue, declining 8 percent from 2017. Much of that decrease can be attributed to lower milk prices.

Hoff remarked “the tide is turning for our members and the cooperative. Markets are starting to firm up, and the milk price outlook is more optimistic than it was a year ago. Maryland & Virginia has continued the positive momentum of being our own largest customer for the second year in a row, and we’re running more of our member milk through our own plants.”

He reported that the Board and Management are focused on the future sustainability of the cooperative, and how to maximize value to the cooperative’s farmer owners. He shared that the co-op must focus resources on innovation, and look at other products, other possibilities that can be accomplished within the organization’s existing plant structure.

On the farm side, Hoff reminded the membership that they must supply the full package for the co-op’s customers. “Today it’s more than just delivering high quality milk. It’s delivering milk from farms that care for their animals, the environment and their employees. And we have to be able to back it up.”

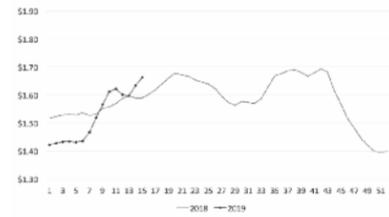
CEO Jay Bryant echoed Hoff’s sentiments about the challenging year members and the industry faced in 2018. He reported that the co-op made key investments into its facilities to keep them operating at a high level. In addition, he shared that at a time when fluid sales are down nationally, Maryland & Virginia’s fluid processing facilities are running more volumes thanks to the co-op’s acquisition of new customers and with existing key customers who are growing their business with Maryland & Virginia.



President Matt Hoff

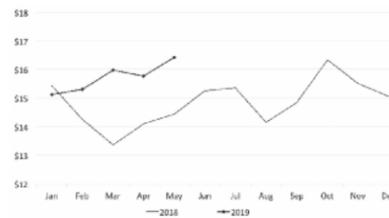
## Markets At-A-Glance

### NASS Cheese Price



The NASS Block Cheddar price for April 13, 2019 is \$1.6620, which is \$0.0731 higher than the April 2019 price.

### Class I Mover



The May Class I Mover is \$16.42 – up \$0.66 from April. This price is \$1.98 higher than May 2018.

Bryant introduced new key leadership among the co-op's executive team, including Jon Cowell as the co-op's new Chief Financial Officer, and Lindsay Reames as Director of Sustainability & External Relations.

The membership voted in six directors to each fulfill a three-year term on the Board of Directors. The newly elected directors include:

- Jim Biddle, Williamsburg, Pennsylvania
- David Hunsberger, Mifflintown, Pennsylvania
- Gary Truckenmiller, Watsonstown, Pennsylvania
- Ben Flahart, Colora, Maryland
- Ricky Talley, Olin, North Carolina
- Connie Finton, New Philadelphia, Ohio

Hoff recognized retiring directors Monk Sanford of Orange, Virginia and Phyllis Kilby of Colora, Maryland for their collective 23 years of service on the Board. Monk served on a number of committees including the Executive Committee and a past-chair of the Finance Committee. Phyllis most recently served as the chair of the Bylaws and Territory committee, and she was on the Auditing & Compliance committee as well as the Human Resources & Retirement Benefits committee.

The Board of Directors held its annual reorganization meeting immediately after the Annual Meeting, and the following directors and staff have been elected to officer positions for the coming year:

- President - Matt Hoff, New Windsor, Maryland
- First Vice President - Kevin Satterwhite, Newberry, South Carolina
- Second Vice President - David Pool, Robeson, Pennsylvania
- Secretary & Treasurer - Jay Bryant, Reston, Virginia



Retiring Director Monk Sanford



Lee Kent, son of Producer of the Year Wes Kent

## Hey Young Cooperators!

Join us for the YC Summer Break - July 25 and 26, 2019.

Our annual, family-oriented farm tour for members is just around the corner! This year's YC Summer Break tour will feature several Maryland & Virginia member farms in the Hagerstown, Maryland area including:

- **Misty Meadow Farm and Creamery**, operated by YCs Justin and Jennifer Malott along with Jennifer's family.
- **Long Delite Farm and Delightful Dairy**, run by YCs Brooks and Katie Long. YCs will tour their grazing operation and new dairy store.
- **Shenandoah Jerseys**, owned by Janet Stiles Fulton and her family (we'll get a look at their new Lely robotic milkers!).



# Save the Date

## Dairy Risk Management Webinar Covers 3 Key Programs



MARYLAND & VIRGINIA'S FIRST MEMBER WEBINAR covered three key dairy risk management programs available to members. The presenters, Tiffany Lamendola and Katie Burgess with Blimling and Associates, delved into Maryland & Virginia's Forward Contracting Program, plus the new Dairy Margin Coverage (DMC) Program, and the Dairy Revenue Protection Program (Dairy RP).

Maryland & Virginia's Forward Contracting program offers members three different options, a forward price contract based either on the Class I Mover, or the Class III and IV price, a minimum price contract, or Class III and IV minimum/maximum contracts. Member can contract up to 80 percent of monthly production using the cooperative's forward contracting program. For more information on the co-op's programs, log in to the member portal and click on the Pricing icon, and then on the Future Program Overview in the right-hand menu.

It is important to note that in the 2018 Farm Bill, the legislation modified the Class I formula. In the past the Class I mover was calculated using the "higher-of" Class III or Class IV skim price. The formula uses the average of Class III and Class IV skim price plus \$0.74. This change takes place with the May Class I mover and beyond. Based on current futures, the Blimling team suggests this formula change will on average increase the mover \$0.38 per hundredweight for the last half of the year.

The Dairy Margin Coverage (DMC) program is the revamped and much more appealing version of the former Margin Protection Program (MPP). The DMC is a margin-based insurance program, though roll-out has been delayed with the implementation of the 2018 Farm Bill. Sign-up for the program will start mid-June. Like MPP, the DMC is facilitated by the Farm Service Agency.

There are some material changes with the DMC versus MPP. First, the DMC offers better coverage. Farmers can increase their maximum margin level to \$9.50/cwt (up from \$8.00). The premiums are also lower on the first five million pounds (\$0.15/cwt) they insure per year. If a farmer commits to the DMC for the life of the current farm bill (five years) he will receive a 25 percent discount on premiums.

Those who did use the MPP will be refunded or credited the money they spent in 2014 – 2017 less any indemnity. They can receive their refund 50 percent in cash or 75 percent to be used towards future premiums.

The DMC will be issuing retroactive payments back to January 2019. Given that the sign-up period starts mid-June, farmers will know payment levels and potential returns on the first six months of the year before they even sign-up.

The Dairy Revenue Protection (Dairy RP) program is brand new with federal legislation passed in the fall of 2018. It is facilitated by licensed crop insurance agents. If farmers already have a crop insurance agent for this crop year, they can work with that agent to utilize the Dairy RP and protect a guaranteed revenue.

Dairy RP is based on futures prices at the time of purchase. Farmers can think of it as a guaranteed minimum revenue, similar to a price floor. The program has been popular in its first

few months of existence. About 9 percent of the U.S. milk supply is enrolled in Dairy RP, representing nearly 19 billion pounds of milk. Participation in the Mid-Atlantic region has been light, whereas farms in the West and Upper Midwest have really leveraged this program. With Dairy RP, farmers have five choices to make:

1. Which program? Class or Component pricing?
2. What level of coverage?
3. What volume to cover?
4. What quarter to protect/insure?
5. What protection factor?

Blimling and Associates has developed a Dairy RP calculator to help farmers better understand the program and how the different choices impact outcomes. To test drive the calculator go to <https://drp.blimling.com/class>.

For members who were unable to participate in the webinar, a recording is available to interested members. Contact Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com) for instructions on how to access the recording.

If you have suggestions or topic ideas for future webinars, please forward them to Lindsay Reames at [lreames@mdvamilk.com](mailto:lreames@mdvamilk.com) or Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com).

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## Maryland & Virginia Honors Members with Inaugural “Producer of the Year” Award at 99th Annual Meeting

Maryland & Virginia Milk Producers Cooperative honored two farm families as “Producers of the Year” and two families as “Producer of the Year” Finalists at the Annual Meetings Member Recognition Luncheons.

The “Producer of the Year” award is a new recognition for the cooperative. According to First Vice President Kevin Satterwhite, “We have created this top honor to recognize members who not only achieve high quality milk, but who go above and beyond and demonstrate outstanding overall farm management, environmental sustainability and community engagement.”

“Each of these four farms has demonstrated a commitment to continuous improvement and to advancing dairy sustainability,” said Satterwhite during the award presentation.

View videos featuring these award-winning farms at [www.mdvamilk.com](http://www.mdvamilk.com).



FO 1 & 33



PRODUCER OF THE YEAR

### Red Sunset Farm

*Dave and Marie Graybill*  
Mifflintown, Pennsylvania

DAVE AND MARIE GRAYBILL operate Red Sunset Farm in Mifflintown, Pennsylvania. They milk 58 cows and farm 400 acres, 375 acres of which are crop land and the rest is pasture. The Graybills are first-generation farmers and they started their dairying adventure 19 years ago on the rented farm.

“One of the reasons I wanted to farm was the lifestyle, to introduce our children to hard work and responsibility,” said Marie Graybill. The Graybills have two adult children, daughter Heidi and son Corey.

The Graybills give credit to their employees Brad Diffenderfer who works full time on the farm and part-time milker Kathy Burns, for maintaining a consistent milking routine and keeping the animals well-cared for.

“We are about sustainability on our operation. We want healthy plants, healthy animals and we want clean water,” said Dave. The Graybills implement all no-till farming, use cover crops and have a voluntary Act 38 nutrient management plan which has been in place since 2011. They installed a manure pit with a leak detection system, a compost facility and buffer strips. To improve groundwater, the Graybills also put in a barnyard runoff system. The Graybills also keep 16 honey bee colonies.

Dave’s passion for environmental stewardship goes beyond his farm gate. He is active with the Pennsylvania Farm Bureau and is the chair of the state Farm Bureau’s Natural and Environment Resources Committee. “This allows me to be at the forefront of understanding what’s going on with keeping clean water clean in the Chesapeake Bay,” said Dave.



FO 5 & 7



PRODUCER OF THE YEAR

### Winding River Farms

*Wes Kent*  
Weyers Cave, Virginia

WES KENT, a first-generation dairy farmer, started his operation, Winding River Farms in Weyers Cave, Virginia, in 2000. His diversified farm consists of 110 dairy cows that are milked by Lely robotic milkers. Wes also has two poultry houses and raises about 100,000 turkeys each year and an Angus cow-calf herd along with a small feedlot. Wes farms 650 acres of owned and rented ground of corn, alfalfa and hay.

“The robotic milkers allow us to have a very stress-free dairy herd and the cows are able to get milked on their own terms and have their own schedule,” said Wes. Cows are housed in a composted bedded pack barn. “I like the bedded pack for cow comfort reasons, the cows have more freedom and comfort where they lay down,” said Wes.

He and his employees, Annie Cekada and Rob Abbot, all make animal care a top priority on the farm. “I’m lucky enough to have the best employees I’ve had in 18 years right now.”

Wes’ farm is in the Chesapeake Bay Watershed, and caring for the land and water is very important. The farm has an enhanced nutrient management plan, and Wes uses mostly no-till and plants for cover crops. He makes sure waterways are fenced off and pastures have automatic waterers for the animals.

“Ever since I was little, I’ve always wanted to farm,” said Wes. From routinely shipping quality milk, to focusing on cow care and environmental stewardship, Wes has found the perfect occupation.



FO 1 & 33



FINALIST

### Steam Valley Farms

*The Steel Family*  
Dover, Ohio

JOHN AND PAULA STEEL of Dover, Ohio, operate Steam Valley Farms. They are the third generation to till the land since John’s grandfather purchased the farm in 1939.

Today John and Paula farm with their two adult sons, Nathan and Clinton, who are the fourth generation on the farm. Nathan and his wife Megan have three daughters, Kylie, Cassidy and Karley, and Clinton and his wife Kameron have two daughters, Aubree and Lainea.

“There is nothing better than to get to work with your children and grandchildren. It makes it all worthwhile,” Paula said.

The Steels milk 140 cows in a double seven parlor. They farm 250 acres of cropland on which they grow corn, soybeans, alfalfa and grass hay and some wheat for straw. Paula is the primary milker seven days a week. Nathan is the herdsman and oversees the herd health, vet checks, and genetic work. Clinton handles the feeding, crop management and mechanical maintenance.

“One of the things I’m proud of is the improvements we made in cow comfort,” said John. The Steels took out the rubber mats and went to deep bedded sand and have found they’ve improved production and cow health as a result from the cow bedding.

“Farmers need to be transparent so that people who are consuming our products learn about what we do and why we do it,” said John. “We would like consumers to know we produce one of nature’s most healthy products and that we do a good job. We are caretakers of what we have been entrusted and we want to be good stewards,” he added.



FO 5 & 7



FINALIST

### North Point Farm

*The Phillips Family*  
Waynesboro, Virginia

THE PHILLIPS FAMILY operate North Point Farm, which consists of three dairies, in Waynesboro, Virginia.

Today four generations are involved in the farm, which has been owned by the family since the 1800s. The Phillips have milked cows for 75 years and have shipped milk to Maryland & Virginia for 55 of those years.

Kevin Phillips along with his three brothers Daniel, Wilmer, Winston own the farm. Kevin’s niece cares for the calves and his nephew oversees the cow feeding, his son manages the crops and helps feed. “I’m proud that it’s still one family running the farm and we are lucky to have multiple working here together,” said Kevin.

Caring for the environment is critical to ensuring the farm’s future, so the Phillips have a long history of implementing sustainable practices. Since the late 1960s, they have used no-till farming. They closely follow their nutrient management plan and have fenced off most streams.

North Point milks a total of 1,200 cows and farms 3,500 acres. To keep the herd management consistent, they have one manager to oversee all three farms. And the milking protocol is the exact same for all three operations to ensure milk quality.

“A cow has no clue what the price of milk is, so if you take care of her, she’ll take care of you so make her happy at all times,” said Kevin.

## Pennsylvania Couple Named Outstanding Young Cooperators



Maryland & Virginia Milk Producers Cooperative named **Rich and Shelby Holsopple** as the co-op’s 2019 Outstanding Young Cooperators (YC) at the annual YC Conference in January.

The Holsopples help operate Moyers Rolling Green Acres, a seasonal grazing dairy, with Shelby’s father, Glenn Moyer, and her brother, Matt Moyer. Together they milk 670 cows at two locations; one in Manns Choice and the other in Friedens, Pennsylvania. Rich and Shelby manage the Friedens farm where they milk 250 cows. Collectively the family raises 400 heifers, and cares for 1,400 acres of farmland.

As Outstanding YCs, the Holsopples are invited to attend Maryland & Virginia board meetings, and will represent the Cooperative at the National Milk Producers Federation YC meetings in Washington, D.C. and in New Orleans, Louisiana later this year.

“I’m eager to learn more of the legislative process, meet fellow YCs from across the country and learn more of the inner workings of the cooperative,” Rich said.

The Holsopple’s live on the farm where Shelby grew up. Rich and Shelby each bring their own set of expertise to the family dairy. As a former business owner, Rich runs the financial and employee management side of the farming operation. Shelby handles all the calf rearing for their 250-cow herd when not caring for the couple’s three teenage children. The family works together to cover milkings, feeding, hay-making and other farm work.

The Holsopple’s children, Sydney, Abby and Carter are active on the farm and enjoy attending Maryland & Virginia’s YC Summer Break, the co-op’s annual family-oriented farm tour event. The family is involved in their local 4-H program and Shelby has served as 4-H leaders for the past 17 years. Outside of the agriculture community, they are engaged in their church and Rich is a board member at their children’s school, Johnstown Christian School.

With the coming year of dairy networking opportunities, Rich aims to take advantage of the learning opportunities. “One goal for myself is continued education in understanding the dairy industry,” said Rich. He has served for the past three years on Maryland & Virginia’s Leadership Council, enabling him to interact with cooperative management and provide input on cooperative business.

## Maola Milk Supplies Milk for Good Initiative

VIRGINIA AGRICULTURE LEADERS GATHERED TOGETHER at the FeedMore Offices in Richmond, Virginia to celebrate the Milk for Good Campaign in early March. Milk for Good is an initiative of the Federation of Virginia Food Banks in partnership with The Dairy Alliance, the American Dairy Association North East, and the Virginia Dairymen's Association. The pilot phase was generously supported by a \$50,000 grant from Colonial Farm Credit, Farm Credit of the Virginias, and Mid Atlantic Farm Credit.

Keeping milk cold has long been one of the greatest barriers to providing milk through the food bank network. In response, The Dairy Alliance granted \$49,000 in new refrigeration units to eighteen food pantries throughout the state. Additionally, the American Dairy Association North East, which supports the dairy industry in five northern Virginia localities, granted \$8,250 for new coolers at three Alexandria, Virginia pantries. Maryland & Virginia won the contract to provide Maola Milk to the project, helping to ensure that hungry families across Virginia have better access to nutrient-rich, wholesome milk.



## Help us Share Dairy!

Warmer weather, greener fields and all signs of spring inspire picture-taking! We are looking for special, seasonal farm moments to post on our social media channels. By sharing your farm photos with us you'll have a chance to be featured in our #MondayMemberMoments posts. Send your photos to Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com), or simply share them on Maryland & Virginia's Facebook page.

## Employee Documentation, Ethics Agreements, and Training

**M**aryland & Virginia strongly encourages every co-op member to have all their employees sign and abide by the Dairy Cattle Ethics Agreement. Also, to protect your farm, members should have documented training records for all employees and written protocols in place that outline the care and responsibility expected of employees on their farms.

Documents and other helpful resources are available online. The Dairy Cattle Ethics Agreement and sample SOPs can be found through the Member Portal of the co-op's website under 'Resources' (go to <https://www.mdvamilk.com/member-login/>), as well as in NMPF's Resource Library (at <https://nationaldairyfarm.com/producer-resources/resource-library/>). The NMPF Resource Library offers Spanish language versions of these documents as well.

The co-op urges you to thoroughly vet employees, during both the hiring process and through a probationary period on the farm. If you would like a review of your FARM documentation, please contact your Field Representative.



### Hiring Tips from the Animal Agriculture Alliance

- It is vital to *thoroughly screen* applicants and check all references.
- Your hiring process should start with a written application form for all employees that requires a signature.
- **Never** take an application at face value. **Always** check an applicant's references! **Never** call a cell phone for a company reference. **Always** dial the company directly and ask to be transferred to the referenced employee.
- *Be cautious* of individuals who try to use a college ID instead of state-issued ID or have out-of-state license plates.
- *Search* for all applicants *online* to see if they have public social media profiles (Facebook, Twitter, LinkedIn, Instagram, etc.) or websites/blogs. Look for any questionable content or connections to activist organizations.
- *Require* all employees to sign your animal care policy, and provide proper animal handling training and updates. Require employees to report any mishandling to management immediately.
- Coming to work unusually early or staying late and going into areas of the farm not required for their job are *red flags* to watch out for.
- If something does not seem right, *explore it further*.
- *Be vigilant!*



### 'Girl Meets Farm' Partners with Milk Life & Undeniably Dairy

Have you discovered 'Girl Meets Farm' on the Food Network? This cooking show features popular food blogger Molly Yeh, who is married to a fifth-generation farmer and lives in North Dakota. Molly's blog, at <http://mynameisyeh.com/>, was named Saveur Magazine's *Blog of the Year* in 2015, and features beautiful photos of what she's cooked up, along with recipes that are classics with a twist – like the Gruyere Mac & Cheese with Carmelized Onions below. Molly's refreshing charm and attention to real ingredients have helped her build a loyal fan base for both her blog and her Food Network show. Now, Molly has partnered with Milk Life and Undeniably Dairy for the #LoveWhatsReal campaign to champion the goodness of dairy – a real recipe for success!

You can find this recipe (and many more) at <https://milklife.com/articles/recipe/molly-yehs-gruyere-mac-cheese-caramelized-onions>.

### Gruyere Mac & Cheese with Carmelized Onions

- |                                 |                                  |
|---------------------------------|----------------------------------|
| 6 Tbsp. unsalted butter         | 8 oz. medium-size pasta shells   |
| 1 large onion, thinly sliced    | 1 tsp. sweet paprika             |
| Pinch of Kosher salt (to taste) | 1/4 tsp. cayenne pepper          |
| 1/4 cup flour                   | 1/4 tsp. ground nutmeg           |
| 2-1/2 cups whole milk           | 2 tsp. Dijon mustard             |
| 6 oz. Gruyere cheese, shredded  | Pinch of black pepper (to taste) |
| 4 oz. Swiss cheese, shredded    | 1/2 cup panko breadcrumbs        |
| 2 oz. Parmesan cheese, grated   |                                  |



Preheat oven to 375°F and grease an 8" x 8" baking dish. In a large skillet, melt 2 Tbsp. of the butter over medium heat. Add the onion and Kosher salt and cook, stirring occasionally, until browned and caramelized, about 40 minutes. Cook the pasta according to the package directions, reducing the cooking time by 1 minute; then drain and set aside. In a large pot, melt the remaining 4 Tbsp. butter over med-high heat. Add the flour, whisking until combined, then cook for 1 minute. Add half the milk (1-1/4 cups), whisking continuously until thickened, about 5 minutes; then repeat with the remaining 1-1/4 cup of the milk. Add the Gruyere and Swiss cheeses, and all but 2 Tbsp. of the Parmesan cheese, and stir until the cheeses melt. Stir in the paprika, cayenne, nutmeg, mustard, and black pepper. Stir in the pasta and onions. Transfer the mixture to the baking dish and top with the breadcrumbs, a pinch of salt, a pinch more of pepper, and the remaining 2 Tbsp. of Parmesan cheese, and bake until the top is browned, about 25 minutes. Cool for 5 minutes and serve with an 8 oz. glass of milk!

*Short on time?* You can skip the baking step by cooking the pasta fully before stirring it into the cheese sauce, then serve immediately topped with breadcrumbs and Parmesan cheese.

### 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](mailto:rchurchill@mdvamilk.com) or call 703-742-7409.

## TRADING POST

### FOR SALE

3 registered Holstein bulls - all breeding age. Have all the dam records. 1 registered Jersey bull out of the Topeka Bull. Dam is predicted @18,000 lbs. have all her records as well. Call Mike at 717-658-5328.

### FOR SALE

Beautiful Lancaster, Pa. farm and land for sale. Visit [www.brubakerland.com](http://www.brubakerland.com) or call 717-917-4682 for more information.

### FOR SALE

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

### FOR SALE

2 breeding age bulls. First is a Jacot x 91 Redlou, 3rd dam Ruby Red 3E 94. Second is Jedi out of a Ex Planet with over 110,000 lbs. of milk. Call 443-277-3116.

### FOR SALE

20' Forage wagon with 19-ton running gear with flotation tires; T7050 New Holland four wheel drive tractor with only 2500 hours; Katolight 50 kw generator with 1000 pto; 8 foot 3 point hitch snowblower, dual auger. Call 717-552-1500 for all inquiries.

### FOR SALE

Frederick County, Maryland farm. 80 acres tillable, 30 acres pasture, 133.38 acres total. 144' x 54' barn on hill, machine barn, smaller barn, 2 calf barns, heifer shed, bank barn, and additional buildings. Currently used for beef. Endless possibilities. Call Danielle at 240-367-0278 (cell) or 301-695-4800.

To place a Trading Post listing, contact Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com) or call 814-386-8000.

# HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



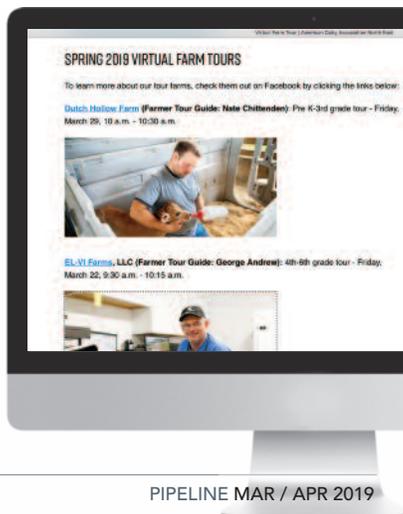
“We’re doing our very best to serve you better.”

## Trade Crisis averted as President gives Mexico one year to reduce number of Central Americans passing through to U.S.

Many agriculture interests in the U.S. went into urgent response mode in early April when President Trump said that he would close the border with Mexico if that country did not stop people attempting to pass through on their way to try to enter the United States without proper entry documents. The President later said he would give Mexico one year to accomplish that before either closing the border or applying additional tariffs to automobiles manufactured there and sold in the U.S. The U.S. exports dairy products roughly equivalent to 16% of annual production and Mexico is our single largest foreign customer. The tariffs on U.S. cheese Mexico placed in retaliation for our tariffs on their steel and aluminum already delayed a rise in farm milk prices that was expected to begin late last year. A disruption in two-way commerce across the southern border would damage the economies in both countries. With more than 1.5 billion pounds of cheese currently in storage U.S. dairy farmers would likely see milk prices erode even farther if our shipments to Mexico were suddenly halted at the border. Tom Vilsack, U.S. Dairy Export Council President and CEO, told a farm broadcaster, “This would be incredibly disruptive to the dairy industry. Mexico is our No. 1 market. Thirty percent of all our exports go across that border, so closing it would disrupt \$3.8 million daily of dairy products crossing the border, impacting farm incomes and 16,500 jobs that are connected to dairy exports to Mexico. Bad idea.” — *South East Dairy Farmers Association*

## ADA North East sets up virtual farm tours for year-round access

Teachers can bring a farm to their classroom with American Dairy Association North East’s free virtual farm tours. Geared toward elementary and high school students, these real-time video chats provide the opportunity to interact live with dairy farmers. The farmers show how they care for the cows and the land, and how high-quality milk is produced for consumers. Students will also be able to send questions to the farmers, who will answer live. For more information go <https://www.americandairy.com/dairy-in-schools/virtual-farm-tour.stml>. — *ADA North East*



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