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### Tom Montieth

Retired --- Massachusetts

### Greg Millick

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

May/June 2017

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



President Trump says Canada has done some "very unfair things" to U.S. dairy farmers. *REALLY?* Canada has merely adopted Trump's motto of "America First" by implementing policies that put Canada's dairy farmers first.

Isabelle Bouchard, director of government relations for Dairy Farmers of Canada, correctly explains "Both the U.S. and world dairy markets are currently over-saturated, which has led to low prices at the farm gate and a lower price received by the producers. Simply put, in the U.S. and around the world, too much milk is being produced. By contrast, in Canada, supply management -- literally matching supply with demand --- avoids over-production and reduces the impact of devastating market fluctuations such as those the U.S. is currently experiencing. We are a nation of 36 million people, less than the population of California. We are not a dumping ground for the U.S."

Let's destroy the Canadian dairy farmer so say the International Dairy Foods Association (IDFA), National Milk Producers Federation (NMPF), National Association of State Departments of Agriculture and the U.S. Dairy Export Council (USDEC) in their appeal to President Trump.

The above organizations are demanding that the milk supply regulations implemented by the Canadian people to preserve Canadian dairy farmers and the Canadian milk producing infrastructure and Canadian's ability to feed themselves be dismantled so that U.S. processors and retailers can sell surplus cheap milk products into Canada and destroy the Canadian dairy farmer.

INSTEAD of seeking the destruction of more dairy farmers, the above named organizations should concentrate on preserving as many of the remaining U.S. dairy farmers that they can, and preserving the U.S. milk producing infrastructure and the U.S.'s ability to feed itself by helping the U.S. dairy farmer balance the U.S. milk supply with profitable demand so that the U.S. dairy farmer can receive a price for milk greater than the cost to make it.

As Mark Klompfen, CEO and President of United Potato Growers of America stated, "Oversupplying the market kills price, while undersupplying the market can raise price beyond the consumer's ability to buy. Hence, THE VALUE OF CORRECTLY SUPPLYING THE MARKET CANNOT BE OVERSTATED."

The milk supply determines the milk price and dairy farmer profit or loss. Tim McMillan, representing the Southern Peanut Farmers Federation has recently said "We do not plant based on farm policy. It's the market, and the demand and the supply is in good shape right now".

Rather than sending a maximum milk supply to the market and receiving an unprofitable price, the U.S. dairy farmer must start sending the CORRECT MILK SUPPLY to the market --- a supply matching profitable demand such that the resulting milk price results in sustainable dairy farming.

The continued loss in the number of U.S. dairy farmers down to a handful of large milk making enterprises located in only a handful of locations is NOT sustainable agriculture.

Preserving our remaining dairy farmers and nationwide milk producing diversification, promotes competition which in turn improves product quality, access to local milk products and preservation of infrastructure supporting jobs and the local economy.

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.

## In Response to NMPF



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

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In the April 7, 2017 issue of FARM SHINE, Jim Mulhern, President, CEO, National Milk Producers Federation (NMPF) blames Congress for enacting the Margin Protection Program which NMPF supported some years ago. Mr. Mulhern now claims NMPF has got it right, recommending changes in four key areas. Really? Very few dairy farmers will believe that. Mr. Mulhern complains that the budget tail is wagging the dog, which is not what farmers need and deserve. Really? NMPF's solution to help dairy farmers is for the government to spend more money on a safety net that will NOT save anyone. Unfortunately, it's the management of dairy farmer owned co-ops and NMPF that is wagging the tail of destruction for the U.S. dairy farmer, which is NOT what dairy farmers need and deserve. If the co-op management and NMPF did more than just promote their own self-interests and actually did their job for the U.S. dairy farmers, dairy farmers would have NO NEED for Congress, a farm bill nor a safety net. According to University of Wisconsin-Madison dairy economist Bob Cropp, it only takes a 3% milk surplus to cause a \$10/cwt milk price at the farm gate, but he says, a 1% milk surplus will generate a \$25/cwt milk price. Therefore, if the policies of the National Dairy Producers Organization (NDPO) were to be implemented by dairy farmer owner member co-ops, and they reduced their milk intake on a pro-rata, across-the-board basis among all sources of their milk intake by 2%, we would have many PROFITABLE surviving dairy farmers. BUT existing co-op management will NOT so benefit the co-op dairy farmer member because existing co-op management are NOT concerned about the unprofitability and loss of co-op dairy farmer members. Existing co-op management are ONLY concerned with more and more and cheaper and cheaper milk to increase sales and processor and management income no matter how great the loss the co-op dairy farmer members suffer. The milk supply determines the milk price and dairy farmer profit or loss. Sending the correct milk supply to the market -- a milk supply matching profitable demand such that the resulting milk price is consistently positive for the dairy farmer -- is NDPO's policy and should be the purpose and policy of the management of every dairy farmer owner member co-op. The continuation of existing co-op management and policies will ONLY yield the destruction of almost all the remaining dairy farm families and leave only a few remaining last standing huge, corporate milk making enterprises. NDPO has a voluntary, non-governmental, market responsible policy where all U.S. dairy farmers share in the balancing of the U.S. milk supply with U.S. PROFITABLE demand.

It can be done.

bekrucker@gmail.com

### Warning!

U.S.D.A.'s Cold Storage report puts American cheese inventory UP 11% above a year ago.

Butter is UP 12% above a year ago.

Milk is being sold for as much as \$5/cwt below class, i.e.

For Class III --- \$10/cwt.

For Class IV --- \$9/cwt.

For U.S. dairy farmers who cannot PROFITABLY make milk at \$9/cwt -- \$10/cwt, they better join NDPO, share in the culling of some cows, and balance the milk supply with profitable demand. Dairy farmer, it is your milk and your co-op, but you have no future *UNLESS* you start properly managing both.

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

Name	Patron/Producer Number		
Address	<b>If organic, check here</b>		
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, 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 our dairy 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.

# 400,000 SOMATIC CELL??

Milk quality is determined by measuring Somatic Cell Counts (SCC).

Cows with lower SCC milk produce better quality milk and better quality dairy products.

NDPO encourages U.S. dairy farmers to produce the best quality of milk by giving dairy farmers an



## 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.



# CULL COW \$250



### NDPO

3187 Red Hill Avenue, Ste. 110

Costa Mesa, CA 92626

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

### AGRI-BUSINESS FUNDED

OFFER AVAILABLE ONLY TO  
ACTIVE NDPO .01/CWT  
ASSESSMENT MEMBERS



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Costa Mesa, CA 92626