



Milk Matters

VOLUME 26 • NUMBER 1 • JANUARY 31, 2010

Official Notice of the Thirty-Eighth Annual Member Meeting of Family Dairies USA

Notice is hereby given, by the President and Secretary of Family Dairies USA, a regional cooperative with headquarters in Madison, Wisconsin (the "Cooperative"), pursuant to the Cooperative's Articles of Association and Bylaws and proper actions of the Board of Directors of the Cooperative (the "Board"), that the regular Annual Member Meeting of the Cooperative will convene at 9:30 a.m., Saturday, February 13, 2010 at the Holiday Inn Hotel & Convention Center, 1001 Amber Avenue, Stevens Point, Wisconsin for and in consideration of action upon any and all matters which may lawfully come before said meeting, including but not restricted to:

Report on the amendment by the Board to the Cooperative's Bylaws Article IV, "Locals," Section 3. "Meetings: Election of Officers and Delegates," to subsection (a), which was amended to allow each local to hold an annual meeting not more than one-hundred eighty (180) days before the annual meeting of the Cooperative.

Report on the amendment by the Board to the Cooperative's Bylaws Article XI, "Marketing Agreements and Bargaining Committees," Section 3, "Service Fee for Milk Marketed," which was amended to

reflect that the fee for services rendered by the Cooperative to each member of the Cooperative may be up to two and one quarter cents (\$.0225) per one hundred pounds of all milk marketed at the Board of Directors' discretion.

Report on the amendments by the Board to the Cooperative's Bylaws Article XIV, "Miscellaneous," Section 5, "Disaster Benefits Plan," subsection (d) "General Considerations," subsection (d)(8), which was amended so that the benefit amount may not exceed "\$25,000" per farm per year.

Election of a member to a 3-year term on the Family Dairies USA Board from District 2.

Election of a member to a 3-year term on the Family Dairies USA Board from District 3.

Said meeting will continue until the disposition of all proper business. Dated this 18th day of January, 2010, by: Peter Kleiman, President, and Sharon Laubscher, Secretary.



Scholarship Opportunities

The Family Dairies USA 2010 Scholarship application is now available on line at www.fdusa.org under "Member Services - Scholarship program" or by calling our office at 1-800-525-7704. **Application deadline is June 1, 2010.**

Insurance Advisory Council Scholarship applications are now available. These scholarships are sponsored by WPS Health Insurance and The Insurance Center, Inc (T.I.C) and are made available to Family Dairies USA due to our association with the organization. Contact us at 1-800-525-7704 for this scholarship application. Deadline for this application is March 15, 2010.



2010 Summer Intern Program

Family Dairies USA is looking for interested students for our 2010 Summer Intern Program. **Applications should be submitted by February 28, 2010** and include a resume, letter of recommendation, and a 500 word or less essay on "What are you looking to obtain in an internship program and how will this impact your future career path"? The Summer Intern will have the opportunity to gain a wide range of skills working with our milk marketing program, member service test verification division, and several public relation and administrative duties. Contact us at 1-800-525-7704 to obtain further information on this program.



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Interesting Facts:

▶ Americans eat the equivalent of 10 acres of pizza every day and eat an average of 29 pounds of cheese every year—over a lifetime that's more than a ton of cheese.

▶ Cows can go up stairs, but not down stairs.

Contact Info

Visit us on the web at
www.fdusa.org

Milk Matters

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*The schedule
has been set, so
don't miss out.*



Brian Gould
Associate Professor
UW Madison

Friday, February 12th - 5:00 pm

Topic: Dairy Price Risk and Management Tools

Brian's areas of research expertise include dairy marketing, dairy price risk management, the analysis of U.S. dairy policy and the analysis of food purchases by U.S. consumers. Gould developed and currently maintains the University of Wisconsin Understanding Dairy Markets website that can be found at <http://future.aae.wisc.edu>.



Pete Hardin
Editor "Milkweed"

Saturday, February 13th - 7:00 am

Topic: Dairy Farm Families Biggest Challenges

Pete Hardin is the editor/publisher of The Milkweed which features original reporting and investigative journalism. Hardin started the paper in 1979 and will soon complete 31 years. Pete started The Milkweed, focusing on a subject that gained little coverage elsewhere: milk pricing and milk marketing. Hardin's knowledge of dairy, and his capable contributing writers, combine to make The Milkweed an interesting and informative publication.



Paul Scharfman
President Specialty
Cheese Company

Saturday, February 13th - 8:00 am

Topic: Finding a Niche in the World of Cheese

Paul Scharfman, President of Specialty Cheese Company since 1991 has seen a lot of things over the years in the Cheese business. Specialty Cheese Company produces Just the Cheese brand Crunchy Baked Cheese snacks and Frying Cheeses, Bharatma brand Indian cheeses, La Vaca Rica brand Hispanic cheeses, Rich Cow brand Arabic cheeses, and other specialty cheeses. The firm has 75 employees in three manufacturing plants.



Early Bird Sessions 2010 Annual Meeting

The 2010 Family Dairies USA Annual Meeting being held on February 12th & 13th in Stevens Point, WI will feature some exciting speakers and provide excellent information to members and those attending these unique events.

Dairy Teeter Totter



The December milk production in the United States was down .8 percent over 2008, but the shift in production continues. Recent declines in production has improved milk prices, but the change continues to be slow and likely a greater number of milk cows will need to be removed to balance supply with current demand.

Production per cow in the 23 major States averaged 1,758 pounds for December, 29 pounds above December 2008. The number of milk cows on farms in the 23 major States was 8.31 million head, 206,000 head less than December 2008, and unchanged from November 2009.

Arizona experienced a 10.9% decline, California 4.6% and New Mexico 3.2%. Idaho had just a 0.4% increase and Texas 0.1%. Texas until recently was experiencing relatively strong increases in milk production from both more cows and good production per cow. In December cow numbers in Texas were down 4.4% from a year ago. Michigan continues to show growth in milk production with December production up 2.4% from a year ago and Iowa was up 3.6%, Minnesota up 3.2% for December 2009 over 2008. Pennsylvania's production was up just 0.7% and New York slightly down 0.3% in milk production.

Wisconsin continued its record charge by being up 4.3% in December and ending the year with about 25.2 billion pounds of milk, up 2.9% from 2008 and a new record for the state. The previous record was 25.0 billion pounds set back in 1988. Production got down to 22 billions in 2004, but since then milk production has steadily increased to these new record heights.

The challenges continue in the dairy industry with the recent market fluctuations found in the cheese and milk future markets over the past 45 days, a bit like a teeter totter seeking a balance for survival.



Government Updates

Dairy Advisory Committee Appointed: On December 6, 2009 the Secretary of Agriculture Tom Vilsack announced members of the newly formed Dairy Industry Advisory Committee. This committee will be charged with reviewing the issues of farm milk prices volatility, dairy farmer profitability, consolidation, and fair prices over

the next two years. The committee is to offer suggestions on ways USDA can best address the needs of a struggling dairy industry. Representatives include producers and producer organizations, processors and processors organizations, handler, consumers, academia, retailers, and state agencies involved in organic and non-organic dairy at the local, regional, national, and international levels.

"The members of this committee come from all aspects of the dairy industry," said Vilsack. "Small and large farmers and farmer organizations are represented, as well as other groups from across the industry. This will assure that I hear from a diverse group with the expertise to address the issues and concerns that dairy farmers are struggling with today."

Producer members appointed to the committee are: Erick Coolidge (PA), Timothy den Dulk (MI), Debora Erb (NH), James Goodman (WI), James Krahn, (OR), Edward Maltby (MA), Manuel Souza (CA), Ed Welch (MN), and James Williams (GA). Representatives from the processing industry include: Jay Bryant (VA), Patricia Stroup (CA), Sue Taylor (CO), and Robert Wills. (WI). Members representing state government, retail, academia, and consumers are Rodney Nilsestuen (WI), Robert Schupper (PA), Andrew Novakovic (NY), and Paul Bourbeau (VT).

The committee will hold its first meeting in early 2010. The meeting will be open to the public and USDA encourages public participation. For additional information check the Dairy Industry Advisory Committee website, <http://www.ams.usda.gov/AMSV1.0/DairyAdvisoryCommittee>.

Trans-Pacific Partnership Free Trade Agreement: It's back.....Recent

developments in Washington D.C. has put this agreement back on the front burner and calls to your representatives are critical to urge that the agreement exclude dairy product trade between the United States and New Zealand. The proposed agreement is between the United States, New Zealand, Australia, Peru, Chile, Vietnam, Singapore, and Brunei. In the fall of 2008 we addressed these concerns with representatives and the Midwest Dairy Coalition followed this with a letter to U.S. Trade Representatives in the spring of 2009 While several other agreements are in place with many of these countries independently, this agreement would provide some additional opportunities to access markets. However, since the United States is already New Zealand's top market for dairy exports having exported an average of \$619 million over the past five years and the U.S. having exported an annual average of only \$5 million to New Zealand, according to NMPF information, more access is not needed by New Zealand. With New Zealand's major dairy company controlling 90% of the milk produced in that country, the monopolistic structure of its industry would give it extreme advantages. With a lot to lose and very little to gain, U.S. Dairy Farmers and its manufacturers will suffer if dairy trade is deregulated with New Zealand in this agreement. The time is now to express your concerns and ensure that this agreement exclude dairy trade with New Zealand.



Milk – The Udder Un-Cola

Have you ever imagined what the dairy industry would be like if you were able to convince all school districts in the United States the advantages of putting milk machines in their schools instead of the standard soda machines. Of course, if that happened I suppose they would lose valuable operating revenue that they receive from the soda companies. When schools are entrusted to teach our youth valuable skills that they will utilize now and later in life, one merrily needs to look at the "cola" facts to see that this would be a good place to start at home and at school.



- 1) The amount of acid in diet or regular soda is enough to wear away at the enamel on your teeth over time, causing teeth to become sensitive and promoting tooth decay.
- 2) Most cola's contain phosphoric acid and caffeine which drain calcium out of the bones.
- 3) The caffeine in soda can cause your body to become dehydrated. Thus, when you drink a caffeinated soda to quench your thirst, you will actually become thirstier.
- 4) Regular soda pop is high in calories. A can of Coke contains 10 teaspoons of sugar, which is 100% of the daily recommended value for adults. An 8-ounce soda can typically have 100 to 200 calories. Not only are the calories from soda pop empty of any nutritional value, they also deplete your body of vital minerals.

It looks like "Milk" can help put an "A" on your report card and put success into your school. Consider working on your local schools to promote the advantages of a Milk Machine.



Dairy Delights



Raspberry Swirl Cheese Cake Pie

- 1 pkg. 8 oz Cream Cheese (Softened)
- 1 can sweetened condensed milk, 14 oz
- ¼ cup lemon juice divided
- 1 egg
- 1 premade graham cracker pre-crust (chocolate or regular)
- ½ cup raspberry preserves or jam

Directions: In bowl, beat cream cheese on medium speed until fluffy. Gradually beat in sweetened condensed milk and 3 tablespoons lemon juice. Add egg and beat until combined.

Pour ½ of cream cheese mixture into crust. In small bowl, combine raspberry jam or preserves and remaining lemon juice. Spoon half of raspberry mixture over cream cheese in the crust. Top with remaining cream cheese and follow with remaining raspberry mixture.

Bake at 300 degrees for 50-55 minutes until center is almost set. Cool on wire rack for 1 hour. Refrigerate at least 3 hours before serving.

Recipe provided by Brenda Bricco, Marion, WI

Midwest Winters Challenge Dairy Calf Survival

Calves require more feed as temperatures drop. Making sure calves consume enough feed to meet their maintenance needs and grow is especially important in the winter notes North Dakota State University Extension Service dairy specialist J.W. Schroeder. Without proper winter care, including vaccinations and an increase in available feed, calves can fall victim to poor weight gain, disease and even death.

The amount of energy calves need is temperature-dependent. Once temperatures fall below 60 degrees Fahrenheit, calves start burning extra energy just to maintain their core body temperature. For every 1 degree drop in temperature below 50 F, a calf requires 1 percent more energy. By the time the temperature reaches zero, a calf should receive 50 percent more energy (calories) just for maintenance. A well-managed calf can survive and thrive in cold temperatures.

However, research suggests only 33 percent of dairy producers change calf-feeding practices in cool weather. A good rule of thumb is if dairy producers need a sweatshirt when working around their calves, they need to start thinking about increasing calf rations. If the temperature drops to consistently below freezing, bump rations again.

For example, a 100-pound calf at 50 F requires 1.1 pounds of dry matter just for maintenance. That is equivalent to 8.8 pounds, or about 4.25 quarts, of milk. In the case of milk replacer, that is about 0.5 pound of powder mixed to make 2 quarts. For more information, check out tables for specific milk replacers at www.atticacows.com in the Calf Facts section.

According to David Carlson, technical services manager for Milk Products LLC, Chilton, Wis., the cold-weather increase in energy requirements is particularly stressful for calves younger than 3 weeks of age. They are susceptible to cold stress because they consume very little calf starter and have little to no stored fat from which to draw extra energy.

Weight loss will occur if adjustments are not made to the calf-feeding program. The most effective and practical method to increase energy intake during cold weather is to increase the amount of energy offered through the liquid feeding program. Carlson suggests several options, including:

- Increasing the milk replacer powder mixing rate from 8 or 10 ounces to 12 ounces per 2 quarts of total solution fed twice daily



- Feeding an additional pint to quart of milk or milk replacer solution per feeding
- Incorporating a third milk or replacer feeding during the day Adding a fat supplement (1 to 2 ounces per feeding) to the milk or replacer diet

These options deliver different amounts of nutrients to the diet and have unique considerations for implementation. Producers should work with their nutritionist and veterinarian to ensure the best option for their operation.

Winter housing also can make a big difference in calf-rearing success. A deep bed of long-stemmed straw allows calves to burrow in and preserve body heat. One way to determine proper bedding depth for cold weather is to look at the calf while it is lying down. If you cannot see the calf's feet, then the bedding is deep enough. Most everyone has draft-free housing for their calves, but wet bedding can cause problems. Calves have much greater heat loss through wet bedding, compared with dry bedding. Other practices may include offering warm water two to three times daily to support calf starter intake. As the rumen develops, the calf's nutrient intake and ability to grow and develop immune functions improve. Preventing and treating disease also are important to keep calves thriving.

"Cold weather is stressful for calves," says Tom Van Dyke, manager of Merial Veterinary Professional Services, Duluth, Ga. "That stress leaves calves vulnerable to a host of health problems, including *Pasteurella pneumonia*, one of the leading causes of bovine respiratory disease." According to bovine veterinary practitioners, the most

important diseases to vaccinate against include infectious bovine rhinotracheitis, bovine viral diarrhea, parainfluenza-3 and bovine respiratory syncytial virus. Many herds also will benefit from using a coccidiostat and a vaccine to help prevent *Pasteurella pneumonia* in calves. Producers should watch their calves very carefully for the first sign of respiratory disease.

Disease can progress quickly, and treatment must be done early to be successful. Waiting too long can lead to irreversible lung damage and chronic, or dead, calves. Van Dyke suggests the following guidelines for calf pneumonia prevention:

- Provide well-ventilated facilities
- Keep calves dry and well-bedded
- Feed enough milk
- Avoid nose-to-nose contact
- Keep age groups separated
- Vaccinate dams
- Minimize weaning stress

Van Dyke also advises calves be given a coccidiostat labeled for prevention and treatment of coccidiosis. If not treated 12 to 21 days after infection, coccidiosis causes dramatic clinical signs, such as diarrhea, inability to absorb nutrients, depression, weight loss, secondary infections and sometimes even death. Van Dyke says that once clinical signs of coccidiosis appear, much of the damage already has been done and a preventive strategy is best.

Source: NDSU Agriculture Communication

Silent Auction to be Held to Benefit Educational Programs



Family Dairies USA will again be holding a Silent Auction at the 2010 Annual Meeting held on February 12th and 13th to benefit future Youth Education programs. "Last year's event was so well received and a number of youth benefited from this program in 2009, we are excited to bring this back to our members and appreciate the support the industry is giving to this event", noted David Cooper, General Manager. Consignments to the silent auction are noted below. ***If you are not able to attend the Annual Meeting on February 12th & 13th, but would like to support this worthy cause, please submit bids to fellow members, staff, or contact our office at 800-525-7704 before February 11th. Contact our office for specific details on any auction item you are interested in. Support Youth – Bid Today!***

- \$75 Gift Certificate - **Mills Fleet Farm**
- 12 Month First Class Subscription to Milkweed - **Pete Hardin**
- 30 units of Conventional Dairy Semen (choice) - **Semex USA**
- Canyon Outback Duffle Bag / Weatherproof Jacket - **Winners Circle**
- Day of Golf - Umbrellas, balls, hats, etc - **JP Morgan Chase**
- Grillers Delight - Complete set of grilling tools, apron, oven mitt, and ice chest - **Accelerated Genetics**
- Half n half Commemorative "Cows on Parade", Book, Poster - **Wisconsin Milk Marketing Board**
- Home Décor Signs - **Family Dairies USA Board of Directors**
- Micogen Seed Fall Jacket - **Robert Hanckek**
- NFL memorabilia & Charles Woodson autographed football - **DMI**
- One Night Bed & Breakfast Package - **Radisson Hotel** - LaCrosse, WI
- One Night Stay - **Comfort Inn & Suites**, Madison, WI
- One Night Stay in a Tower Junior Suite (6 Waterpark passes) - **Chula Vista Theme Resort**, Wisconsin Dells, WI
- One night stay with breakfast/brunch for 2 - **Radisson Paper Valley Hotel**, Appleton, WI
- Print - "Under the Autumn Oaks" - **Bonnie Mohr Studio**
- Sampler Basket - **Clifton Gunderson LLP**
- Secure Calf Colostrum Replacer - **Vita Plus Corporation**
- Two containers Udder Comfort Lotion - **Udder Comfort**
- Two Green Bay Packer Football Tickets (Nov. or Dec. game - TBD) - **Chernov, Stern & Krings, SC**
- Two Wisconsin Badger Men's Basketball Tickets - February 21, 2010 - **The Murphy Insurance Group**
- Two year Subscription and 1 Classified Ad - **Wisconsin State Farmer**
- Midwest Hoof Treatment (An Alternative for Dairy Footbath Chemicals) - **Hanckek Animal Care**

Visions of 2009



Members provide school children opportunities to learn about farming



Promoting the Cooperative at industry events



Supporting communities – Cheese donations to Food Pantries



Family Dairies USA sits down with Secretary Vilsack and Industry leaders to discuss improvements for the dairy industry



A full delegation during the Annual Business meeting featuring the unique "Gallery of Cheese"





Family Dairies USA

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Federal Milk Order Market Information: December 2009

| Order Name and Number | Upper Midwest Order 30 | Central Order 32 | Midwest Order 33 |
|--|----------------------------------|----------------------------|----------------------------|
| Producer Milk (lbs.) | 2,698,643,770 | 971,271,984 | 1,390,619,872 |
| Producer Price Differential @ base zone | \$0.08 | -\$0.02 | \$0.14 |
| Statistical Uniform Price/cwt @ 3.5% BF* | \$15.06 | \$14.96 | \$15.12 |
| Class III Price/cwt | \$14.98 | \$14.98 | \$14.98 |
| Class IV Price/cwt | \$15.01 | \$15.01 | \$15.01 |
| Component Prices & Test Avg. % aves | | | |
| Butterfat/lb. | \$1.54 | 3.78% | 3.75% |
| Protein/lb. | \$2.88 | 3.10% | 3.16% |
| Other Solids/lb. | \$0.17 | 5.72% | 5.74% |
| SCC Adjust Rate/1000 | \$0.00 | | |
| Producer Milk Classified %: | | | |
| Class I | 14.50% | 39.28% | 43.60% |
| Class II | 5.20% | 12.75% | 17.40% |
| Class III | 77.50% | 32.37% | 31.70% |
| Class IV | 2.80% | 15.60% | 7.30% |

Calendar of Events

FEBRUARY

2/12-13/10 FDUSA Annual Delegate Convention, Stevens Point, WI

2/23-25/10 Central Minnesota Farm Show, St. Cloud, MN

MARCH

3/1/10 Board of Director Meeting, Madison, WI

3/2-3/10 Eau Claire Farm Show, Eau Claire, WI

3/6/10 Fond du Lac Agricultural Showcase, Fond du Lac, WI

3/29/10 Board of Director Meeting, Madison, WI

3/30-31/10 50th Wisconsin Public Service Farm Show, Oshkosh, WI

3/31/10 - 4/1/10 Central Plains Dairy Expo, Sioux Falls, SD



Welcome...New Family Dairies USA Members

We would like to welcome these individuals and farms that have recently joined the Family Dairies USA family. We look forward to your participation and involvement in the programs and services of your Cooperative where we are DAIRY FARMERS for DAIRY FARMERS.

Mahlon & Katie King (WI)

Adam Bussan (IA)

Alex Schaefer (IA)

Lucas Piotraschke (WI)

Samuel Bontrager (WI)

Damian Ullmer (WI)

R & E Farms, Inc. (WI)

Roger & Nancy Quiring (MN)

Sue Wagner (MN)

Randy & Mark Kisner (WI)

Hansen Family Farms, LLC (WI)