

NDPO Board Members

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Dairy Producer --- New York
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"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."

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

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.



Producer's Voice

July/August 2017

www.NationalDairyProducersOrganization.com



The National Dairy Producers Organization (NDPO) purpose is to preserve as many of the remaining US dairy farmers as possible by promoting dairy farmer profitability.

All dairy farmers who want sustainable profitability must accept the fact that the milk supply determines the milk price and since only dairy farmers make the milk, only dairy farmers can create a profitable milk price.

Rather than oversupplying the milk market with maximum milk supply and receiving an unprofitable price, the US dairy farmer must start sending the correct milk supply to the market --- a supply matching profitable demand such that the resulting profitable milk price results in sustainable dairy farming.

NDPO's supply management plan is simply for the majority of US dairy farmers to SHARE in reducing the milk supply through their existing dairy farmer member owned co-ops, which together handle 80% of this country's milk, until the milk supply is balanced with profitable demand yielding a milk price greater than the cost to make the milk.

The management of dairy farmer owned co-ops everywhere in the U.S. should implement the following:

- (1) Accept no non-member milk and sell no member milk, unless 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 NDPO "100% USA MILK" trademark on all co-op made products to promote U.S. made dairy farmer milk

By implementing NDPO's policies most dairy farmers would receive a profitable price for milk from complying with basic market supply/demand economics rather than suffer continuing losses from oversupplying the market.

DAIRY FARMER – SUPPORT YOURSELF

As Midge Decter once put it, "You have to join the side you're on." It is time for the remaining U.S. dairy farmers to implement the policies of NDPO which will prevent a damaging surplus of milk production which depresses milk prices and causes financial loss and reduction in the number of U.S. dairy farmers and will preserve as many U.S. dairy farmers as possible regardless of size and location and will help the U.S. feed its citizens with a secure, diversified, national milk making industry. So again, JOIN NDPO TODAY FOR A PROFITABLE TOMORROW. The milk you make can be an economically viable, profitable product. NDPO has the co-op policies that will achieve dairy farmer profitability.

LIKE US ON FACEBOOK! "NATIONAL DAIRY PRODUCERS ORGANIZATION"
TO FOLLOW IMMEDIATE PRESS RELEASES.

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

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.

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

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 check and remitted to the National Dairy Producers Organization, Inc. at the above address, EXAMPLE: monthly production of 100,000lbs = 1,000 cwt x \$.01 = \$10 assessment plus \$20 membership fee = \$30 monthly, or
- 3) _____ I pledge \$_____ per month to be paid by check and remitted to the National Dairy Producers Organization at the above address, or
- 4) _____ 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.
- 5) _____ 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, INC.

Should Co-ops serve its members or its customers?



“No man can serve two masters: for either he will hate the one and love the other; or else, He will hold to the one, and despise the other.”

Matthew 6:24

3187 RED HILL AVE. #110. COSTA MESA, CA 92626

OFFICE: 92626 949-375-4450 • FAX 949-650-9585

National Dairy Producers Organization offers incentive to improve milk quality

The National Dairy Producers organization (NDPO) will offer members vendor sponsored financial incentives to improve milk quality, according to Mike Eby, the organization’s board chairman.

NDPO members selling milk cows for beef will receive \$250 for each culled cow with a history of producing milk with a somatic cell count (SCC) exceeding 400,000 cells per milliliter (cells/mL). The program is not designed to be a herd buyout, but rather to remove problem cows, Eby said.

The pilot program is open to NDPO members. Incentive applications will be included in organization newsletters and posted on the NDPO website. Applications must be submitted to NDPO’s California office. Most recent DHIA herd test results and proof of sale receipt will be required for verification.

The program is funded through agribusiness wanting to assist in improving U.S. milk quality. Funding is limited, with a business’s funding reserved for participating dairy farmers in that state. You can sign-up for this refund on page 4 of this newsletter.

In addition to removing the lowest quality milk from the market, Eby said the program will help bring U.S. milk supply in a better balance with demand.

SCC levels measure dead white blood cells in milk, an indication of mammary gland infections. Cows with lower SCC milk reflect superior cow care and animal welfare, according to Eby. Lower levels of somatic cells also indicate higher quality milk and improve cheese yield and dairy product taste and shelf life.

The current maximum SCC allowed to market milk in the U.S. is 750,000 cells/mL. A proposal to lower that threshold to 400,000 cells/mL is being considered during the 36th National Conference on Interstate Milk Shipments (NCIMS), scheduled for May 12-17, in Grand Rapids, Michigan. For more information, contact the National Dairy Producers Organization, 3187 Red Hill Ave., Ste. 110, Costa Mesa, CA 92626; Phone : (949) 650-9580 or contact Mike Eby, Chairman NDPO at 717-799-0057, or mikee@ndpo.us

The Past:

20 years ago there were over 100,000 dairy farms in the U.S

The Present:

Today, there are only around 40,000 dairy farms remaining and this number is dropping fast for in 2016 alone, the average U.S. dairy farmer lost about \$250/cow, or about \$2.3 billion and this did not account for the loss of any needed profit to stay in business.

Why?

Too many dairy farmers? **NO!** Too many milk cows making too much milk in excess of profitable demand? **YES!**

Two Possible Futures:

Future A: (1) continue with existing co-op management policies of maximum milk production yielding the cheapest milk possible for maximum processor management profit and continued dairy farmer loss. (2) End up with 1,300 to 1,900 milk making enterprises of 3,500 cows per enterprise located in a handful of locations (See Jack Britt article, Hoard’s Dairyman, April 25, 2017 issue)

Future B: (1) Replace existing co-op management policies with those that recognize that the milk supply determines the milk price and will promote sending the correct milk supply to the market resulting in a profitable milk price for most dairy farmers
(2) End up with as many existing dairy farmers as possible of all existing sizes and locations, preserving a secure, diversified, national milk making infrastructure.

DAIRY FARMER – It is your choice – FUTURE A OR B

If you share in properly managing the milk you make and properly manage your dairy farmer owned member cooperatives, you could not only survive but prosper.

NDPO has the co-op policies that will achieve dairy farmer profitability for as many as possible. NDPO can help you prosper, but NDPO cannot achieve profitability for you. Only you can do that because only you make the milk supply that determines the milk price. It is up to dairy farmers to help themselves – you have no mythical savior. NDPO can be the dairy farmer vehicle for survival and prosperity. Join and implement the policies of NDPO today for a profitable tomorrow.



NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.
CULL COWS PROGRAM



Name
Farm Address
Farm Telephone #
NDPO Member? Check box Yes
Cow Identification #/ Name
SCC of Cow
Please attach a copy of a check from sales barn and a copy of DHIA sheet verifying/highlighting cows name and/or number

Goal . . .? High Quality Milk.

Incentive of \$250 for each milking cow culled for beef with 400k + SCC milk (Limitations Apply)

NDPO's milk quality program will not only benefit all dairy product consumers, but will also benefit the dairy farmer by better balancing the milk supply with profitable demand.

Sign: _____ Date: _____

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