

## NDPO Board Members

### Mike Eby

Chairman of the Board  
Retired --- Pennsylvania  
(717)799---0057  
meby@wdac.com

### Paul Rozwadowski

Vice Chairman  
Dairy Producer --- Wisconsin  
(715)644---5079  
prozawadowski@centurytel.net

### Gary Genske

Treasurer  
Dairy Producer --- New Mexico  
(949)650---9580  
garyg@genskemulder.com

### Pete DeHaan

Dairy Producer --- Oregon  
(503)437---6628  
rcowsgetrdone@hotmail.com

### Bob Krucker

Dairy Producer --- Idaho  
(208)280---1830  
rekkmk@bridgemail.com

### John J. King

Retired --- Pennsylvania  
(717)284---5756

### Tom Montieth

Retired --- Massachusetts



"We pledge to thoroughly and immediately review and study each of the issues that impact the price of milk paid to producers in order to determine and facilitate needed changes that may be required to reach our stated purpose of producer profitability, for now and in the future."

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.

## Producer's Voice

October 2016

[www.NationalDairyProducersOrganization.com](http://www.NationalDairyProducersOrganization.com)

### TO ALL U.S. DAIRY FARMER CO-OP OWNER MEMBERS

The undersigned hereby acknowledges the following:

The purpose of any cooperative organization is to promote the sustainable profitability of it's dairy farmer owner members. Sustainable profitability shall be achieved through the promotion of basic market economics of balancing a milk supply with profitable demand resulting in a price paid for milk greater than the co-op owner members average cost to make the milk. As an existing and/or future member of the management team of this co-op, I pledge to promote the following principles to accomplish the purpose of this dairy farmer owned processing co-op:

1. Accept no non-member milk and sell no member milk, unless the price paid or received is greater than the member dairy farmer's average cost to make the milk.
2. Implement a pro-rata across-the-board reduction in the acceptance of member milk for processing until the milk supply is balanced with profitable domestic market demand, which provides a price greater than the member dairy farmer's average cost to make the milk.
3. Do not own, operate or be involved with any processing facility, make any dairy product or chase any dairy market that will not pay a price greater than the member dairy farmer's average cost to make the milk.
4. Use the National Dairy Producer's Organizations 100 percent USA trademark on all co-op made products to promote U.S.-made dairy farmer milk.



[www.100percentusa.org](http://www.100percentusa.org)

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Print: \_\_\_\_\_

Co-Op Name: \_\_\_\_\_

**Tuesday National Calls:**  
**8 PM East – 5 PM West**  
**Live Calls:**  
**(712)775-7035**  
**Recorded Calls:**  
**(712)775-7039**  
**Pin: 330090#**

**OFFICE 949-375-4450 • FAX 949-650-9585**

# NDPO SHOUTS: ‘MAKE OUR CO-OPS GREAT AGAIN’

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NDPO is a national producer organization focused specifically on dairy producer profitability and call for profitable policies to be put in place. NDPO president, Mike Eby, is a retired Pennsylvania dairy farmer who sold his cows in April and now spends much of his time advocating for grassroots dairy producers.

“Transparency is one of our key issues,” said Eby to the group of dairy farmers who gathered by NDPO’s exhibit area at Ag Progress Days an hour after the hearing concluded.

“We are also working on supporting grassroots dairy producers who want to run for elected seats on their cooperative boards. It is time to take our co-ops back and focus on milk marketing that is profitable for the dairy farmer,” Eby said, adding that he views the late Zachary Meck as “my hero.” Zach ran for, and nearly won, a seat on his cooperatives board even though he was a young man who sought election on his very own by first becoming a delegate and running a board campaign that included talking to neighbors, sending letters to fellow co-op members and attending any dairy producer function he possibly could to talk about the future with his peers.

“We (NDPO) want to support you as dairy farmers to run for board seats so we can bring more transparency to our cooperatives and bring profitability back to the dairy farm level.” Said Eby, “We believe that a dairy co-op’s first priority should be the profitability of milk payment at the farm level. The best way to help our efforts to support transparency, to support HB 1265 and to renew dairy-producer leadership at the cooperative level is to get involved. Become a member of NDPO, follow our newsletters and information in the farm news, and tune into our open liver conference call every Tuesday evening at 8:00 P.M eastern time (712-775-7035, pin number: 330090).”

Eby said further: “Running a co-op is not a spectator sport. We want to urge fellow producer membership in NDPO and for our members to go to their cooperative leadership with a four-point request to put the focus back on profitability at the farm level,” he said. “We are setting up a framework for dairy producers to do this, to make our co-ops great again. For those who are feeling the call to be even more active, consider running for a seat on your co-op board, and we (NDPO) will support you.”

Eby Urged producers to visit [www.NationalDairyProducersOrganization.com](http://www.NationalDairyProducersOrganization.com) for specifics on the live weekly conference calls, recorded previous calls, downloadable newsletters, information about the 100% USA trademark promotion, membership information and more.



# NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.

## Membership/Assessment Application for The National Dairy Producers Organization, Inc.

Patron Name		Patron/Producer Number	
Address			If organic, check here
City	State	Zip	# of Acres
Phone	Email Address		# of Cows
Processor Name/Dairy Plant/Marketer Name			Phone
Address			
City	State	Zip	

Under National Dairy Producers Organization, Inc. bylaws, your contribution is considered your membership dues. The dues cannot be raised without your consent. This agreement gives the National Dairy Producers Organization, Inc. permission to use your money to accomplish the specific work of the organization, under direction of the board of directors on behalf of its members so as to help all dairy producers achieve and maintain a profitable price for all milk regardless of its use, or the city, state or region of the country in which milk is produced.

Complete, sign, then mail or fax to:

**National Dairy Producers Organization  
C/O Gary Genske, Treasurer  
3187 Red Hill Ave., Ste. 110  
Costa Mesa, CA 92626  
Phone: 949-650-9580 Fax: 949-650-4490**

Please initial one of the following:

- 1) \_\_\_\_\_ I hereby authorize \$.01 (one cent) per hundredweight (CWT) plus \$20 per month assessments to be withheld from my monthly milk settlement payment and remitted to the National Dairy Producers Organization, Inc. at the above address, or
- 2) \_\_\_\_\_ I pledge payment of \$.01 (one cent) per hundredweight (CWT) plus \$20 per month to be paid by our dairy check and remitted to the National Dairy Producers Organization, Inc. at the above address, or
- 3) \_\_\_\_\_ I am a former dairy farmer and want to be a member of the National Dairy Producers Organization, Inc. and hereby pledge payment of \$80 for the annual membership dues to be remitted to the above address.
- 4) \_\_\_\_\_ We are a vendor to the dairy industry and wish to become an associate member and pledge payment of \$250 for annual membership dues to be remitted to the above address.

As of this date, this assessment request shall become effective and shall supersede prior National Dairy Producer Organization, Inc. assessments, if any.

Sign: \_\_\_\_\_ Effective Date: \_\_\_\_\_  
The National Dairy Producers Organization, Inc. is a 501(C)(5), a not for profit organization.



National Dairy Producers Organization  
1835 Newport Blvd., STE. D-263  
Costa Mesa, CA 92627

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### **To all U.S. Dairy Farmer Co-op Owner Members**

If you care about your profitability, please have each of your co-op Board member representatives sign and implement the attached on page 1 of this newsletter. Any Failure to sign the Pledge should result in an immediate re-call of your Board member representative with a replacement representative who will sign the Pledge.

### **Pricing Decisions**

All companies make pricing decisions based on supply and demand. Supply is the determinator of price. Dairy farmers can control the milk supply and therefor the milk price. U.S. dairy farmers will be rewarded with a profitable price for milk when they exercise a little supply discipline and balance the milk supply with profitable demand.

### **The solution is so simple.**

Tom Gallagher, CEO of Dairy Management Inc. (DMI) states in his article in the June 2016 issue of Dairybusiness & Holstein World that “Yes, milk is in such short supply that the average food bank client is only able to get one gallon a year...and it is the definition of “unmet demand”. Obviously, Tom is not concerned about the U.S. dairy farmer or he would be addressing PROFITABLE demand for milk not UNMET demand. The reason DMI and co-op management never have to worry about PROFITABLE demand is they simply take THEIR PROFIT right out of the dairy farmers pocket. So long as there are dairy farmers willing to make milk and provide it at a loss for themselves BUT at a profit to processors and retailers Tom and his kind, feeding off the dairy farmer, will be happy. It is time for a few happy and PROFITABLE dairy farmers!! Join NDPO now!

### **Restraint:**

TODAY, September 28<sup>th</sup>, 2016

OPEC has agreed to restrain output. Price of oil soars based solely on the agreement even without actual restraint.

TOMORROW?

U.S. dairy farmers agree to restrain output. Price of milk soars based solely on agreement even without restraint.