

Milk Matters

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An Eventful Year



It's a bit of a tradition at year end that two things happen – you reflect back on the year that was and you make resolutions for the year to follow. Sometimes you feel like you shouldn't do either, but I think when we look back at the year and forward to the year we have a lot to be excited about. The dairy industry continues to experience a new market filled with greater volatility as witnessed this year when prices dropped to \$13.48 in January and rebounded to \$21.67, a new high in August. For the past seven months the price movement in any given month has been more tempered, so we tend to forget the extremes that were experienced. As the year closes the expected yearly average will be near \$18.36, an incredible number (highest) compared to the past 32 years that have been recorded, but even then the comparison is difficult because of a new value in "input costs". These input costs have been driven by fuel/energy costs and competition for feedstuffs. While we enjoy new markets in the world for our dairy products, these same markets can compete for the very feed we need as well.

Market transparency and margin insurance or protecting your margin became mainstream communication topics for the dairy industry as we wrestled with understanding how the markets change on a dime and who can make that happen. The desire to account for more products in price sampling pools only makes sense if you are looking for the true value of the raw ingredient used to create these products. We have gone beyond "simple" cheddar and non-fat dry milk in finding new values for milk and its resulting products, so the method to determine its end value needs to follow. Having a price risk management tool in your business has either been commonplace or maybe something totally new. Either way, finding the right tool and working with it appears to be one way to assist in the volatility that exists in these new market times. With that in place you are sure to miss out on some of the high peak price opportunities, but you are likely to miss out on some of the low periods as well. Now the challenge is finding what works in your operation and adjusting when needed. It's a different way of doing business than what has been the historical norm, but most cows don't average 17,000 pounds of milk anymore either so production price protection makes sense.

While markets continue to function in a number of ways and production grows with higher input costs witnessed, the past year has been more than these items. At Family Dairies USA it has been about representing our members to improve these opportunities for a more stable future. We addressed the EPA when they wanted to characterize a milk spill in the same light as an oil spill and we challenged the desire of schools to remove chocolate milk from their food program. It is hard to understand how advocates parallel the sugar content in chocolate milk with the cause of obesity in their children, but the industry responded with a revised

formula to address some, but not all of their concerns. We have worked on a number of policy considerations and weighed in on countless others during the initial stages of the Farm Bill debate. We visited Washington D.C. and met with Senate and House Agriculture committee members during a critical time in the discussion process and aggressively sought changes to the Federal Milk Marketing Order provisions and additional benefits for all producers in the risk management areas of proposed bills. We believe discussions happen on the table and should be debated in good faith, so we have worked hard to ensure these opportunities are available to all members. We continue to provide tools for members to learn more about these proposals and also provide a means for them to engage or respond when needed. Whether it is a debate on chocolate milk, milk spills, child labor, banking structure, fair trade, food safety, milk quality education or provisions leading up to the five year Farm Bill exercise, we have been at the table and debated the issue.

As we celebrate 40 years in the dairy industry representing members and providing community outreach and education to our members, we are reminded of the many positive accomplishments we have obtained. The events and activities of this past year only solidify the positive results we have had over the past 40 years and inspire us to go into the next 40 years with the same passion and spirit to be at the table working with and for our members. These efforts are not always on public display because sometimes greater value is obtained when you work together without all the lights and cameras. The upcoming 2012 Farm Bill will be much of our focus next year, but we won't lose sight of providing continued education and participation opportunities for our members. We will build on the strength of the last 40 years by having a spirit that our members have in their commitment to the dairy industry. Thank you for an eventful year. We look forward to 2012 and addressing the issues that matter most to you and promoting the industry we all love.



Members – Special Notice

Family Dairies USA will have three Board of Director positions up for election at the 2012 Annual Delegate Meeting on February 11, 2012. The areas up for election for a 3 year term are District 7 (MN/SD/Western IA) and District 1 (NW Wisconsin) and for a 2 year term District 5 (East/Central Wisconsin). If interested in serving, please contact David Cooper at the Family Dairies USA office to find out more about the position and location. Candidates will be presented in the January issue of Milk Matters prior to the Annual Meeting

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Interesting Facts:



▶ More than 1000 new dairy products are introduced every year.

▶ McDonald's uses approximately four million gallons of low-fat vanilla yogurt each year in its Fruit 'n' Yogurt Parfait.



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Visit us on the web at www.fdusa.org

Milk Matters

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I "Herd" You Now 15th Edition

The deadline for entries is quickly approaching - the latest edition of "I Herd You Now" will be accepting entries until Friday, January 27, 2012. Please submit your entries via email at iheryounow@fdusa.org or by mail at I Herd You Now, PO Box 14380, Madison, WI 53708-0380. The entries closest to the correct number of cows will win Family Dairies USA merchandise. **Enter today!**

Scholarship Applications Available



The 2012 Scholarship applications at Family Dairies USA are now available for students to obtain. Students that meet one of the following criteria are eligible to apply:

- Completed one semester in an accredited college, university or technical college.
- Students accepted for either a farm short course or congressional internship.
- High School seniors who have a letter of acceptance to any of the aforementioned may also apply.

Applicants **must be** from a member of a Family Dairies USA member family, either the son and/or daughter. Extended family members are not eligible for these scholarships at this time. **New application deadline: April 1, 2012.** Applications are available at www.fdusa.org or by calling 1-800-525-7704.

Additional Scholarships Available

The **Insurance Advisory Council of T.I.C. Inc.** is pleased to announce the availability of six \$500 scholarships. Three of the scholarships are provided by WPS Health Insurance and three are provided by T.I.C., Inc. To be eligible for a scholarship, students must be a high school graduate, continuing their education in an agricultural related field while attending a post-secondary college, university or technical school program. High School seniors are not eligible to apply; you must be attending a post-secondary college, university or technical school program currently. Applications are available from Family Dairies USA by calling 800-525-7704 and are due to the Insurance Advisory Council no later than March 15, 2012.

Auction To Be Held To Benefit Youth Educational Programs

Family Dairies USA will again be holding a Silent Auction at the 2012 Annual Meeting held on February 10th and 11th to benefit Youth Education programs. "Sponsoring youth for educational programs just makes sense and is providing young adults an opportunity to gain knowledge in their field of interest. We appreciate the support the industry is giving to this event in 2012", noted David Cooper, General Manager. Noted below are some of the early sponsors to this worthwhile event.

Autumn Splendor Print - **Bonnie Mohr Studios**
Cheese Basket - **Cedar Grove Cheese**
One Night Stay - **Chula Vista Resort**
One Night Stay - **Comfort Inn & Suites**
NFL Merchandise - **Dairy Management, Inc.**
Delvo Starter Kit - **DSM Food Specialities USA, Inc.**
Cheese Basket - **Ellsworth Cooperative Creamery**
Wooden Bench Seat with storage - **FDUSA Stearns Local**
John Deere Iron Bench, Cheese & Chocolate Basket - **FDUSA District 5**
One Year Subscription - **Milkweed**
Puzzle/Wall Plaques - **Nasco**
One Night Stay - **Radisson Paper Valley Hotel - Appleton**
One Night Stay - **Radisson Hotel - LaCrosse**
Calf Resuscitator, Panasonic Light Bulbs - LDL, Semen Certificate - **Semex USA**
Green Bay Packer cutout - Jordy Nelson, Cheese items - **Wisconsin Milk Marketing Board**



If you are not attending the Annual Meeting on February 10th & 11th, that shouldn't stop you from supporting this incredible event. Please submit bids to fellow members, staff, or contact our office at 800-525-7704 before February 9th. If you would like specific details on any auction items, please contact our office, we would be happy to help. Support Youth – Bid Today!

We would also like to recognize these organizations for their early support of the Annual Meeting by providing excellent resources to members in attendance:

Elanco Animal Health
Nelson-Jamison, Inc.
Wisconsin Beef Council, Inc.
Wisconsin Milk Marketing Board

Dairy Management, Inc.
PortaCheck
Wisconsin Livestock Identification Consortium



Government Updates:

Department of Labor hears from Agriculture Community

The U.S. Department of Labor has proposed rules that could greatly limit the work that employees under age 18 could do on a farm. The agricultural “hazardous occupations” orders under the Fair Labor Standards Act that bar young workers from certain tasks had not been updated since they were implemented in 1970. The current proposed update provides that, unless they are working solely under the control of their parent or guardian, individuals under age 16 are prohibited from:

- Operating tractors or other power-driven equipment such as lawn mowers or other types of farm machinery including stationary equipment such as hoists
- Working with non-castrated animals older than 6 months, sows with suckling pigs or cows with a newborn calf
- Handling animals in a situation in which the animal’s behavior may be unpredictable, such as with giving shots, dehorning or breeding
- Working inside any fruit, forage, or grain storage silo or bin
- Handling pesticides
- Harvesting and handling tobacco
- Working at heights over 6 feet above another elevation

The agriculture community responded in kind to the U.S. Department of Labor by expressing their displeasure with these far reaching changes which could limit a number of programs and educational opportunities afforded to youth. Family Dairies USA responded to these changes by spelling out the ramifications these proposals would have and the short sighted nature of these recommendations. A total of thirty U.S. Senators including a number from the Upper Midwest (Kohl/Johnson/Grassley/Thune/Kirk/Hoeven/Conrad) signed on to a letter requesting that the Department of Labor withdraw their proposed rule immediately because of the deficiencies in their reasons for the proposed changes.

Farm Bill – What is Plan “B”

A number of possibilities exist as to how the 2012 Farm Bill may be dealt with in the months ahead since the strategy of attaching the Farm Bill to the Super Committee work ended when the committee failed to reach an agreement on debt reduction. We may simply “start over” with everything on the table, have lots of debate, then extend it one year since it will be in the heart of an election year, or they may use the foundation that was discussed and agreed upon in private with Senate and House Agricultural Leaders. Those decisions will be infiltrated by how much money the coming farm bill will spend or to say it more accurately, how many billions of dollars will be cut from the Farm Bill baseline. The package being discussed the past month involved \$23 billion in cuts over the next 10 years with an expected \$13 billion from commodity programs, \$6 billion from conservation spending, and \$4 billion from nutrition programs. It is safe to assume that any discussions will center around the elimination of Direct payments and would involve the \$5 billion found here annually. Also, on the table will be the proposed Ag Risk Coverage (ARC) which is a revenue protection program or an option to take higher target prices for most commodities. Conservation programs are likely to see some consolidation from the 23 current programs to 13-15 and the Conservation Reserve Program (CRP) acreage phased down several million acres over several years.



The timeline involved for discussions may be aggressive and unrealistic, but the fact that both houses see urgency is a sign they will work towards this effort. The Senate is expected to begin hearings in late January or early February with a goal of wrapping up a bill in early spring. The House may wait and see how the Senate progresses and address how the across-the-board (sequestration) cuts on agriculture and nutrition programs that come into play with the Budget Control Act of 2011. This called for automatic spending cuts should the so-called Super Committee fail in their debt reduction efforts, which they did late this year. However the cuts, equally divided between defense and nondefense spending, would not take effect until January 2, 2013. This is after the November 3, 2012 elections and thus could be changed legislatively if the houses so desired. At this time, the Office of Management and Budget (OMB) still has to determine what the sequestration will be for agriculture and how it will be implemented. Basically, OMB is responsible for interpreting the language because of sequestration and how OMB interprets this will dramatically affect how programs that are subject to sequestration are affected. In basic terms, we have too many moving parts to say how it will work at this time.

Farm Dust – Controlled for Now



The Environmental Protection Agency (EPA) had considered a stricter rule on “farm dust” but in October EPA Administrator Lisa Jackson noted she was not seeking to tighten regulations on farm dust — the term commonly used to describe soot, dust, and particulate matter — for at least five years. Recently, the House of Representatives passed legislation that would hold the administrator to her word by banning EPA from imposing stricter rules on so-called “farm dust”. It is not clear whether the Senate will take up the measure in some form or another. There was widespread support from farm and rural organizations to address this EPA issue. Ed Whitfield, R-KY (Chairman of the House Energy and Commerce’s Subcommittee on Energy and Power) noted “We have 2.2 million farms in America, employing 1.8 million people, providing 5 percent of this nation’s exports and we need to do everything possible to make it easy for them to do business and still protect the economy.”

Time to see how DSA stacks up!

With the Farm Bill back into the debate arena due to the failure of the Super Committee to reach an agreement and Senate and House leadership not pulling an end around as we approached year end, we now have time to see how proposals hits home so to speak. The Dairy Security Act introduced by Congressman Peterson and Simpson would eliminate milk price supports and the Dairy Export Incentive Program, and replace milk income loss contract (MILC) payments with a voluntary Dairy Producer Margin Protection Program. If you remember from previous articles; those who choose to participate would receive free base-level coverage at a \$4 margin (margin is all milk price minus (-) all feed cost) on 80% of their base milk production. Producers could purchase supplemental coverage of up to an \$8 margin on 90% of their base milk production if they choose. For those producers participating in the Margin Protection Plan, a requirement to participate in the Dairy Market Stabilization Program (DMSP) would occur. When margins are low and the DMSP is triggered, participating farms would not be paid for a small portion of their milk that was above their individual production base (base is determined by a rolling three month milk production average prior to implementation or trigger).



At the recent Midwest Dairy Expo in Minnesota, Bill Lazarus, an Extension economist with the University of Minnesota, established a user-friendly tool (spreadsheet) based on the economic analysis of the Dairy Security Act (DSA) of 2011 done by Mark Stephenson with the University of Wisconsin and Chuck Nicholson with Cal Poly (CA). The new spreadsheet allows users to plug in their own herd sizes, production levels and expansion intentions to decide whether they’d participate in the Dairy Security Act and at what levels. This application allows you as a producer to see where the “rubber hits the road”. Dairy reform policies are great in theory, but when applied how do they act and what safeguards do they provide to producers when the bottom-line is met. The spreadsheet will allow you to input your herd size, production level, and any expansion intentions. After this, you can indicate if you would participate in the program and at what levels. The spreadsheet shows gains and losses with each option chosen. The Dairy Security Act is largely a policy set up to reduce volatility and protect against catastrophic loss to dairy producers. To accomplish this, it likely will be a required management piece to utilize the supplemental insurance offerings or other price risk management applications. The spreadsheet noted is a tool to help producers decide if it’s worth the risk.

The spreadsheet can be found at <http://faculty.apec.umn.edu/wlazarus/tools.htm>. The spreadsheet is the DairyDSA.xlsm tool and contact information will be requested to access the tool. If you do not have a computer or access to the internet, please let us know and we would be happy to assist you in determining where the “rubber hits the road” with this policy and what makes sense in your operation.



Protection – Key To Keeping Markets Open

Ever imagine what it would be like to not be able to ship milk or animals freely. Recent events in the world should give us pause to recognize we always face global issues and potential threats to our food system. For livestock producers, this means reviewing biosecurity practices and activity for all foreign animal diseases (FAD). One FAD that is of particular concern is Foot-and-Mouth Disease (FMD). FMD is a highly contagious viral disease of cloven-hoofed animals. It affects cattle, swine, sheep, goats, deer and other ruminants. Livestock owners fear FMD because it spreads rapidly and causes severe economic and consumer confidence losses, as well as international trade embargoes. A recent case in the country of Paraguay in late September where 1,000 head of cattle were destroyed to stem an outbreak of foot-and-mouth disease is the most recent event and neighboring importing countries immediately banned all imports of beef, pork, and live cattle and pigs. Why is that a big deal for this small country – it is because beef is the number two export and totaled \$650 million last year. Projected industry's losses are now at \$70 million a month. How would that number relate to the Upper Midwest or the United States – definitely a whole lot more?

Traceability is a critical component to reducing the quarantine area, but that is after the situation happens. There are a number of items you are able to do in your biosecurity plan for your operation that is critical to safeguard your business and the marketplace. Things you can do include: developing or enhancing your visitors' policy, setting up farm gate biosecurity protocols, knowing the signs of FMD and other FADs, increasing surveillance and reviewing information about FMD and what may happen if an outbreak occurred. Such steps would reduce the risk of an FAD occurring and increase the success of a response to an outbreak.

1. Develop or enhance your visitors' policy. Visitors can be a route of disease transmission onto your farm. Establishing a visitors' policy for routine and non-routine visitors can reduce your risk from this route of disease transmission. A visitors' policy states what is expected from each visitor while on the premises. A typical visitors' policy might look something like the following:
The health and welfare of our cattle and the safety of the product they produce is of highest priority to us. To help protect our cattle and you, we have developed a visitor policy.

- ✓ **Do not proceed onto facilities if you have been in another country in the past 7 days**
- ✓ If you are coming from another farm, we ask that you do not come in contact of our animals if your clothes are soiled
- ✓ Sign our visitors log
- ✓ Wear plastic boots or clean and sanitize personal boots
- ✓ Please stay out of areas marked employees only or "Disease Prevention Area" (such as our calf housing)
- ✓ Wash hands prior to departure
- ✓ Enjoy your visit

It is important to communicate expectations and at the same time make visitors feel they are welcome, particularly if you provide tours for the public. There is a need to balance the openness of livestock facilities with appropriate, responsible biosecurity measures to reduce risks, knowing we cannot eliminate all risk.

2. Set up farm gate biosecurity protocols. Farm gate biosecurity is exactly what it implies. Biosecurity and traffic control at the farm gate. These practices will reduce the risk of many diseases, including FMD, from entering the farm. Some of these steps also enhance physical farm security. Consider implementing the following farm gate biosecurity plan.

- ✓ A single driveway as entry point to the farm
- ✓ A single designated visitor parking area
- ✓ "STOP" signage at driveway entry, indicating that all visitors must check with management before entering premises and animal facilities
- ✓ Signs and a "guest book" to screen visitors for recent visits to other farms and countries
- ✓ Boot disinfecting station(s), with instructions, plastic boots and a waste disposal container
- ✓ A foreign animal disease outbreak traffic control plan

3. Know the signs of FMD and other FAD's in your animals. Because Foot-and-Mouth Disease is such a dangerous and easily transported disease, it becomes important to understand the signs in livestock. Should you see any unusual signs in your animals, including the following, contact your veterinarian.

Early signs of FMD include:

*Drop in feed consumption and milk production of infected animals.
Elevated temperatures found, especially in young animals.*

Followed by:

Blisters (vesicles) and erosions/ulcers found in the mouth, on the tongue, muzzle and lips, on the teats and around feet.

Excessive salivation and saliva that is sticky, foamy and stringy.

Lameness with reluctance to move

Abortions

4. Increase your surveillance (Be Aware). Surveillance for FADs is essential. Observe your animals daily for early signs of disease, including FMD. Train individuals and employees who work with animals to be observant of signs of illness. If someone notices signs that resemble those of FMD, call your veterinarian immediately or a USDA Health official.

There are four aspects of an FAD outbreak everyone in the dairy and livestock industries should be aware of:

1. What to expect if a FAD outbreak is suspected in a herd.
2. What to expect once a FAD is confirmed in the first herd.
3. What to do and your role if an FAD outbreak occurs anywhere in North America.
4. Traffic control on your farm during an FAD outbreak.

Then: Self-quarantine the farm and immediately implement strict biosecurity practices to prevent any further spread. Quick action will reduce the impact of any FAD such as FMD on the livestock industry. Train your family, neighbors and employees to watch for individuals who look out of place or are doing something suspicious. Having individuals sign in, wear boots and/or nametags will deter many unwanted individuals from entering or walking around your premises.

5. Review information about FMD and other FAD's and what would happen if an outbreak occurred. (Be Prepared). Even with this information many farms will need to begin a planning process which leads to a more structured way to view animal disease prevention and risk management. Further resources about a variety of Foreign Animal Diseases are available online from the Center for Food Security and Public Health at Iowa State University – the website is <http://www.cfsph.iastate.edu>. Good tools and information can also be found at <http://www.cvm.msu.edu/alumni-friends/continuing-education/extension/biosecurity/documents>.

Source for Biosecurity Steps: Dean Ross, Michigan State University Extension

SCC Score – Changing Landscape

As many of you have heard in recent newspaper articles or through articles in Milk Matters, beginning the first of the year (2012) new regulations will be put into place for exports to the European Union. These are implemented through the new Health Certification Program and conditions will need to be met to obtain a certificate for these export sales. These provisions have been noted to the industry in a release by the Agricultural Marketing Service and are noted here:



- Effective January 1, 2012, the U.S. dairy industry must begin the transition to the farm level milk sampling program to verify somatic cell count (SCC) and standard plate count (SPC) compliance with EU regulations.
- AMS, Dairy Grading Branch will continue to accept Certificates of Conformance based on milk sampled at the plant and processed prior to April 1, 2012.
- After March 31, 2012, all shipments of dairy products requiring an EU health certificate must comply with the updated certification program and must be accompanied by an updated Certificate of Conformance.
- The program only applies to companies that are manufacturing products for export to the EU and the producers whose milk they are receiving. Even though this may not involve your plant directly, the byproducts that they sell are likely being used for manufacturing products for export, so there is likely going to be few if any exceptions.
 - The program instructions provide for a level of flexibility (derogation) for farms that exceed EU SCC or SPC requirements, but work toward compliance to ensure that US dairy farmers are not negatively harmed.
- All farms will be given three months to establish an initial rolling three-month means for SCC. Non-Grade A farms will be given two months to establish an initial rolling two-month means for SPC.
- Only milk suppliers, dairy processors, and applicants for EU Health Certificates are responsible for maintaining records to trace their products back one step in the supply chain (toward the raw milk production) for all dairy products/ingredients intended for export to the EU.

How it works:

To obtain this needed average all farms will be given three months to establish an initial rolling three-month means for SCC. Here is an example of this calculation:

- 1.) Determine the farm's somatic cell count for each of the prior two months and the current month.
- 2.) Multiply the three monthly results.
- 3.) Compute the cube root of the result from #2 to obtain the geometric mean. Round the result to the nearest thousand.

Monthly somatic cell count: Geometric mean

Month 1: 400,000	
Month 2: 350,000	
Month 3: 300,000	348,000 for Month 3
Month 4: 600,000	398,000 for Month 4
Month 5: 400,000	416,000 for Month 5
Month 6: 250,000	391,000 for Month 6

If a farm's rolling mean exceeds 400,000, the processor must notify the Agricultural Marketing Service and take appropriate measures to bring the farm into compliance. If a farm exceeds 400,000 for three consecutive months after AMS has been notified, the processor could suspend pick up of milk from that farm, segregate the farm's milk from other milk, or take other actions. Remember, this is a geometric mean calculation, not a simple average so adding up three months and dividing by 3 will only give you the simple average and typically this number is higher than the geometric mean.

New Online Tool Designed to Help Producers with Milk Quality

A new website to help dairy producers improve milk quality has been launched by two professors in the College of Agricultural and Life Sciences at the University of Wisconsin-Madison. Dr. Pamela Ruegg, dairy science professor and Extension milk quality specialist, and Dr. Doug Reinemann, professor and director of the UW Milking Research and Instruction Lab have teamed up to offer updated information and decision-making tools for farmers to manage herd health and milking systems.

The Milk Quality website is located at: <http://milkquality.wisc.edu>

Meet The Member:

Chris & Linda Zimmer
5963 Nelson Road
Glen Flora, WI 54526



Zimmer Family – Chris, Linda, Katie, Christy, Kelli. Not pictured: Geoff

Describe the operation: Zimmer Farms, LLC consists of Chris and Geoff Zimmer, two brothers who were raised in Racine, WI but enjoyed being in a rural farming area by their grandparents in Ladysmith. Chris began farming in the 1991 around Glen Flora and his brother followed in 1997. Chris's wife Linda joined the operation in 2001 and three children followed Katie (9), Christy (7), and Kelli (6). Chris and Geoff do the daily milking chores and all the field work with limited custom crop help. Linda is responsible for the bookkeeping and the finances on the farm. The girls help with calf feeding and milk testing. They milk 80 cows and have 100 young stock. All the calves are raised for replacements in the milking string and steers are sold throughout the year. Corn, oats, and hay are raised on 500 acres to maintain the needs of the operation with some commercial supplies sold.

Reasons for being a part of Family Dairies USA: They joined Family Dairies USA in 2009 because they liked the philosophy of the group and wanted to get more involved in establishing a bright future for farming. They enjoy networking with other producers in the dairy industry and are active participants in the local and district meetings offered as well as serving as delegates and officers in the cooperative divisions. They have utilized the website to place "want ads" and have been integral in promoting the organization to the local community through the co-share program.

Favorites/Hobbies: The family enjoys ice cream, string cheese, and yogurt. You will also not find them running out of white and chocolate milk in the refrigerator either. A new family favorite is Lucy, a 5 month old red heeler who is exploring the farm. For hobbies, Chris enjoys teaching chess to the girls and Geoff relaxes by cutting firewood in his free time. The kids and Linda are involved in Girl Scouts, PTA, and church along with reading and working on the computer.

Glen Flora is located 75 miles northeast of Eau Claire, WI



Family Dairies USA

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Federal Milk Order Market Information: November 2011

Order Name and Number	Upper Midwest Order 30	Central Order 32	Midwest Order 33
Producer Milk (lbs.)	2,697,337,366	1,056,591,282	1,344,979,476
Producer Price Differential @ base zone	\$0.08	-\$0.25	\$0.11
Statistical Uniform Price/cwt @ 3.5% BF*	\$19.15	\$18.82	\$19.18
Class III Price/cwt	\$19.07	\$19.07	\$19.07
Class IV Price/cwt	\$17.87	\$17.87	\$17.87
Component Prices & Test Avg. % aves			
Butterfat/lb.	\$1.951	3.87%	3.79%
Protein/lb.	\$3.234	3.17%	3.23%
Other Solids/lb.	\$0.452	5.74%	5.73%
SCC Adjust Rate/1000	\$0.001		
Producer Milk Classified %:			
Class I	13.50%	36.23%	40.20%
Class II	3.50%	11.15%	15.30%
Class III	80.70%	33.69%	35.10%
Class IV	2.30%	18.93%	9.40%



Dairy Delights

Alphabet Pancakes



- ¾ cup plain yogurt
- ¾ cup milk
- 2 beaten eggs
- ¼ cup butter, melted
- 1½ cups flour
- ¾ tsp each baking powder, baking soda, salt

Directions: In a small bowl, combine yogurt, milk, eggs and butter. In a large bowl, stirtogether flour, baking powder, baking soda and salt. Add yogurt mixture all atonce to dry ingredients, stirring until just combined. (Batter will be thick.) Fillempty ketchup or mustard squeeze bottles with batter. Cut nozzle off toenlarge opening. Heat greased non-stick fry pan over medium heat. Squeeze batter from bottle into fry pan making alphabet letters.Serve with Warm Maple Butter, and fruit or a favorite topping. (If batter is too thick add small amount of milk (start with 1 tsp) to squeezebottle and shake well.) Yield – Two dozen 3-inch pancakes

Here Today... Gone Tomorrow?

I received an interesting article some time ago which pointed out the top 25 things which are likely to become extinct in America during our lifetime. I come back to this list from time to time because there seems to be some truth to that very opportunity – extinction. The author is unknown. At #22, the **Movie Rental Stores**, at #21 **Dial Up Internet**, at #20 **Phone Land Lines** (4 years ago 1 in 6 homes only had cell phones) and #19 **Chesapeake Bay Blue Crabs** – I guess a concern if you like blue crab. *Watch future issues of Milk Matters to follow the list to #1.*

