

## NDPO Board Members

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### Aaron DeBoer

Dairy Producer -- Washington  
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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 2018

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



### INDIVIDUAL AND CO-OP THINKING MUST CHANGE

Dairy farmers can be an independent lot with a tendency toward competitive, selfish autonomy. For NDPO's policies to flourish and preserve as many existing US dairy farmers as possible, there needs to be an individual and internal shift from dairy farmer individualism to self-discipline and team, communal responsibility.

NDPO believes that the vehicle for promoting this communal responsibility should be the many dairy farmers' member-owned co-ops which have most U.S. dairy farmers as members and handled 80% of U.S. milk.

HOWEVER, the existing co-op goals and/or management must be changed to ones that benefit co-op dairy farmer members, not just co-op management.

Existing co-op management have encouraged and accommodated a milk supply in excess of profitable demand, allowing management to profit on every hundredweight of milk marketed while dairy farmer co-op members have mostly lost money on every hundredweight of milk marketed.

The co-op dairy farmer member owners have for too long allowed themselves to become helpless serfs to co-op mismanagement and need to now move from helpless to controlling their own co-ops and change their co-op goals and/or management with those that will benefit dairy farmer members instead of destroy them.

The milk supply determines the milk price and dairy farmers determine the milk supply.

Together, most U.S dairy farmers can survive and prosper by joining and implementing the policies of NDPO, balancing the milk supply with profitable demand and promoting their milk with NDPO's 100% USA milk trademark.

By implementing NDPO's policies, dairy farmers 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 send the correct milk supply to the market and will provide a profitable milk price for most existing U.S. dairy farmers and preserve as many U.S. dairy farmers as possible regardless of size or location.

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.

## COMMENTS – NDPO RESPONSES



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

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Mike Evanish, Manager MSC Business Services, Pennsylvania "It is not so much about the price being paid for milk." WRONG - It is all about the price paid for milk.

Roger Johnson, President, National Farmers Union - The solution to significant financial strain due to years of depressed prices is improvements to the farm safety net. WRONG - U.S. dairy farmers need to start complying with basic market economic policies and start balancing the supply of milk with profitable demand.

Jim Dickrell, Farm Journal's MILK, May/June 2018 issue, correctly identifies the reason for the unprofitable price for milk - a 70% increase in milk made over the last 50 years (exceeding profitable demand).

Sue McCloskey, partner with husband in their Indiana dairy farm with 35,000 cows and founder of Select Milk Producers - the 8th largest dairy farmer cooperative in the U.S., just says be better. (Farm Journal's MILK, May/June 2018 issue) YES, what U.S. dairy farmers need to be better AT is managing the milk they make so that it is balanced with profitable demand. We do not need to be better at making more milk.

Krista Stauffer, a young Washington dairy farmer, looks at our failed dairy farmer member owned co-ops and asks "...if there isn't a better way... isn't it time we try something different?" YES, THERE IS A BETTER WAY.

Tim Jagielo on May 15, 2018 in Michigan Environment Watch quotes Ernie Birchmeier, Michigan Farm Bureau livestock dairy specialist, that "Somebody's out there producing that food, and it's important that that food stays profitable so they can continue to produce it." YES, WE CAN MAKE PROFITABLE MILK.

"The problem in dairy has always been about supply and demand, and no one has been willing to clamp down on supply. When your gas tank is full, do you stand there running it on the ground or do you pull the nozzle out? Someone better figure out how to pull the nozzle out", Mike Dolloff, Springfield Vermont dairy farmer. YES, NDPO KNOWS HOW TO PULL THE NOZZLE OUT.

"We have to have a market mechanism that works for them. If they go into business and are efficient, farmers need to get a reasonable price. Failure to do that creates a dynamic where mega-farms are going to be the only survivors." Rep. Peter Welch, Vermont. YES, YOU DAIRY FARMER CO-OP MEMBER OWNER, have the market mechanism -- it is called your co-op.

Five eastern Canadian provinces, which produce 75% of Canada's total milk supply, implement a 1.5% milk production reduction to better balance the Canadian milk supply with profitable demand. U.S. dairy farmer member owned co-ops, which handle 80% of the U.S.'s total milk supply should also implement NDPO's pro-rata, across-the-board reduction in the acceptance of milk for processing to better balance the U.S. milk supply with profitable demand.

In 2001, the Deputy Administrator of the USDA Rural Business- Cooperative Services set out the cooperative norms and characteristics of agricultural cooperatives as being user-ownership and user-control and benefits flowing to the users.

DAIRY FARMER:

The existing management of U.S. dairy co-ops manage milk for management's benefit, NOT the dairy farmer member owner's benefit.

There is an alternative to your mismanaged co-ops and "dairy representatives" that simply take your milk and money.

ONLY dairy farmers make the milk that floods the market that you are now drowning in.

The management of every dairy co-op is failing its members by encouraging and accommodating maximum, excess milk production rather than disciplined milk production that is balanced with profitable demand.

The management of every dairy co-op is failing to achieve YOUR co-ops purpose, which is to BOTH pay to its members a milk price greater than the member dairy farmer's average cost to make the milk AND profitably sell any products made with member milk and share these profits with the co-op members.

YOU, dairy farmer co-op member owner, can implement NDPO's co-op management policies, share in balancing the milk supply with profitable demand, receive a profitable price for your milk and preserve as many existing dairy farm families as possible.

## 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  
3187 Red Hill Ave. #110  
Costa Mesa, CA 92626

### Press Release

NDPO board member Greg Millick along with his wife and children own and operate Golfcrest dairy in Denmark, NY. They milk 80 cows on the farm where they are the 5th generation to operate. Greg was raised on his family farm that his sister and brother in law currently own. After high school, he worked for Genex cooperative for 12 years CRV USA for 2 years breeding cows around the Lewis county NY area before purchasing his wife's family farm in 2013. Being a beginning farmer, Greg states that one of the hardest parts of starting up in the dairy industry is having the debt load of real estate, cattle and machinery with little equity and low milk prices. "I want every farmer to remember that they are running a business, and if we just focus on cutting costs and being as efficient as you can,



but are not involved in trying to get paid more for the product you make you can only go so far. Income has to be the number one thing on everyone's mind, how do we raise income and get the full value for our product. Greg serves as a director for the Lowville producers dairy coop and is a member of the Lewis county NY farm bureau board. He and his wife were awarded the 2018 Lewis county outstanding young farmer award earlier this year, their farm has been awarded the super milk and dairy of distinction awards as well. Every farmer needs to be involved in some aspect in the marketing of their milk, whether it be on a coop board or just asking questions to board members and making your voice heard.