

the Integrity

Magazine of the Western Organic Dairy Producers Alliance (WODPA)

WODPA Announces 11th Annual Fall Conference and Organic Trade Show Wednesday and Thursday, October 26-27, 2016

WODPA's Annual Fall Conference and Trade Show will take place October 26 and 27, 2016, at the Great Wolf Lodge, 20500 Old Highway 99, SW Centralia, WA 98531.

This conference has grown tremendously over the last few years. If you haven't been attending, come and experience what you have been missing. If you have been attending, come again and reconnect. Please see our website, www.wodpa.com, and the back page of this issue of the Integrity for registration information.

All registered attendees are cordially invited to attend the welcome reception on Tuesday, October 25, from 6:00 p.m. to 8:00 p.m. in the Northwest Territory Ballroom. The reception will feature mouth watering appetizers, thirst quenching drinks and mind stimulating conversation.

Obtaining and maintaining a sustainable farm gate price is a hot issue for producers. This conference will feature two educational sessions and a producer's only meeting addressing what's needed to obtain and maintain a sustainable farm gate price.

The two day event will also feature 5 additional educational sessions, a farm tour, a trade show, hot topic updates, a National Organic Program update, Board elections, and time to network.

Elections

WODPA is an organization **of, for and by** organic dairy producers. To proactively address the most important issues facing our industry and your family dairy business we need your help. A valuable and rewarding way to help is to actively serve as an officer or a director.

Elections will be held for President, First Vice President, and Second Vice President. We will also be electing Directors, as State Representatives, for the States of Arizona, Colorado, Nevada, Oregon, and Utah. **Producers may self nominate.** Producers interested in running for any of the positions should notify Mario Avelar, Nominations Committee Chair, at 707-496-2955 or Ward Burroughs, Committee Member, at 209-678-5967. Job Descriptions for President, First Vice President, Second Vice President, and Board of Director can be found on our website at www.wodpa.com. You can also obtain them via email by contacting Richard H. Mathews at rhmathews51@comcast.net or 717-457-0100. You can also call or email Richard, should you have questions about any of the positions.

Educational Sessions *(Speaker profiles occur later in this article.)*

Keynote: Sustaining/Maintaining a sustainable farm gate price: Mr. Trevor Hargreaves, British Columbia Dairy Association, and David Janssens, organic dairy producer and BCDA Director, 8:30 a.m. Wednesday.

Environmental issues facing dairymen; Why attacked, How attacked, How to defend, How to avoid: Mr. Jay Gordon, Director, Policy & Government Affairs, Washington State Dairy Federation; Ms. Ginny Prest, Program Manager, Dairy Nutrient Management, WA State Department of Agriculture; and Ms. Heather Bartlett, Program Manager, Water Quality, WA State Department of Ecology, 11:15 a.m. Wednesday.

USDA/NOP Update: Devon Pattillo, Materials Specialist, Standards Division, National Organic Program, 1:15 p.m. Wednesday.

Robotic milking, enjoy the benefits, secure your future: Dr. Francisco Rodriguez, DVM, DeLaval North America, 1:45 p.m. Wednesday.

Austin Family Farm introduction: Jim Austin, Austin Family Farm, Oakville, Washington (The Austin Family's cows are milked robotically), 2:10 p.m. Wednesday.

Successfully raising organic calves: Dr. Sarah Slaby, DVM, Dr. Sarah's Essentials (This session will cover clostridium,

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President's Message

Greetings,

Summer is over; fall is here! All the crops should be in by the end of October; just in time for WODPA's conference Oct. 26 and 27. At least there seems to be plenty of feed, whether purchased or home grown feed. Total organic dairy product sales are up almost 7% over last year!



That being said, we're still waiting for rulings on the "Origin of Livestock" and "Animal Welfare". Both of those rulings may really help our over supply issues. Fixing the supply issue would be a side benefit. Personally I don't think that milk supply or size of farms matters. It's the integrity of the word "Organic" that I try to follow. Continuously transitioning heifers or tying cows up on chains is not what the consumer has pictured in their minds. If it is decided that transitioning heifers continuously and chains are "Organic" then let's go with it. Either way we need to get the rulings out and move forward, being in limbo is frustrating.

Sometimes I wonder if any lessons were learned a couple of years ago! Organic milk farm gate prices were way too cheap. Milk became short, way short. Today we're long, not sure how long. For some of us pay prices are down or have crashed. We're all as strong as the weakest link! Will milk be short again within a year? Possibly, that is unless the "imported" word comes to play. Imported is definitely not your "local" or "regional" supply.

In my last message I spoke about supporting family farms, family processors, and family retailers. I hold fast to my opinion. We've all seen in the conventional world how being part of the global commodity business has worked for them. A commodity will always have commodity prices! If you own, supply, sell, purchase, advertise globally; you're in commodity business in my opinion. Remember the slogan, Milk is Milk? Same as Organic is Organic; makes for cheap prices.

On a brighter note...Why do we do what we do? We also grow some organic beet seed. We plant seedlings (little plants); most people plant bulbs. For some reason seedlings only work organically on some varieties! They're thinking that it must be a herbicide or pesticide that basically kills off the speedlings that are used in conventional farming.

Thanks

Andrew Dykstra,
President

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First Vice President's Message

Are you happy with where our organic dairy market is heading?



Maybe you are and that's great! Maybe you aren't and that's cause for concern.

Either way, we as organic dairy producers in the Western U.S. should be getting together on an annual basis to discuss the issues that impact our operations the most. WODPA provides that opportunity

to you every year at our Annual Conference. Our 2016 conference will be held at the Great Wolf Lodge in SW Centralia, WA on October 26th and 27th. It doesn't matter who you sell milk to from your farm. WODPA is made up of organic dairy farmers in the West that sell milk to most organic dairy buyers in the U.S.

Besides the usual discussions between dairy producers having to do with operational issues of a dairy – Cows, Pasture and Feed Quality, Labor, Equipment, etc. – we also need to address the external challenges that can and do affect us every year. I suggest we put our “business” hats on for at least of couple of days a year to address the other threats to your farm's sustainability in the future. We are Organic producers following Organic practices and most of us are good stewards of the land and our animals. That's one aspect of keeping your farm physically sustainable; good for the planet, good for the animals, healthy for the people.

The second and equally important aspect of keeping your farm sustainable is dealing with new threats from various sources that can dramatically impact your organic dairy.

As you know, we have numerous external challenges that can affect our farms every year – new environmental regulations, new and changing organic regulations, efforts by industry trade organization's to grow the organic business at all costs, recent farm gate pay price fluctuations, tightening credit market, extra supply in a growing market (what fuels that and why), the commoditization of organic milk, labor shortages and costs, and the list can go on. You get the picture. These things are real and are happening while you milk your cows. WODPA is the avenue for you to impact your future in a positive way, while you milk your cows.

Do you want to have a say in how the above threats will affect you? Do you want to provide input on the issues that are already in process and are planned for the future? Than take the step, come to the conference and speak up

and get involved. **WODPA is the only organic dairy organization that works only for producers, on things that affect producers.** In 2012, when I realized this, I got involved with WODPA because I didn't want to leave my future in someone else's hands. Since then, I have served as a Board Member from Idaho, and for the last 3 years as the 1st Vice President.

I really hope that you think about both aspects of your farm's sustainability – the physical Organic share and the External challenge share. Both shares are of great significance to your success in the future. We'll see you in October.

Here's to your good health and happy cows...

Sean Mallett

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Executive Director's Message

It seems my last message hit a nerve. This is not us-versus-them. Standing up for dairy farmers, I merely stated the facts and called on processors to correct course. The mess the industry is in is not the fault of the hard working honest dairy farmer.



I have been asked, how do we solve the problem of low cull cow prices, oversupply, declining farm gate price, and the request to cut production? To answer that question and its component parts,

we first need to look holistically at the organic dairy sector and the external factors impacting organic dairy sustainability. This may hit more nerves.

External Factors

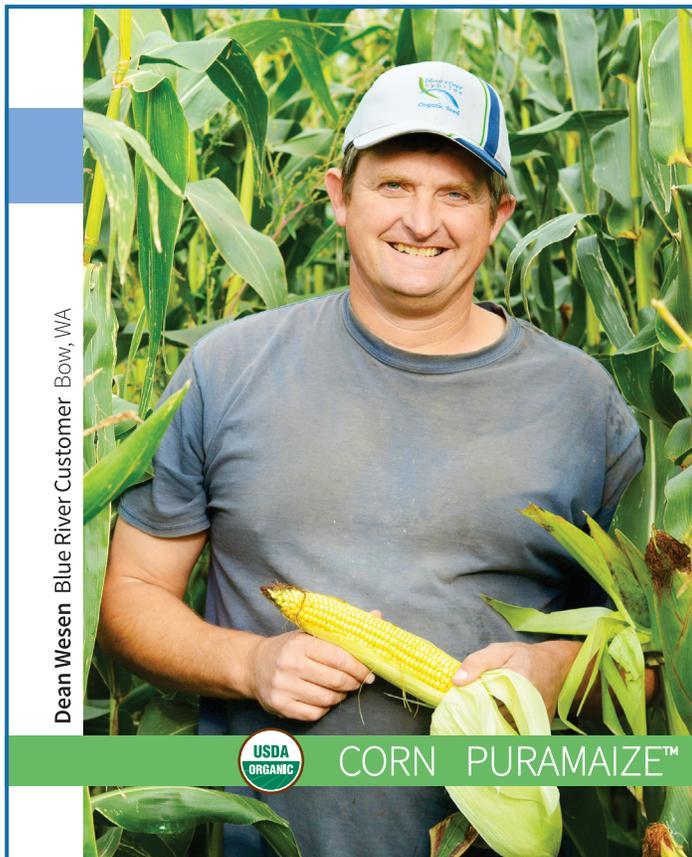
USTR—The Office of the United States Trade Representative is the Federal agency that negotiates with foreign governments to create trade agreements, resolve disputes, and participate in global trade policy organizations. The North American Free Trade Agreement (NAFTA) is an agreement signed by Canada, Mexico, and the United States. It became effective January 1, 1994. The Australia Free Trade Agreement signed by Australia and the United States entered into force on January 1, 2005.

USTR provides trade policy leadership and negotiating expertise in its major areas of responsibility, including World Trade Organization (WTO) issues. The WTO is the global international organization dealing with trade rules between nations.

Why is all of this important? This is important because, the WTO authorized Canada and Mexico to charge the U.S. \$1 billion in retaliatory tariffs for country-of-origin labeling (COOL) on meat. To avoid these retaliatory tariffs, the USDA terminated its requirements for meat country-of-origin labeling. The termination of COOL for meat facilitates the importation of organic meat that competes with the organic dairymen's cull cow market; driving down cull cow prices.

Let's not forget the Trans-Pacific Partnership or TPP. TPP is a Free Trade Agreement between Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and the United States. The proposal was finalized and signed on February 4, 2016. It has not been ratified. This agreement, if ratified by the United States, would permit New Zealand to export Organic Butter to the United States under the **over-quota butter** tariff code 4050.10.20, duty free. The allowance is 500 MT (1,102,311 lbs). The allowance increases by 3 percent every year thereafter. It takes 21.2 pounds of whole milk to make one pound of butter. Full use of the first year allotment would replace 23,368,993.2 pounds of domestic organic milk.

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The organic dairy sector is already facing ever increasing imports of butter, cheese and powder purchased at prices lower than the cost of production domestically. Can organic dairymen afford to lose even more market opportunity to imports?

USITC—There are no organic dairy products codes within the Harmonized Tariff Schedule of the United States (HTS). Accordingly, we have no idea how much organic dairy product is being imported.

The U.S. International Trade Commission (USITC) would have to be petitioned to obtain such codes. Minimum qualifications for a code include at least \$1 Million in international trade and at least 3 entities trading the product.

AMS, DP—The Agricultural Marketing Service, Dairy Program is responsible for administering the Federal Milk Marketing Orders (FMMOs). This depression era program was established in 1937 to ensure dairy farmers more stable prices and consumers a regular supply of milk and other dairy products.

On September 29, 2015, the Organic Trade Association (OTA) submitted a formal request to the U.S. Department of Agriculture (USDA) seeking a hearing to amend the FMMOs. Organic fluid milk processors pay a price substantially higher than the minimum required under the FMMOs. Under the proposal, organic fluid milk processors would pay \$2.90 above the minimum into the pool. They would receive a credit, against their monthly FMMO pool obligations, for the balance of the difference between the minimum and what they actually pay dairy farmers. This credit would be dependent upon the price paid to dairy farmers for organic milk.



Opponents representing conventional fluid milk processors argue that the proposal should not be heard. They argue that the proposal “runs counter to the basic tenets of the FMMO framework and would provide a competitive advantage to organic milk processors over conventional fluid milk processors.”

In their letter of November 27, 2015, the Pennsylvania Association of Milk Dealers (“PAMD”) and the Northeast Dairy Food Association (“NEDFA”) argue that:

“The AMAA was adopted before the Organic Foods Production Act of 1990, but since 1990, Congress has acted to amend the AMAA in the area of federal milk marketing orders, but notably has not seen fit to do so with respect to organic milk. See e.g., Milk Regulatory Equity Act of 2005, PL 109-215, April 11, 2006, 120 Stat 328 (amending section 608c (5)). Congress’ inaction with respect to organic milk in the context of federal milk marketing orders is telling. Without congressional action, OTA (and the Department) may not read into the statute an objective that is not presently authorized in order to give an advantage to a product that has tapped into a marketing niche largely for the elite.”

This is only one of many issues addressed by opponents.

AMS, DP has not granted OTA’s request for a hearing on the proposal. Thus, tens of millions of dollars continue to flow to the producer-settlement fund, paid by organic handlers packaging organic fluid milk, with no benefit to the organic dairy industry. Payment to the producer-settlement fund is in addition to what they pay the dairy farmer. Thus, these payments actually serve to drive down the farm gate price by stimulating processors to pay less for your milk to reduce their producer-settlement fund payments. If they pay farmers on average one dollar less per cwt, they pay the producer-settle-

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ment fund a dollar less per cwt; a two dollar improvement per cwt to the bottom line. Thus, under the FMMOs, the processors and the farmers lose.

OTA—The Organic Trade Association is pushing for an organic research and promotion program. If implemented this program would assess a tax on every organic dairy producer in the western United States. OTA estimates that the program will bring in assessments totaling over \$30 Million a year. As the second largest organic food category, with 15 percent of organic food sales, dairy farmers will pay a significant percentage of those assessments.

The proposed organic research and promotion program would assess imports and, therefore, promote cheaper organic import products. Products like beef, which drives down the price for organic cull cows, and butter, cheese, and powdered milk, which drives down the farm gate price for milk. These products will take the place of U.S. organic products.

Through this program, organic dairy producers will be forced to fund the destruction of their own operations.

OTA is also pushing USDA to establish a transitional certification program for farmers in the three year transition period prior to organic certification. A transitional label will confuse consumers, compromise the integrity of the NOP standards and denigrate the organic label.

What would the economic impact of such a program be on certified organic dairy operations?

AMS, NOP—My last official act at the USDA in September 2009 was to complete the pasture rule and put it into the clearance process. The version I handed to both Deputy Secretary Kathleen Merrigan and Deputy Administrator Barbara Robinson contained the following:

- (a) Pasture must be managed as a crop in full compliance with §§ 205.202, 205.203(d) and (e), 205.204, and 205.206(b) through (f). Land used for the production of annual crops for ruminant grazing must be managed in full compliance with §§ 205.202 through 205.206. Irrigation shall be used, as needed, to promote pasture growth when the operation has irrigation available for use on **crops**.

The Federation Of Organic Dairy Farmers (WODPA, MODPA, NODPA) recommended the sentence on irrigation which was supported by numerous commenters. During the nearly 5 month clearance process, someone changed the last word, "crops," to "pasture." This created a huge loop hole in the pasture rule.

Crop is a term encompassing a broad array of agricultural products including pastures. A pasture is a field of grass and other low plants suitable for grazing animals. Use of the word "crop" was not an error. It was a message to those in the more arid regions of the country that, if they irrigated any of their crops, they also had to irrigate their pastures.

Some might argue that use of the word "crop" would not stop dairymen from carving off their non-pasture crops under new limited liability corporations. True, but, if anyone did, it would be very clear that they were intending to circumvent the pasture rule.

AMS, NOP—On April 28, 2015, AMS published the Origin of Livestock proposed rule. The public comment period ended on July 27, 2015. The target date for publication of the final rule is a moving target that continues to drift deeper and deeper into the future.

WODPA recommended that the effective date be the date of publication. Producers with animals in transition on the effective date would be allowed to complete the transition of those animals and no others.

Accredited Certifiers had requested a minimum 1 year implementation period. WODPA adamantly opposed that position. WODPA estimated that by that time there would be another 50,000 conventional heifers in transition.

By our calculations there were already a lot of conventional heifers in transition that were having an adverse economic
(Continued on page 7)







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impact on farmers raising their own organic young stock or buying last 3rd animals.

The following (conservative figures) from our rough calculations were based on what we heard, at the time, about the number of conventional animals transitioning to organic milk production: Washington 3,000; Oregon 8,000; Idaho 8,000; Colorado 10,000; Texas 10,000. At the time, it cost \$700 - \$800 less to raise a transition animal versus raising her organically on organic feed/pasture for 24 months. That is a \$30 Million +/- dollar loss to the organic dairymen who do no transition.

Publication of the proposal and fear of losing the continuous transitioning loophole spurred some producers into an aggressive transitioning campaign. Those animals have now been on the milk truck for several months and we still don't have a final rule. In fact, we will be lucky if there is a final rule by the end of this year. This begs the question; will those who take advantage of the continuous transitioning loophole continue to do so or will the oversupply cause them to pare back? How long will implementation be delayed and will it touch off another aggressive transitioning campaign?

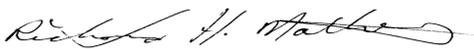
Combining the influx of newly transitioned animals with the 2015 push by some processors for increased milk production, is it any wonder there is now a surplus? What impact does the continuing delay, in finalizing the origin of livestock rule, hold for 2017 and beyond?

ACAs & NOP—Accredited Certifying Agents and the National Organic Program are charged with enforcing all National Organic Program regulations applicable to organic dairy operations. Are all ACA's ensuring that there is sufficient pasture for the size of the herd? Are they ensuring that all animals receive an average of not less than 30 percent dry matter intake from pasture during the grazing season? Are they ensuring that animals graze for the full grazing season? Or are they allowing operations with grazing seasons longer than 120 days, to just graze for 120 days? Is the NOP ensuring that all ACA's are fully enforcing the regulations?

Conclusion

All of the above shows that numerous external factors impact organic dairy sustainability. This year's conference will address the issue of organic dairy sustainability, head-on. I invite you to attend.

Sincerely,



Richard H. Mathews
Executive Director
rhmathews51@comcast.net
717-457-0100

Secretary's Message

By Darby Heffner

As we are almost half way through our 11th year as an organization and with unceasing growth and recognition of the group, Richard Mathews and I decided that it was time to refresh our logo. We are proud to announce the launch of the new logo as part of the ongoing evolution of our organization.



We hope you enjoy.

Darby Heffner, Secretary



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parasites, cryptosporidium, weaning and more).
Farm tour breakout session, Wednesday afternoon.

Dry cow ration to fresh cow ration: **Mr. Larry Burrows, Excel Dairy Nutrition** (This session will also address transitioning on and off pasture). Farm tour breakout session, Wednesday afternoon.

Optimizing herd health for improved profitability:
Dr. Victor Cortese, DVM, PhD, Dipl. ABVP, Zoetis, 7:15 a.m. Thursday.

Dairy producing in the future for sustainability: **Mr. Gary Genske, National Dairy Producers Organization and Genske, Mulder & Company, LLP**, 8:30 a.m. Thursday.

[This is a producers only session.](#)

Farm Tour

At 2:30 p.m. Wednesday, we will depart from the Great Wolf Lodge for the **Austin Family Farm; bus transportation will be provided.** Farm Tour attendees will be divided into three groups that will rotate, every 45 minutes, through the farm tour and the two educational sessions lead by **Dr. Slaby and Mr. Larry Burrows. Austin Family Farm** is located at 320 Elma Gate Road East, Oakville, Washington.

The tour will be lead by Jim and his son Ron and will feature their robotic milking system. Dr. Rodriguez, DeLaval North

America, will also participate in the tour. This is a great opportunity to learn from Jim and Ron's experience in transitioning to robotic milking.

Everyone attending the conference is invited to participate in the tour. To help with planning we ask that you notify Darby Heffner if you will be participating in the tour. Darby can be reached at wodpa@outlook.com.



Photo by Mike Dixon,
Progressive Publishing,

The Spring-Summer 2016 Integrity carried a front page article regarding the Austin Family and their robot-milked cows. You can read the article on our website at www.wodpa.com.

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Trade Show

Last year's trade show featured 38 companies that provide products and services to organic dairymen. This year's facility will accommodate all participating companies in one centrally located location. Our goal is 40 participating companies. All participating companies will be given an opportunity to briefly introduce themselves during the conference. See our website www.wodpa.com for a listing of the companies that have registered to date. As of September 14, 2016, the following companies have registered for the trade show:

- | | |
|-------------------------------|------------------------------|
| Agri King Nutrition, Inc. | LIC / AWSS |
| AllTech | Manna Trade |
| American River Ag | Matrix Nutritio |
| Big Dog Renewable Energy | Modesto Milling |
| Bio-Vet | NovaVive Inc. |
| Blue River Hybrids | Oregon Tilth |
| Boehringer Ingelheim | PastureMap |
| Brim Tractor | PGG Seeds |
| Cascade Dairy Service | Pure Life Organic Foods LTD. |
| CHS Nutrition | QAI, Inc. |
| CRV USA | Redmond Minerals |
| Crystal Creek Dairy Service | Spalding Labs |
| DeLaval Dairy Service | Thorvin, Inc. |
| Eco Planet Environmental, LLC | TMR & Perma-Guard, Inc. |
| Excel Dairy Service, Inc. | Udder Comfort International |
| G2 Waste Management | USDA NASS |
| Gallagher North America | WSDA Organic Program |
| Genesis Feed Products | Zoetis |
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Sponsors

See our website www.wodpa.com for a complete list of sponsors. As of September 14, 2016, the following companies have sponsored this year's conference:

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| Gold Level: | DeLaval Dairy Service |
| Silver Level: | Associated Feed and Supply |
| Sliver Level: | Thorvin, Inc. |
| In-Kind: | JKB Energy
Straus Family Creamery
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| Coffee Break: | Bio-Vet, Inc. |
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Speaker Profiles

Mr. Trevor Hargreaves, British Columbia Dairy Association.



As the Director of Producer Relations & Communications, Trevor Hargreaves represents all dairy farmers in British Columbia. Together with the BCDA Executive Director & CEO, he is an advocate for the dairy industry with all levels of government, media, special interest groups, environmentalists, and other industry associations. He is also the strategic lead for a variety

of industry programs ranging from innovation, research, industry education, and public outreach.

David Janssens, organic dairy producer and BCDA

Director. David Janssens and his wife Sandy own Nicomekl Farms Ltd., an organic dairy farm in Surrey, British Columbia. The farm includes 450 cows in milk and 700 acres cropped. The farm is named after the river that bisects it. David has served as the BC director at Dairy Farmers of Canada since 2013. **His advice to dairymen/dairywomen is ...**



"While dairying is rich in heritage

and tradition, farming is first and foremost a business. It is everyone's responsibility to get informed and become involved in the business of farming and the organizations that support it. Don't take the status quo for granted."

Mr. Jay Gordon, Director, Policy & Government Affairs, Washington State Dairy Federation.



Jay, has been representing and supporting Dairy Farmers in Washington since 2001 and has vast experience with policy leadership in Olympia. Jay and his wife Susan own and operate a 7th generation dairy and crop farm in the Chehalis Valley. Jay routinely works with State Agencies, national dairy organizations, local livestock and shellfish growers to promote the dairy industry while working to provide solutions for environmental and health issues such as nutrient management regulation, air and water regulation and animal identification. Jay also serves on the Advisory Board of William D. Ruckelshaus Center of WSU. His effort at the Center includes promoting the Voluntary Stewardship Program for buffers throughout the State of Washington.

The Washington State Dairy Federation works on policy, legislation and regulation that affect dairy farmers in

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K. A. Mullen, et.al An in vitro assessment of the antibacterial activity of plant derived oils. Journal Dairy Science 2014 Sep; 97(9):5587-91.
K. A. Mullen, et.al Effect of two herbal intramammary products on milk quantity and quality compared with conventional and no dry cow therapy. Journal Dairy Science 2014 Jun; 97(6):3509-22.
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C.S. McPhee, et.al Milk and plasma disposition of thymol following intramammary administration of a phytoceutical mastitis treatment. Journal Dairy Science 2011 Apr; 94(4): 1738-43

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(Continued from page 11)

Washington State. Formed in 1892 by and for dairy farmers, it is the oldest Dairy Association in the U. S.

Ms. Ginny Prest, Program Manager, Dairy Nutrient Management, WA State Department of Agriculture.

Ginny has managed the Dairy Nutrient Management Program since January 2013. Ginny has 9 years of experience as a dairy water quality compliance inspector, working in nearly every county and visiting over 90% of the dairies in Washington. Her credentials includes 20 years as a Certified Crop Advisor through the American Society of Agronomy, a BS degree in Agronomy from WSU-Pullman in 1987, and a graduate of AgForestry – Class 30. When Ginny is not working, she is likely working her other passion by traveling to some new-to-her tropical spot or pulling her trailer to meet with her friends and family in Eastern WA.



Ms. Heather Bartlett, Program Manager, Water Quality, WA State Department of Ecology.

Heather has 25 years of natural resource and public health experience and a degree in biology from Washington State University. She has a track record of working through complex and controversial issues. She came to Ecology in March 2014 from the state Department of Health, where she was deputy director of field operations for the state drinking water program. Most of Heather’s previous public service career was at the Washington State Department of Fish and Wildlife, where she started her career as a fish biologist. While there, she managed a large eastern Washington fisheries district and served in several supervisory positions in the fisheries program. She was the division manager for the Washington state hatcheries system when she left Fish and Wildlife to join the team at Health.



Water Quality Program goals are to prevent and reduce water pollution; clean up polluted waters; and engage citizens in the work to protect and restore Washington State’s water quality.

Devon Pattillo, Materials Specialist, Standards Division, National Organic Program. Devon joined the NOP Standards Division in March 2015 where he serves as a materials specialist. The Standards Division is responsible for developing standards for organically-produced agricultural products and for clarifying current organic standards. Prior to joining the NOP, Devon worked for ten years in organic certification and has special expertise in livestock and crop standards. At CCOF, he served as Livestock Certification Manager and Materials Manager.

Dr. Francisco Rodriguez, DVM, DeLaval North America.



Dr. Rodriguez heads DeLaval’s entire Robotic division for North America. Dr. Rodriguez is a veterinarian, strategic marketing management specialist, dairy entrepreneur, dairy farm owner and Holstein breeder. He is an expert in Robotic Milking and precision dairy management. He and his wife Sofia Cordabo live in Madison, Wisconsin.

Jim, Janie, and Ron Austin, Austin Family Farm. The Austin Family Farm was established in 1878 and has been



Ron Austin left and his parents Janie and Jim. Photo by Mike Dixon, Progressive Publishing, used with permission.

a part of the Austin family for 138 years. Jim has been working the farm for just over 50 of those years the last 10 organically. Ron, Jim and Janie Austin’s son, is the fifth generation on this Oakville, Washington farm. They milk approximately 120 cows. A few years ago, the family replaced their double-seven herringbone parlor with a voluntary milking system using DeLaval’s “robotic” suite of computer-driven equipment. The Austin’s sell their milk to Organic Valley.

Dr. Sarah Slaby, DVM, Dr. Sarah’s Essentials. Dr. Slaby, DVM, is a practicing large animal veterinarian, located



in Arcadia, WI. She owns and manages a sole proprietorship, Dr. Sarah Slaby Veterinary Service, specializing in Organics and sustainable agriculture. She has her own line of natural products for treating dairy cows, Dr. Sarah’s Essentials www.drSarahsEssentials.com.

Dr. Slaby also helps manage her husband Noah’s dairy herd that has been shipping milk to Organic Valley since November 2011.

Dr. Slaby graduated from the University of Wisconsin-Madison School of Veterinary Medicine with a dairy emphasis in the summer of 2003. She was fortunate enough to be mentored throughout her education by both Dr. Paul Dettloff and Dr. Dan Skow. Upon graduation she took a job at a conventional, large animal Veterinary Clinic, before starting her own private practice 11 years ago. Being exposed to many different aspects and dairying styles, Dr. Slaby knows first-hand the distinction between the industrial, conventional dairy’s approaches verses the sustainable family farm. It is through these

(Continued on page 13)

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experiences, along with individual research, that has brought Dr. Slaby to the conclusion that the future of farming lay in sustainable agriculture and biological farming.

Dr. Slaby is very dedicated to educating farmers on the advantages of sustainable agriculture. Animal Health, environmental awareness, and continuing the legacy of a profitable family farm are all areas that she is very passionate about. Dr. Slaby deeply believes that all of these goals can be accomplished through mineralizing and balancing the soil, feeding high quality, balanced forages, and boosting animal health and immunity through natural and biological treatments.

Dr. Slaby resides in rural Arcadia, Wisconsin with her husband Noah and their three energetic and curious children, Kanah age 10, Jonah age 7 and Zionah age 3.

Mr. Larry Burrows, Excel Dairy Nutrition. Larry performed his professional schooling in Upstate New York where he was raised on a dairy farm. He has been enjoying Dairy Nutrition for the past 17 years. Larry has clients in Idaho, California, New Mexico and Texas. He lives in Stephenville Texas with my family. Larry and his son, Dylan, recently started their own Nutrition company **Excel Dairy Nutrition.** Dylan Burrows is



a graduate of the University of Idaho and has been working with Larry for over a year. Their focus is on Organic Dairy Nutrition and animal welfare.

Dr. Victor Cortese, DVM, PhD, Zoetis. Dr. Cortese serves as Director Technical Services—Cattle Immunology for Zoetis. He is widely recognized as an expert in bovine immunology and bovine viral diarrhea (BVD) diagnosis and control. Dr. Cortese earned a doctorate in veterinary medicine from Michigan State University and a Ph.D. in Microbiology from the Western College of



Veterinary Medicine, University of Saskatchewan. He is a Diplomat with the American Board of Veterinary Practitioners. With a vast level of training and years of hands-on experience in cattle immunology, Dr. Cortese puts his expertise to work educating practitioners and customers about preventative medicine, immunology and vaccinology. His numerous publications have earned him many awards including the AABP's Award for Excellence in 1997. In 2013 he was named as one of the 20 most



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The WSDA Organic Food Program protects organic integrity through inspections, audits, sampling and enforcement.



influential cattle veterinarians in the U.S. by Bovine Veterinary Magazine. Dr. Cortese lives near Simpsonville, Ky., with his wife, Joy. They have three adult children.

Mr. Gary Genske, National Dairy Producers Organization. Mr. Gary Genske, CPA, is Founder and managing partner of Genske, Mulder & Company, LLP.



This three-office firm specializes in accounting, tax and estate planning for about 500 dairy farms that produce approximately 12% of the nation's milk in 31 states from Hawaii to New York. Gary has been in public accounting for over 42 years working

primarily with the dairy industry. He is Treasurer, Lobbyist, and Board Member of the National Dairy Producers Organization and Managing Member, 100% U.S.A. Milk, LLC. Gary also partners in a dairy farm in Roswell, New Mexico, milking 2,000 cows daily. He lectures for the dairy industry and is an expert witness in legal disputes and at trial. **W**

OUTSTANDING DAIRY OF THE YEAR

Richard and Marilyn Hughes

This story, first published by the Sonoma County Fair is reprinted with permission. <http://www.sonomacountyfair.com/fair/award-winners-2016.php>



A couple of city kids made good on the farm. That's the story of Richard and Marilyn Hughes, owners of Westview Jerseys and winners of the 2016 Sonoma County Fair's Outstanding Dairy of the Year Award. Unlike most North Bay dairy farmers, Richard and Marilyn grew up south of San Francisco. The closest either of them came to milking a cow was a trip to the dairy aisle at the grocery store. But at 15, Richard took a summer trip to his aunt and uncle's farm in Nebraska. Two years later, Richard left home to study Animal Husbandry, first at Modesto Junior College and then at Cal Poly in San Luis Obispo. By this time, his parents had also caught the bug and moved to Petaluma to start their own dairy farm. This is when Marilyn, who was a close friend of Richard's younger sister, got her first glimpse of the farming life that would be her future.

Now located in Bodega, Westview Jerseys has 220 cows on 182 acres. The milk is noted for its richness in protein, butterfat, milk solids and minerals. This attracted Straus Family Creamery to the dairy and in 2005 Richard and Marilyn converted to organic and joined Straus as a supplier. Selected for ranch appearance, herd management and leadership in the dairy industry and community, the Sonoma County Fair is proud to honor Westview Jerseys and Richard and Marilyn Hughes with 2016 Dairy of the Year Award for the North Bay region. **W**

New App Will Help Organic Dairy Farms with Grazing Planning, Recordkeeping

From the University of Vermont Extension Northwest Crops & Soils Team

A new grazing planning and recordkeeping tool is headed to farms this winter. goGraze™ is a web and mobile application designed to streamline the development of a grazing plan to fit individual farms' management needs. It will also provide detailed records required by organic certifiers and needed to comply with the USDA National Organic Program.

Dr. Heather Darby, agronomist with the University of Vermont Extension, is leading the team of organic farmers, grazing consultants, and university specialists who are developing goGraze™. Darby works with organic dairy farmers across New England and also custom grazes heifers on her own organic farm in northern Vermont. "When the Pasture Rule was released, a lot of farmers were concerned about the increase in paperwork needed to comply with this new standard," she said. "We thought there might be a way to efficiently collect and store this info through technology we all have in our back pockets."

Darby led another team to develop a nutrient management tool called goCrop™ that helps dairy and other livestock farmers develop, maintain and report on nutrient management planning. goCrop™ has helped more than 200 farmers write, update and submit nutrient management plans (NMPs) used to qualify for state and federal programs as well as to support organic certification. Darby said, "We wanted to be able to directly respond to the needs of our organic dairy producers -- goGraze™ will allow us to do that by providing this valuable tool to goCrop™."

As a complementary tool to goCrop™, goGraze™ will help farmers track:

- Total feed rations for all ages and types of animals on the farm, including all feed produced both on and off the farm,
- The percentage of each type of feed and feed supplements fed to each age of animal,
- Changes to the rations made throughout the year, including percentage of grazing as part of the ration... and documenting the required minimum of 30% DMI from grazing for 120 days.

It will help plan grazing rotations – here, farmers can examine land needs under different scenarios by comparing multiple plans. Dr. Cindy Daley, professor at California State University-Chico has been beta-testing

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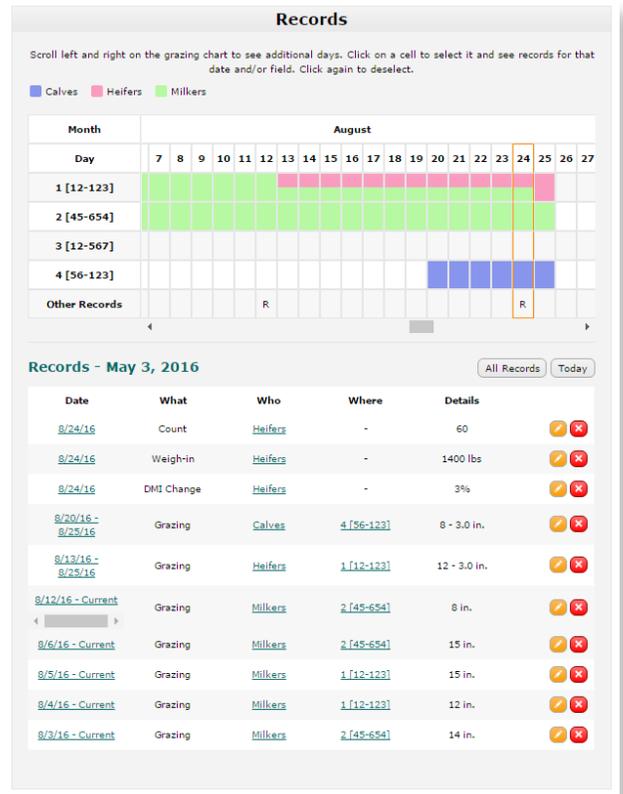
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goGraze™. “In working with the goGraze™ team, I can see how this tool will help our university farm with grazing planning,” she said. “The program will allow me to be proactive rather than reactive.”

A strength of goGraze™ will be easy and efficient recordkeeping with multiple record forms such as grazing, ration change, forage test, forage observation, and weather. The tool will provide user-friendly reports that can be used not only for day-to-day management but also as documentation for the farm’s organic system plan needed for organic certification.

goGraze™ is currently in the beta stage – the team of farmers and others are testing the tool to make sure it works well before its release this winter. If you are interested in goGraze™, please contact info@gocrop.com. Further, free trials of goCrop™ are available now at <http://gocrop.com>. **W**

On the right: A screenshot of goGraze™ gives an example of the information that can be provided by this tool.



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2016 WODPA Elections

WODPA is looking for leaders. WODPA is an organization **of, for and by** organic dairy producers. To proactively address the most important issues facing our industry and your family dairy business we need your help. A valuable and rewarding way to help is to actively serve as an officer or director.

Officer and director elections will be held during WODPA's 2016 Fall Conference and Trade Show.

Elections will be held for the two year officer positions of President, First Vice President, and Second Vice President. We will also be electing Directors, as State Representatives, to three year terms for the States of Arizona, Colorado, Nevada, Oregon, and Utah.

Producers may self nominate.

Producers interested in running for any of the positions should notify Mario Avelar, Nominations Committee Chair, at 707-496-2955 or Ward Burroughs, Committee Member, at 209-678-5967.

Job Descriptions for President, First Vice President, Second Vice President, and Board of Director can be found on our website at www.wodpa.com. You can also

obtain them via email by contacting Richard H. Mathews at rhmathews51@comcast.net or 717-457-0100. You can also call or email Richard, should you have questions about any of the positions.

Board Member Qualifications

The WODPA Board has stated that the success of our organization depends on our ability to:

1. Effectively organize the organic dairy producers in the Western Region.
2. Become proactive on the most important issues facing our community and our membership's family dairy business.

Examples include: Pay Price, Cull Cow Price, Origin of Livestock Regulations, Animal Welfare Regulations, Livestock Materials, the Organic Research & Promotion Program proposed by the Organic Trade Association, the Transitional Certification Program proposed by the Organic Trade Association, the Trans-Pacific Partnership, GMO contamination, Farm Bill negotiations, and reform of the Federal Milk Marketing Order system.

Board membership provides an opportunity to join with others of like mind on behalf of a cause. By working

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together as a board, individual efforts are more effective. Accordingly, WODPA is looking for leaders who will:

1. Bringing their interests and ideas to WODPA, especially as they relate to enhancing fulfillment of WODPA's mission.
2. Serve Western Region organic dairy farmers by actively participating in WODPA activities intended to fulfill WODPA's mission.
3. Lend their voice, time, and energy to help WODPA address the important issues affecting our members and drive the process so that our opinions and positions are heard.
4. Represent WODPA to the membership by acting as goodwill ambassadors for WODPA as they educate, inform, and recruit support.
5. Assist in fundraising from members.
6. Financially support WODPA.
7. Serve with the intent of enhancing WODPA's management effectiveness.

Eligibility

Director – Organic dairy producers actively producing and selling organic milk and located in one of the Western States are eligible for election to the Board. This eligibility includes designated representatives in non-ownership positions.

Fall 2016 Dairy Management Team, Top Row (L-R) Jack Strozzi, Zach Cahill, Jackie Wagner, Victor Medina, Kate Carlson Front Row (L-R) Elmer Bustillos, Ty Renati, Clint Lundell, Sierra Todd, Ciara Babcock



Officer – An individual must retain a minimum 10 percent ownership in a milking organic herd to be eligible for election to the officer team. Any individual who holds the office of President cannot simultaneously hold a position on a milk handler or processor board. **W**

Chico State Organic Dairy Program Receives \$2,500.00 Scholarship

The College of Agriculture at CSU Chico is excited to announce a new \$2,500.00 scholarship for students actively engaged in the Organic Dairy Program's Dairy Management Team. Preference will be given to individuals who have a strong interest in the organic industry and who plan to make a career of organic dairy production after graduation. The scholarship was a direct result of the positive feedback received from the CSU Chico Organic Dairy Herd Health Workshop hosted by the Dairy Management Team early last spring. This year's scholarship applicants are currently under review, the recipient will be announced in early October. **Please mark your calendars for the next CSU Chico Organic Dairy field day scheduled for March 1st, 2017, at the University Farm Pavilion in Chico, CA.** The topic for this coming year was established by last spring's participants and will focus on soil health. **W**



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THANK YOU! WODPA thanks its dairy producer sponsors for their much valued financial contributions to the execution of WODPA's mission. It is through their generous financial support that WODPA is able to pursue its mission to preserve, protect, and ensure the sustainability and integrity of organic dairy farming across the west. Our calendar year 2016 dairy producer sponsors, through **9/14/16**, are:

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THANK YOU, Associate Members! WODPA thanks its Associate Members for their support of WODPA and its mission to preserve, protect, and ensure the sustainability and integrity of organic dairy farming across the west. Our calendar year 2016 Associate Members, through **9/14/16**, are:

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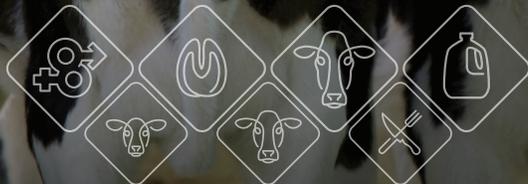


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DAIRY WELLNESS MAKES A DIFFERENCE™

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Nutritional Strategies for the Organic Dairy Cow

By Mark Holt, Matrix Nutrition

Regardless of where you stand regarding Organic vs. Conventional Milk, it's in the industry's best interest to find methods and strategies to increase milk and milk products consumption. Milk production has been commoditized. It is in our best interest to find strategies to increase the consumption and differentiate milk as one of Mother Nature's most efficient forms of nutrition.

One of the current debates is that we could never produce enough organic milk to supply the market place. Agriculture has been an industry of incremental improvement. For example, the 25 bushels per acre of corn we produced at the beginning of the twentieth century is now 600% greater on average. We need the same mindset to produce milk as the world continues to need economical sources of nutrition.

Organic milk and milk products are a growing industry and we must provide strategies to provide this growing market with product. One of the ways we can achieve this is to improve the production and economics of the organic cow.

The two highest costs of feeding a dairy cow are found in the energy and protein components. Corn and protein supplements make up the majority of costs in the typical organic dairy diet. Many of these components are highly variable in the level of digestion and delivery of milk production to the dairy cow.

Many of the grains we feed today are less digestible than they were 30 years ago. This is due to the genetic selection that has taken place to increase grain production. Conventional processing is limited to how much it can increase this digestibility based on the new genetics. Many of our organic grains as well as GMO varieties contain high levels of prolamine which is a family of nonessential amino acids. These prolamines, in particular zein, in corn are soluble in alcohol and not water. These zeins are the primary proteins in the starch matrix and are used in many of the biodegradable plastics. They require a physical structure change in order for the dairy cow to digest them in the rumen. Zeins can comprise up to 90% of the protein starch matrix in some varieties of corn. Now you understand the issues that a dairyman and a nutritionist have in increasing milk production and economics in the dairy herd.

In addition, the 7-hour in-vitro digestion rate for Corn alone can range from 20-100%. Compound that with passage rates, ranging from 1% to 50% per hour, and we understand how the dairy animal's milk production can vary greatly.



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Michigan State Starch calculator indicates, based on starch digestion kinetics, that Microbial Protein (MP) production in 10 pounds of grain can vary from 60 grams to 388 grams. The latter being the patented ØZ45 starch source from Matrix Nutrition, which is organically certified through CCOF.

We also know these Microbial Proteins are higher in essential amino acids and have an increased level of bioavailability. No protein sources produced can match these profiles. Mother Nature did a very good job of engineering the cow; we just need to provide her with the fuel to rev up the engine.

Rumen digestion in most models is based on a 7 hour digestion rate / the passage rate. We know that by increasing the digestion of starch and decreasing the passage rate we can improve the efficiency of the lactating dairy cow.

Refereed research provides a road map that shows post ruminal starch digestion does not contribute to milk production (Reynolds, Tamminga, Huntington, et.al.). This

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body of research has shown that post ruminal starch contributes to body condition and tissue maintenance. Huntington's work also shows that there may be an upper limit to the amount of starch and/or glucose that can be absorbed post ruminally.

Given the dairy cow physiology, we know, increasing digestion while reducing passage rate can improve efficiency, reduce ration costs, and increase production while improving pregnancy rates. It is all about improving the digestion and protein availability to the animal.

Research conducted at Clemson University found that ØZ45 was approximately 90% digestible in 7 hours vs. conventional starch sources. In addition, the product grew Microbial protein at such a high rate that it increased rumen Ph vs. decreasing Ph like conventional starch sources. This improvement also increased ADF (fiber digestion) approximately 15% and increased the passage of fat through the rumen to the small intestine. Further research has been conducted at USDA and Cornell University to confirm these findings.

Field research indicates that using ØZ45 can produce most of the animal's internal protein needs while decreasing the use of expensive by-pass proteins, buffers and by-pass fats. Matrix Technical Bulletins 1-7.

Product has been fed to organic cows throughout North America that also proves out these claims.

Starch digestion is a new frontier for the dairy farmer and with proper management can improve milk production while increasing the producer's IOFC (Income Over Feed Cost). The U.S. organic dairy producer's IOFC increase has averaged \$1.00 per cow per day and, in some cases, we have seen up to \$3.00 per cow per day. Data to support these trials can be found in Technical bulletins supplied by Matrix Nutrition.

In addition, the ability to produce the protein requirements to the dairy cow also provides other benefits. Field trials have shown an increase in pregnancy rates while reducing the need for many feed additives. Additives such as rumen buffers, yeast, by-pass proteins, and by-pass fats have been reduced or eliminated due to increased digestion efficiency, increased bacteria energy and increased protein delivery to the small intestine.

With new technology, organic dairies can now produce levels of milk that approach most conventional dairies. Patented technology such as ØZ45 can assist in reaching those goals. For more information, technical research papers, field trial results or assistance formulating diets using ØZ45, send your request to info@matrixnutritionllc.com or call 602.621.4944 and ask for ØZ45 technical

support. We will be happy to work with you or your nutritionist to illustrate how to implement this revolutionary technology. **W**

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Why we oppose an Organic Check-Off

1. During our annual meetings in October 2012 and October 2015, WODPA's membership voted against the creation of an Organic Check-Off.
2. "Organic" is not a commodity, it is a system of production.
3. WODPA sees no need for a check-off. Consumer demand is good. The problem of increased competition due to processor import of dairy products cannot be addressed through a check-off. Further, the problem of cheap imported beef cannot be addressed through a check-off. To the contrary, check-offs' assess imports and promote generically.
4. A check-off will do nothing to help producers receive a sustainable price for their product. U.S. producers are experiencing lower prices for their products due to competition from imports which sell for less than the U.S. farmers can produce them.
5. Check-offs' assess a tax on farmers to fund advertising and other activities that they would not pay for voluntarily. These dollars can be put to better use on the farm.
6. Speech under a check-off is government speech and the Secretary of Agriculture has final approval authority over every word in every promotional campaign. The United States Department of Agriculture prohibits comparative promotion of agricultural products and systems of agriculture. Accordingly, speech to promote the virtues and benefits of organic will be censored, thereby, severely limiting the ability to effectively promote those virtues and benefits.
7. Check-off programs of public relations and advertising target foodservice entities and consumers. Organic does not suffer from a lack or decline in demand. Promoting organic sales will not increase organic acreage in the U.S. but will further increase demand thereby increasing lower priced organic imports. That trend will further undermine the sustainability of U.S. producers which will result in an increased loss of family farms.
8. A check-off consisting of so many individual agricultural commodities cannot equitably address all production research needs or equitably represent the interests of all those taxed.
9. Check-offs are ineffective and their cost/benefit is unreasonable.
10. The percentage of the funds proposed to "administer" the Organic Check-Off is ridiculous. **W**

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2016 Conference and Trade Show

When: Wednesday and Thursday October 26th & 27th, 2016

Location: Great Wolf Lodge, 20500 Old Highway 99, SW Centralia, WA 98531

Hotel Rate and Reservation: Please use group code **1610WODPA**. The group room rate is \$119.00 per night, plus daily resort fee of \$9.99 and 10% tax on both. **Please reserve your room before Friday, October 7th, 2016 to receive the group rate.** For reservations, go to our website at www.wodpa.com for the link to the hotel. Alternatively, you can call the Great Wolf Lodge at 866-941-9653. Don't forget the group code **1610WODPA**.

Conference Rate and Registration: The registration fee is **\$100.00 per person for payment received on or before October 7th, 2016.** The rate increases to \$130.00 per person for payment received after October 7th, 2016 or if you are paying with credit card regardless of date of registration. **Please note check payment is preferred.** Conference meals are included with the registration fee. Please help us plan an accurate number of meals by registering before October 1st, 2016. Please note the check boxes on the registration form; please fill them out so we receive an accurate count for the reception and farm tour. To register for the conference please complete the registration form found on our website at www.wodpa.com.

Trade Show Booth Registration: Trade Show booth fee is **\$500.00 per booth and includes one registration to all conference events and meals.** Additional conference admissions are available for \$100.00 per person before October 7th, 2016. Booth Payment is due by October 7th, 2016. Booth registration received after October 7th will be \$550.00. Additional conference attendees received after October 7th are \$130.00 per person. Check payment preferred. To register for the trade show please complete the registration form found on our website at www.wodpa.com. Booth set up access 6:00 p.m. to 9:00 p.m. on Tuesday, October 25th, 2016, Chehalis Salon B,C,D,E,F.

WODPA hosted Welcome Reception: Tuesday, October 25th 6:00 p.m to 8:00 p.m. located in the Northwest Territory Ballroom. Everyone is welcome.

Where to Register: Mail your registration and payment to:
WODPA, 2485 Notre Dame Blvd, Suite 370-162, Chico, CA 95928

“... helped us reduce SCC, less clinical mastitis, calmer heifers, better milkout.”

— Chris and Katrina Sunderland



“We have been using Udder Comfort™ for 4 to 5 years. We use it for clinical mastitis and any cow showing elevated SCC or an abnormal quarter, but where we see the biggest benefit is in using it on all fresh cows and springing heifers,” say Chris and Katrina Sunderland, milking 150 cows at Sunderland Farm, Ellenburg Depot, N.Y. They have received the New York State Super Milk Award for high quality milk since 2011.

“We start spraying udders 2x/day for a week before calving and continue 4 to 5 days after calving. We want to get the edema out as soon as we can, and Udder Comfort accomplishes that goal. This helped reduce our SCC from averaging 250,000 before to averaging now from 100 to 150,000,” says Chris.

“We certainly have less clinical mastitis, and the first-calf heifers are calmer, easier to train and milk out better. They are more comfortable with less soreness and no kicking! We have had good results with this product.

“The bottom line is profitability and happy, more comfortable cows.”

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