



Pipeline

VOL 33, NO 2

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

MARCH/APRIL 2017

In this issue:

Daddy Pete	3
Culling Cows	4
2016 Quality Winners.....	6
75-Year Member Milestones	8
YC Whereabouts	10
Top Co-op Cooks	11



Farm Smart with Fresh Apps *Top 5 Tech Tools to Take On in 2017*

Tech is on the rise on the farm. According to a recent Farm Journal survey of more than 1,800 farmers, 59% use smartphones and 44% admitted to using tablets, inching closer to Pew Research's reported 77% national average. Surprising? Maybe not.

Making the most of mobile options can provide easier ways to stay on top of your operation, whether you want to increase employee efficiency, keep a closer eye on your herd's health, or simply stay more organized.

If you're ready to farm smarter in 2017 and explore some of these hand-picked, farmer-approved apps to take the next steps in digitalizing your dairy business.

FarmLogs

Rated a top farmer-approved app by AgWeb.com, FarmLogs helps producers improve their crop yields while lowering costs. From pinpointing in-season yield threats to tracking field performance year-over-year, this app works to give you actionable information without the data overload.

Dairy Source by Elanco

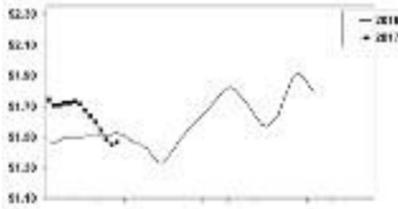
Designed to keep producers in the loop day-in and day-out, this app features real-time market reports including milk futures and commodities pricing, to-the-minute industry news, weather conditions and more.



Farm Tech continued on page 7

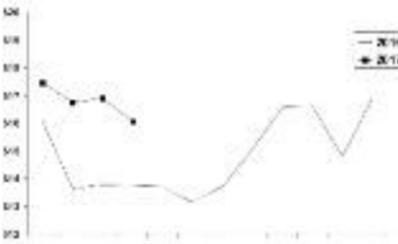
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for April 8, 2017 is \$1.4654. This is 5 cents lower than the April 9, 2016 price of \$1.5122.

Class I Mover



April 2017 Class I Mover is \$16.05 - down \$0.85 from March 2017. The April Class I Mover is \$2.31 higher than the April 2016 price of \$13.74.

Pipeline is published by

MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION, INC.

Amber Sheridan, *Editor* - asheridan@mdvamilk.com
 Hannah Kleckner, *Asst. Editor* - hkleckner@mdvamilk.com
 Daniela Roland, *Contributor* - droland@mdvamilk.com
 Ann Marie Ternullo, *Creative Director*

HEADQUARTERS

1985 Isaac Newton Square West, Suite 200
 Reston, Virginia 20190-5094
 800-552-1976 phone
 757-952-2370 fax
 Dial Line 800-485-8067
 www.mdvamilk.com

OFFICERS

Dwayne Myers, *President*
 Jay Bryant, *CEO, Treasurer & Secretary*
 Kevin Satterwhite, *First Vice President*
 Jan tenPas III, *Assistant Treasurer*
 Matt Hoff, *Second Vice President*



Help us capture the many special moments that happen on your family's farm by submitting photos monthly in 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 photo entries submitted for this contest will also be automatically entered into our 2018 Calendar Photo Contest.

Submit your entries via email to contest@mdvamilk.com. Please 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.

Maryland & Virginia Welcomes 2017 Outstanding YC Couple

Maryland & Virginia is pleased to introduce members **Justin and Jeni Malott** of **Smithsburg, Maryland** as the 2017 Outstanding Young Cooperators (YC) Couple.

While Justin and Jeni have been active in the YC program for the past 10 years, this was the couple's first year participating in the YC Contest that was held in conjunction with the annual YC Conference.

Together, the couple helps to operate Misty Meadow Farm and Creamery, owned by Jeni's family. As herd manager, Jeni oversees the family's 170 milking cows, while Justin helps to manage the farm's general operations and crops on their 800 acres.

Justin and Jeni have four daughters, Addison (9), Jillian (7), Vivian (4) and Ella (2).

At the family's on-farm creamery, which is managed by Jeni's parents and siblings, they market milk, ice cream, eggs and meat. The family also takes pride in opening up their farm to host several farm tours throughout the year.

As this year's Outstanding YC Couple, the Malott's will experience first-hand the inner workings of the cooperative by attending Board Meetings and networking with Maryland & Virginia leadership at co-op events. They will also make connections with their Representatives and Senators during a lobbying event hosted by National Milk Producers Federation (NMPF) and will represent the cooperative at NMPF's Joint Annual Meeting in Anaheim, California in October.

"The YC program is a great opportunity to meet other young farmers from around the country," said Jeni. "We are eager to embark on this new opportunity."

Maryland & Virginia also named the contest's first runners up, Brian and Rachel Detwiler of Altoona, Pennsylvania, and Ryan Shank of Hagerstown, Maryland as second runner up. The Detwilers and their four young sons milk 200 cows on their family's farm while Ryan and his wife, Amanda, and their two children milk 125 cows on their Hagerstown, Maryland farm.

Maryland & Virginia hosts the Outstanding YC Contest in conjunction with the annual YC Conference. The Outstanding YC or YC Couple is chosen based on their dairy and community involvement, ability to communicate with others, and dairy knowledge.

For more information about the YC Program or to get involved, please contact Daniela Roland at 814-386-8000 or droland@mdvamilk.com, or visit the Maryland & Virginia website at www.mdvamilk.com.



THE SMITH FAMILY has always been blessed with riches. Rich soil and a richer heritage, that is.

Patriarch Joseph Alan Smith, affectionately called "Daddy Pete" by his wife Mary, may as well have struck gold when he purchased a 102-acre parcel of land in Stony Point, North Carolina some 110 years ago. After erecting the farmhouse and barns with timber cut from the land, he began building the foundation of a family-owned farming empire.

As the family grew, so did the farm. After Daddy Pete's passing, his son Sledge Smith took over and continued his father's beef cattle operation and a free-range turkey flock.

As Sledge's only son, Gar Alan Smith I, was next in line to run the farm. Gar, a World War II veteran and former Navy Test Pilot, put his North Carolina State University agriculture degree to use, deepening the roots that Daddy Pete had planted.

Years later, Gar handed the farm down to the fourth generation, his own son - Gar "Alan" Smith II. In 1972, Alan founded the family's dairy, and by 1988, began looking beyond the cow, exploring the possibilities of composting the manure for greater use and richer return.

Alan found himself reflecting upon the deep family roots that had shaped the family farm, over the years.

"Through these many generations, farming traditions have been passed down," said Alan. "There have been failures and successes of ideas to create the good farming practices and products that have stood the test of time."

In 1990, Daddy Pete's Plant Pleaser launched, and the business has since flourished.

With more than 20 different products, including potting soil, fertilizers, top-soil, organic mixes and bark products such as mulch and saw-dust, the Daddy Pete's Plant Pleaser line is



available in more than 200 stores and certified dealers spanning a geographic region as far north as Pennsylvania and as far south as Georgia.

"I was taught that in life the most valuable things are often right before us, sometimes disguised by an uncomely appearance," said Alan.

"We simply need eyes to see the value in these things that we normally devalue. Something that seems to be spent or dead to one, brings life to another."

In 2008, the Smith family was recognized for their 100 years of continuous agricultural heritage by the North Carolina Department of Agriculture and Consumer Services and the North Carolina State Fair when Daddy Pete Farms was named a North Carolina Century Farm.

Today, Alan oversees and operates all three components of Daddy Pete Farms: Daddy Pete Dairy, Daddy Pete's Transport, and Daddy Pete's Plant Pleaser, while his son, fifth-generation Joseph Alan Smith, helps to manage the dairy.

"There are traditions that run deep in America and that have been deposited in all of our souls. One of these traditions is our love of the earth that so many of our ancestors died to provide for us to enjoy," said Alan.

"Our story and our hope is that we will contribute to your own experience."

For more information about Daddy Pete's or to find where you can purchase your own Daddy Pete's product, please visit www.daddypetes.com.



How deeply rooted family heritage and love of the land sprouted a superior soil company

D

eciding when to ship a cow can be a difficult decision. When you make that call, remember that while her career as a milk cow may be ending, her job as a beef cow is just beginning. Guaranteeing she will provide a safe and wholesome beef product is equally as important as ensuring she produced quality milk during her milking career.

In today's regulatory world of milk and meat residue testing, it is critical to make sure you are being vigilant about the quality of animals you are sending to market and when you are marketing those animals.

"Residues in meat are a concern because when we look at the number of residues in meat that come from dairy cattle, there are significantly more that come from dairy cattle than residues from feedlot cattle," said Dr. Mike Lormore, Director of U.S. Dairy Technical Services for Zoetis.

Historically, dairy cull cows and bob veal have accounted for the most meat residue violations in animal agriculture. However, USDA Food Safety and Inspection Service (FSIS) data shows that dairy cull cow meat residues are

now at less than 0.03 percent of dairy animals sent to slaughter.

While this statistic is small, the consequences of having a meat residue violation are severe and long-lasting. With the stakes so high, it's important to make good choices when culling an animal.

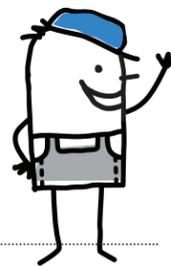
Cull Cow Quality

Making the best culling decisions is more than just following drug withdrawal times. Certain animals that are not suited for transport, like animals that are too weak, fatigued or could become non-ambulatory, are at higher risk of being red-flagged once they arrive at the processing plant.

USDA FSIS has two types of meat residue sampling programs. The first type samples a percentage of carcasses using a random testing program. The second type of residue testing is inspector-generated testing. In this system, an FSIS inspector identifies carcasses for testing based on qualifying characteristics, such as carcass defects like injection site blemishes on the neck. Cattle marketed with shortcomings like mastitis, metritis or lameness will also be targeted for testing.

Making Smart Decisions When Culling Cows

Remember: You Are a Beef Producer Too.



According to the National Milk Producers Federation (NMPF) FARM Program's "Considerations for Culling and Transporting Dairy Animals to Market" resources, the following conditions are unlikely to pass pre-slaughter inspection and can include, but aren't limited to:

- Cancer in eye
- Blindness in both eyes
- Drug residues
- Peritonitis (any infection or inflammation around the abdomen)
- Fractures or lameness (3 or greater on the locomotion scale)
- Unreduced prolapses
- Cows that are calving or have a high likelihood of calving during transport
- Distended udders causing pain and ambulatory issues
- Suspected central nervous system symptoms
- Visible open wounds

RESOURCES

Meat residue prevention resources are available on Maryland & Virginia's website under the Resource Library in the new Member Portal. For additional information, check out Zoetis' site at www.avoidresidues.com.

For a copy of the 2017 Milk and Dairy Beef Drug Residue Prevention Manual, contact your field representative. Copies of the manual are being provided to members when they participate in the FARM animal care evaluation.

When on the fence about culling an animal, consult with your veterinarian. If the animal has been treated with drugs, your vet may recommend that you extend the label withholding time. Even if the dosage and route of administration of a drug are followed, sick or dehydrated cows may not clear drugs out of their system as quickly or effectively as healthy animals.

Why is more paperwork needed?

"Drugs don't cause drug residues, people cause drug residues," said Dr. Lormore, "The main cause of drug residues in the dairy beef cattle is the use of medications without adequate oversight of the veterinarian," added Dr. Lormore.

This is one of the reasons it is important for all dairy producers to have a valid signed Veterinary Client Patient Relationship (VCPR) Form. Proper record keeping is also equally important.

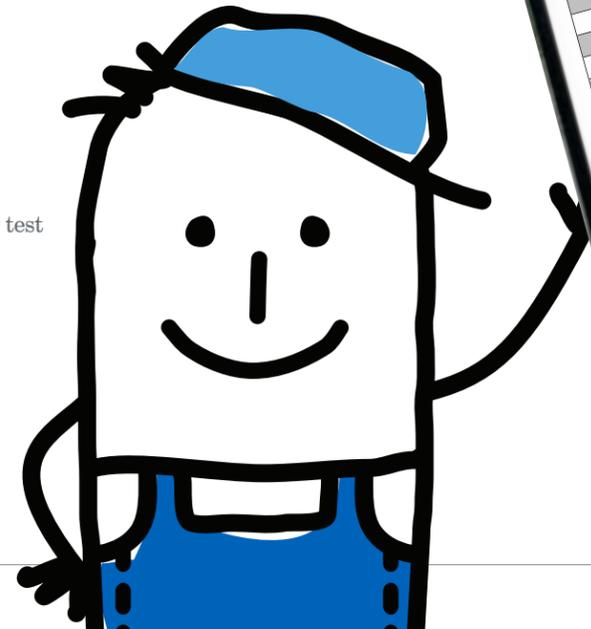
When it comes to treatment records, be sure you are recording the following:

- Diagnosis or conditions treated
- Antibiotic or drug used
- Dose and route
- Length of treatment
- Withdrawal time / milk
- Withdrawal time / meat
- Appropriate antibiotics screening test

Treatment records should be checked before shipping an animal to market and should be kept on file for a minimum of two years. Keeping good health records as well as sale records will help you determine if your protocols are working and can lessen the chance of a residue violation.

As a dairy producer, you should be proud of the milk you provide to consumers. The same should be said for the beef you supply to consumers. When shipping a cow to slaughter, ask yourself if you would eat this meat and serve it to your own family?

RIGHT: The 'Considerations for Culling' poster and the 'Sample Animal Treatment Plan' checklist are both available on the Member Portal of Maryland & Virginia's website, or by contacting Lindsay Reames at lreames@mdvamilk or 804-370-4324.



Maryland & Virginia's Top Quality Producers

FO 1 & 33 Less than 3 Million Pounds of Production

Maple Leaf Dairy Farm
South Williamsport, Pennsylvania



This is William's fourth consecutive win. He and his wife, Brenda, along with the help of their children, milk 56 cows and farm about 250 acres. William strives to keep his cows as clean and as comfortable as possible in his tie-stall barn and stresses cleanliness. He is the primary milker and follows a routine milking protocol. Animal care and attention to keeping animals clean and healthy are big contributors to his herd's low somatic cell count. "Milk quality is important to my operation so that I can give a good quality product to the consumer and to keep my animals healthy," William said. "It makes everything easier if the cattle are healthy."

Honorable Mentions: Warren B. Nolt, Newville, Pennsylvania; Kim Karns, Clearville, Pennsylvania; David G. Graybill, Mifflintown, Pennsylvania; Lester N. Weaver, New Enterprise, Pennsylvania; Javan S. Martin, Hagerstown, Maryland; Mervin Z. Hoover, Denver, Pennsylvania; Ephraim L. Zook, Quarryville, Pennsylvania

FO 5, 6 & 7 Less than 3 Million Pounds of Production

Robert and Mary Jane Miller
Clarkrange, Tennessee



73,490 Somatic Cell Count
1,833 Standard Plate Count
3,148 Preliminary Incubation Count

Second-time Quality Producers of the Year Robert and Mary Jane Miller have been members of Maryland & Virginia for the past 29 years. Previously, they farmed in Pennsylvania and relocated to Clarkrange, Tennessee two years ago where they built a new tie-stall facility with tunnel ventilation and side curtains. When building the barn, cow comfort was a priority. The Millers have five sons and one daughter. Their sons have taken an interest in the cows and are very involved in the dairy, handling the milkings and caring for the animals. The Millers follow a routine milking protocol and use the CMT paddle to monitor each cow's milk. The DHIA test isn't available in Tennessee, but the Millers use Maryland & Virginia's Quality Hotline to check and monitor their quality counts. "We can't control what we get for our milk, but we can control the bonus we receive for our milk quality," Robert said.

Honorable Mentions: Collebelle Farm, Spottswood, Virginia; Lee S. Heizer, Jr., Middlebrook, Virginia; Joseph D. Bishop, Riner, Virginia; Twin Spruce Dairy LLC, Harrisonburg, Virginia; Norlyn R. Wenger, Dayton, Virginia; Walnut Ridge Dairy, Inc., Peterstown, West Virginia

FO 1 & 33 Greater than 3 Million Pounds of Production

Mid View Farm / The Tucker Family
Jefferson, Maryland



59,411 Somatic Cell Count
1,167 Standard Plate Count
1,151 Preliminary Incubation Count

As long-time Maryland & Virginia members who have shipped their milk to the co-op for the past 94 years, Stanley Tucker and his family's hard work and dedication to milk quality is evident in their milk quality numbers. Today the farm is operated by Stanley, his wife Sandy and their two grown children Rebecca and Justin. With the help of seven dedicated employees, the Tuckers have about 370 adult cows, 300 youngstock, and farm 450 tillable acres. Their cows are milked in a double 12 parallel parlor and housed in a freestall barn bedded with sand bedding. "We try to achieve high quality milk by paying attention to the details in our nutrition, cow comfort, milking protocols and maintaining all of our equipment," Rebecca said. Stanley added "I always felt that if we are producing something for human consumption, we are obligated to produce it to the highest quality you are capable of."

Honorable Mentions: Brett W. Helsel, Woodbury, Pennsylvania; Jay E. Hawbaker, Greencastle, Pennsylvania; Shannon R. Kane, Pleasant Hall, Pennsylvania; John H. Steel, Dover, Ohio; Maple Kroft Farm, Altoona, Pennsylvania; David E. Zeigler, Myerstown, Pennsylvania; John E. Burkholder, Waynesboro, Pennsylvania; J & J Holsteins, Berlin, Pennsylvania; Richard B. Bowman, New Enterprise, Pennsylvania; Coldsprings Farm, New Windsor, Maryland

FO 5, 6, & 7 Greater than 3 Million Pounds of Production

Mt. Airy Dairy Farm LLC
Mount Jackson, Virginia



113,386 Somatic Cell Count
1,500 Standard Plate Count
4,247 Preliminary Incubation Count

Repeat winners Mt. Airy Dairy Farm LLC is operated by brothers Jim, Joe, and Billy Beckenstrater. They are the third generation on their Mount Jackson, Virginia farm and take pride in producing a quality product for consumers. The Beckenstraters strive to keep their 150 Holsteins healthy and well cared for. From well-bedded stalls to proper cow nutrition and keeping the parlor as clean as possible, the Beckenstraters are able to achieve the low cell counts. The Beckenstraters give a great deal of credit to their long-time employee, Bertine Perez who has worked on the farm for eight years. "Milk quality is important to our farm because we are doing something good for our children and grandchildren one day. We want to be producing good quality milk and do the best we can," Jim said.

Honorable Mentions: Riggs & Stiles, Inc., Berryville, Virginia; John O. Hardesty & Son, Berryville, Virginia; Sheila Key, Eatonton, Georgia; North Point Farm Inc. #2, Waynesboro, Virginia

Farm at Hand

Built by farmers, for farmers, this cloud-based app seeks to be your complete management tool. From seed to sale, users can track and schedule field activities, manage equipment maintenance, monitor forecasts and planting statuses, and everything in between.

Doc Scan

If organizing your farm business is a priority, apps like Doc Scan are a necessity. Through this app, you can use your phone to create scans of documents, organize them into various folders, and even create PDF files. Scanning documents is as easy as snapping a photo, and there's even built-in options to share your new scans directly with other file-sharing platforms, such as Dropbox or Google Drive.

Dropbox or Google Drive

Looking for a way to keep all your files or photos with you, no matter where you go? These file-sharing and storing platforms are easy to use, and even easier to take with you, with web, desktop and mobile application options. Both options are free to use up to 2GB (Dropbox) and 15GB (Google Drive) respectively. If you're really serious about using these tools to maximize your business efficiency, you can always purchase more storage space for a very small, oftentimes monthly, fee. Bonus points for these platforms: they're highly compatible, making it easy to share and store files seamlessly from one app or device to another.

APPS ARE NOT ALWAYS a one-size-fits-all experience. If you're still looking to find the perfect tech tool to use on your farm, check out the Ag Web App Finder. Designed to help put your individual needs at the center of the app search, AgWeb App Finder users can search through newest offerings, highest rated apps and app categories to make it easier to match with the perfect tech tool to use on your farm. Check it out at www.agwebappfinder.com.

EVERY YEAR AT THE ANNUAL MEETING Maryland & Virginia honors four farm families whose outstanding dedication has earned them top milk quality honors throughout the cooperative's milkshed. The cooperative is proud of the diligent work achieved by these producers, with several of the honorees distinguishing themselves as repeat winners.

The four farm families were recognized by Maryland & Virginia at the cooperative's 97th Annual Meeting in Gettysburg, Pennsylvania on March 28, 2017.



As Maryland & Virginia celebrates its 97th year of operation, the cooperative is proud to honor three dedicated farm families for achieving 75 years of cooperative membership.

“Maryland & Virginia’s greatest asset is our membership. Our farmers are persistent, ingenious and brave,” said Maryland & Virginia First Vice President Kevin Satterwhite during the cooperative’s Member Recognition Luncheon at the Annual Meeting. “They are the reason why Maryland & Virginia has embraced innovation, evolved its business model and invested in its operations.”

Last fall, we recognized 25 farm families for achieving 25 years of cooperative membership. At the 2017 Annual Meeting, the following farm families were congratulated for achieving their 75-year membership milestone.



GRAYWOOD FARMS LLC
STEVE, BYRON, AND LISA GRAYBEAL
Peach Bottom, Pennsylvania

Steve Graybeal is a member partner in Graywood Farms, LLC with his adult children, son Byron and daughter Lisa. They first shipped milk to the Maryland & Virginia Cooperative in 1942 and today they work together to keep the farm producing top-quality milk. Graywood Farms is a 1200-acre, 700-cow dairy farm that also raises all of their own replacements. Steve has also been very active in Maryland & Virginia, serving as a Director for the past 28 years. “We have learned to get through good and bad times together and we achieve goals together and that is a very satisfying thing,” said Lisa. The Graybeals are now raising the next generation of children who they hope will continue the dairy farming tradition. “My children are now growing up on this farm,” said Byron, “to have them here is very rewarding, there’s no better way to raise children.”



POTOMAC VIEW FARM LLC
JOHN AND WES SHAFER
Knoxville, Maryland

Potomac View Farm faces Keys Gap, where the Shenandoah meets the Potomac River. Father John and son Wes Shafer are at the helm of the operation, and they milk 175 registered Holsteins and raise 100 replacement heifers. Not only do they farm their 275 owned and 600 rented acres, they also operate a custom harvesting business. John traces his farm’s roots back to his great, great-grandparents who bought the land after the Civil War. “I enjoy that I get to work at home and I get to set my own hours,” said John. John also credits his wife of 49 years, Jane, a high school math teacher, for the family’s longevity in the dairy business. Wes Shafer said, “We have a lot of short-term goals, a lot of which depend on the milk market and we are looking to expand our herd,” said Wes. The Shafers recently built a dry cow and bred heifer building with covered manure storage and have fenced in all of their streams and installed stream crossings. Their attention to detail and dedication to their farm paid off as they received the 2016 Dairy of Distinction award.



ROCKY GLADE FARMS PARTNERS
NEVIN AND MARLIN HILDEBRAND
Woodsboro, Maryland

Rocky Glade Family Farm is a 600-acre farm with over 240 cows and 150 replacement heifers. Brothers Nevin and Marlin Hildebrand run the farm in a partnership that once included their father, who retired in 1995. There have been many upgrades to the farm that was started by their great-grandfather and grandfather in 1925. Between the two of them, Nevin and Marlin oversee the gargantuan daily task of machine and equipment maintenance, crops, feeding the animals, milking, and record/bookkeeping. “We’ve been motivated to stay in the dairy business because our parents, and grandparents, and great-grandparents were dairy farmers. Of course, years ago they didn’t milk as many cows, but as you milk more cows you make things better for the farm. ... It’s something that is in your blood,” said Nevin.

Leading the Fight Against “Milk” Imitators

For decades, Maryland & Virginia, through its membership in the National Milk Producers Federation (NMPF), has worked to defend the good name and image of milk against a rising tide of dairy imitators. First it was oleomargarine, and more recently, imitation cheese. In the past 15 years, the challenge has been “milks” made from plants. The good news is that, thanks to our joint efforts, this battle has received a boost from new developments on Capitol Hill that will make it much harder for federal regulators to ignore dairy industry requests for enforcement action against fake dairy foods.

Starting in 2000, NMPF formally petitioned the Food and Drug Administration to crack down on the misuse of dairy-specific terms on used by non-dairy imitators. Seventeen years ago, the primary concern was soy beverage – but dairy farm groups warned that if action wasn’t taken, the misuse of dairy nomenclature would spread to other imitation beverages. Sure enough, by 2010, when National Milk again submitted a request to FDA to police the misbranding of non-dairy foods, the concern had expanded to almond, soy, and even hemp “milks,” along with products such as soy “cheese” and rice “yogurt.”

At issue is the long-standing federal standard of identity stipulating that milk must come from a cow in order to be labeled as such. But plant-based dairy imitators have jumped on dairy’s bandwagon by using our industry’s terminology – while failing to offer our product’s nutrition. While cows’ milk is standardized to contain significant levels of nine nutrients, the simulated milks typically offer only some of those vitamins, minerals and protein – and at levels that vary widely.

Consumers who assume that, under the label, the alternative plant beverages imitate milk’s nutritional content along with its appearance, are not getting what they bargained for. The vegetable alternatives are replicas, but not an acceptable substitute for real milk from a nutritional standpoint.

This concern led a bipartisan group of 32 members of Congress in December to write to the FDA, urging the agency to make enforcement of dairy standards a priority. This is one of the most significant actions taken on the issue in years, as it corroborates what [cooperative name] and other dairy marketers have been saying for many years.

In January, Sen. Tammy Baldwin (D-WI) introduced the DAIRY PRIDE Act (DPA) – followed shortly by a companion bill in the House of Representatives sponsored by Reps. Peter Welch (D-VT), Mike Simpson (R-ID) and Sean Duffy (R-WI) – requiring the U.S. Food and Drug Administration (FDA) to enforce the long-standing rule that anything labeled “milk” must come from an animal source. The DAIRY PRIDE Act requires the FDA to enforce the label standards by compelling the agency to follow a timeframe for when and how it will take action.

NMPF President and CEO Jim Mulhern said that “supporting this legislation, and keeping FDA’s feet to the fire, will be a priority issue for NMPF in the new Congress. We’re not asking for new regulations, just the acknowledgement that plant-based foods should not be able to create and use new dairy-friendly terms that are in conflict with existing definitions that clearly define milk as an animal-based substance.”

Interestingly, the enforcement of dairy-specific terms – and resulting product labeling – is actually much stronger in other comparable nations. The same almond “milk” brand is sold in the U.S., Canada and the UK. But only in the U.S. is the term “almondmilk” displayed; in the other two countries, it is absent from the label due to a prohibition on using this terminology for imitation dairy products. This is the type of statute we are asking the FDA to enforce in our country. Thanks to new attention from Congress, this issue is developing momentum in support of the dairy community’s position.



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.

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.

FOR SALE

3960 John Deere corn chopper, 30" 2-row corn head and grass head. \$5,000 for all three. Allis Chalmers 2-row corn planter with plates. \$1,000. Call 540-382-0192 or 540-239-5475.

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.

FOR SALE

10-15 cows. Buyers pick. 1st and 2nd calvers; coming 2nd calving dry cows; springing heifers. All bred to sexed semen - 37 years of A.I. breeding. Call Roy Mitchell, Jy-Ro Holsteins, Elkin, N.C. 336-366-0830 or 336-401-1211.

WANTED

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 Wooldridge at 434-660-7301.

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 jwhighy@gmail.com or 540-915-8998.

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



YCs Flock to Annapolis for 2017 YC Conference



Enjoying unseasonable springtime temperatures, YCs from far and near flocked to the Chesapeake Bay for fun, fellowship and learning at the 2017 YC Conference held in Annapolis, Maryland.

The conference featured a diverse group of speakers presenting subjects from business planning to farm emergency response training and beyond.

Kevin Spurlin, Grayson County Extension Agent with Virginia Cooperative Extension, shared insights on how to keep dairy alive and vibrant in an industry that is continuously evolving. He noted the importance of defining your management approach, identifying the time to revive a business strategy that has “flat-lined,” and embracing the new average that isn’t quite “average.”

Referencing recent farm data published in the July 2016 issue of *The Virginia Dairyman*, he highlighted the dramatic decreases in average Somatic Cell Counts (SCCs) and upticks in pregnancy rates from 2008 to 2016.

“The industry is moving forward; what about your farm?” Kevin asked.

Dave Hill, Senior Extension Agent for Agricultural Safety and Health at Penn State, delivered an interactive training session on how to react with certainty in times of emergency on the farm.

“There are a lot of risks involved with farming,” noted Dave. He explained that the unique conditions of farm life add additional challenges to

emergency response – farmers often work alone in remote locations; often, you are responding to a loved one who is in critical condition, adding an addition level of stress to the situation; and not all first-responders see enough on-farm accidents to give them thorough experience to know how to handle the situation confidently.

“A lot of times when you dial 9-1-1, you think that when they get there, everything will be okay,” said Dave. “Farm trauma often means bad trauma, and there’s a lack of trained help both on and off the farm.”

YCs dove into the minds of the co-op’s consumers during a session with Eva Balazs, Maryland & Virginia’s Director of Marketing, who has played a key role in working to revitalize the co-op’s fluid brands.

Eva outlined many of the key changes in consumer lifestyle changes within the past five years that play a role in their purchasing decisions.

“Food is becoming more of a social occasion,” said Eva. “The foodie movement is important to milk, and we have kind of let it be taken for granted. There is still so much room in our lives for milk,” she added.

After learning more about the future of our fluid brands, YCs had the opportunity to see the cooperative’s operational investments first-hand during tours at both the Landover and Laurel, Maryland processing facilities.

“I think everyone can agree with me that seeing the caseless line at Landover was the most interesting and impressive part of the plant tours. It sounds like it was a huge investment for a great opportunity. I am excited to see what the future holds for our co-op.”

- Becca Tucker,
First-Time YC Conference Attendee

YCs are encouraged to attend the upcoming YC Summer Break in July. More details will be available in the next few months.

For more information about the YC program or to get involved, contact Daniela Roland at droland@mdvamilk.com or 814-386-8000, or visit www.mdvamilk.com.

Top Co-op Cooks

March was National Nutrition Month, but eating healthy every month is easy and doesn’t have to mean dulling down flavor.

Try out all of these deliciously trim recipes and enjoy.

Winter Fruit Protein Parfait

- | | |
|--|---|
| 6 oz. container of Yoplait® Greek 100 protein vanilla yogurt | 1/3 cup fresh orange sections (from 1 orange) |
| 1/2 cup Nature Valley™ cranberry almond protein granola (from 11-oz bag) | 1 Tbsp pomegranate seeds |
| | 1 Tbsp honey |



Place half of the yogurt in bottom of 8 oz. glass or small canning jar. Sprinkle half of the granola over yogurt in glass. Top with half of the orange segments and half of the pomegranate seeds. Top with the remaining yogurt, granola, orange segments and pomegranate seeds. Drizzle with honey and serve immediately.

Expert tip: Cleaned pomegranate seeds are available in many grocery stores, but if you can’t find them, the parfait is still delicious without them. For added warming winter flavor, substitute maple syrup for the honey.

Slow Cooker Fresh Veggie Lasagna

- | | |
|---------------------------------------|--|
| Nonstick cooking spray | 1 cup low-sodium, fat-free marinara sauce (plus add'l for serving) |
| 1-1/2 cups shredded Mozzarella cheese | 1 medium zucchini, diced |
| 1/2 cup part-skim Ricotta cheese | 4 no-boil lasagna noodles |
| 1/3 cup Parmesan cheese, grated | 1 bag baby spinach |
| 1 egg, lightly beaten | 1 cup thinly sliced mushrooms |
| 1 tsp dried oregano | Fresh basil leaves (optional) |
| 1/4 tsp garlic powder | |



Spray crockpot or slow cooker with nonstick cooking spray; set aside. In a small bowl, mix together Mozzarella, Ricotta, Parmesan, egg, oregano and garlic powder. Spread 2 Tbsp marinara sauce in bottom of pot. Sprinkle 1/2 of zucchini over sauce and top with 1/3 of the cheese mixture. Break 2 noodles into pieces to cover cheese. Spread 2 Tbsp of marinara sauce and then layer 1/2 of the spinach and 1/2 of the mushrooms. Repeat layering, ending with cheese and the remaining sauce. Firmly press ingredients into pot. Cover and cook over low heat for 4-5 hours. Allow lasagna to rest 20 minutes before cutting into wedges to serve. Spoon a little extra marinara sauce over each serving and top with a basil leaf, if desired.

Crustless Spinach Quiche

- | | |
|---|-------------------------------------|
| 2 tsp canola oil | 6 large egg whites |
| 1 medium yellow onion, finely chopped | 1 large egg |
| 1 10-oz. package frozen chopped spinach, thawed and drained | 1/3 cup Cabot No Fat Cottage Cheese |
| 1-1/2 cups grated Cabot 50% Light Cheddar cheese | 1/4 tsp ground cayenne pepper |
| | 1/8 tsp salt |
| | 1/8 tsp ground nutmeg |



Drizzle oil in nonstick skillet over medium-high heat. Add onion and sauté for 5 minutes, or until translucent. Add spinach and stir for 3 additional minutes, or until spinach is dry. Set aside. Preheat oven to 375 degrees. Lightly coat 9" nonstick pie pan with cooking spray. Sprinkle cheese in pan. Top with spinach mixture. In a medium bowl, whisk egg whites, egg, cottage cheese, red pepper, salt and nutmeg. Pour egg mixture over spinach. Bake for 30-40 minutes or until set. Let sit 5 minutes, then cut into wedges and serve warm.

HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES!

Submit your recipe, contact information, and fun fact about you or the dish to Daniela Roland at droland@mdvamilk.com or by calling 814-386-8000.

1985 Isaac Newton Square West, Suite 200
Reston, VA 20190-5094

PRST
FIRST CLASS
U.S. Postage
PAID
GAM PRINTERS
Permit #379
Dulles, VA

HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



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

Domino’s Will Begin Using Robots to Deliver Pizzas in Europe



Starship Technologies, the London-based company that has created six-wheeled self-driving delivery robots, will begin taking customers Domino’s pizzas in Germany and the Netherlands.

Starship, launched in July 2014 by two former Skype co-founders, Ahti Heinla and Janus Friis, will whisk pizzas to customers’ doors if they live within a one-mile radius of certain Domino’s pizza shops in “select German and Dutch cities,” the company said in a statement.

Domino’s Pizza Enterprises Ltd., the world’s largest franchise licence owner of Domino’s Pizza, with operations in markets across Asia and Europe, has formed a group called Domino’s

Robotic Unit to oversee the project.

“With our growth plans over the next five to 10 years, we simply won’t have enough delivery drivers if we do not look to add to our fleet through initiatives such as this,” Domino’s Pizza Enterprises CEO Don Meij said in a statement.

Starship’s battery-powered robot is designed to operate autonomously on sidewalks, not roads, and has a maximum speed of four miles per hour carrying loads up to 20 pounds. Its cargo hold, which customers unlock with a code sent to their mobile phones, is insulated and the pizzas will also be placed inside a special hot or cold bag similar to the ones used for motorcycle-based deliveries.

“Dependent on size, we can carry up to eight pizzas on a delivery or a variety of combinations of pizzas, sides and cold drinks or dessert products,” the company said.

Starship is already delivering food orders for Just Eat Plc in London, in the upmarket neighborhood of Greenwich. It also has partnerships for food, grocery and parcel deliveries with Postmates, DoorDash, Hermes Parcel Delivery Service, Swiss Post and Wolt in the U.S., U.K., Germany, Switzerland and Estonia. — *Bloomberg Technology*

Non-Browning Apples and Hornless Cows: Pro-Science Trump Administration Can Greenlight Biotech Innovation

Despite ominous warnings from the scientific establishment that President Trump is anti-science, there is one area in which he might be more pro-science than President Obama: agriculture. Free from the constraints of hard-line, Obama-era environmentalists who opposed innovations such as genetically engineered crops, the Trump administration can energize the federal government’s sclerotic approach to green-lighting new agricultural biotechnologies. Many groundbreaking products could reduce food waste, protect animal welfare, and improve our overall food system in the future.

While Trump has said little about GMOs, he did lament the “slow and burdensome approval process” at the FDA for life-saving drugs, a concern that could extend to biotech regulations. “Human ingenuity, innovation, and entrepreneurship are the catalysts that bring about positive change in every area of our lives including food and agriculture,” wrote Jayson Lusk, an agricultural economist at Oklahoma State University, in his latest book, *Unnaturally Delicious*, which praises new scientific advancements in food and agriculture. Seizing the pro-science mantle from the Democrats isn’t just good politics, it’s also what’s best for our future food system. — *National Review*

FIELD REPRESENTATIVES

Rebecca Bush | 443-693-2840
rbush@mdvamilk.com

Bob Cooksey | 410-778-4603
bcooksey@mdvamilk.com

Kelli Davis | 301-471-4152
kdavis@mdvamilk.com

Pat Evans | 717-756-9193
pevans@mdvamilk.com

Ernie Fisher | 301-788-4154
efisher@mdvamilk.com

Grant Gayman | 717-261-6856
ggayman@mdvamilk.com

Robin Harchak | 814-515-5772
rharchak@mdvamilk.com

Ashley Hoover | 571-328-1803
ahoover@mdvamilk.com

Jim Howie | 704-534-7958
jhowie@mdvamilk.com

Laura Jackson | 540-272-0140
ljackson@mdvamilk.com

Dave Kleintop | 717-756-6945
dkleintop@mdvamilk.com

Janae Klingler | 717-305-8257
jklingler@mdvamilk.com

Galen Kopp | 717-575-5478
gkopp@mdvamilk.com

Kevan McDonald | 706-340-5161
kmcDonald@mdvamilk.com

Carl Privett | 336-466-0566
cprivett@mdvamilk.com

Peter Schaefer | 717-756-6949
pschaefer@mdvamilk.com

Larry Seamans | 540-239-0470
lseamans@mdvamilk.com

Johnny Sparkman | 931-657-6455
jsparkma@mdvamilk.com

Hannah Walmer | 717-304-7967
hwalmer@mdvamilk.com

Steve Yates | 615-425-6670
syates@mdvamilk.com

TANK CALIBRATOR

Mike Kidd | 814-623-8340
mkidd@mdvamilk.com