

United DAIRYMEN *of Arizona*

DECEMBER 2018



IN THIS ISSUE...

**Employee Spotlight:
Patrick Dolin**

Farm to Tap

**2018 Legal Hot Topics
in Dairy**



Merry Christmas

MULTIMIN® 90

An injectable aqueous supplemental source
of zinc, manganese, selenium and copper

KEEP OUT OF REACH OF CHILDREN

CAUTION: FEDERAL LAW RESTRICTS THIS DRUG TO USE BY OR ON THE ORDER
OF A LICENSED VETERINARIAN.

ACTIVE SUBSTANCES PER ML:

Zinc 60 mg/mL
Manganese 10 mg/mL
Selenium 5 mg/mL
Copper 15 mg/mL

OTHER SUBSTANCES:

Chlorocresol 0.1% w/v (as preservative).

DOSAGE RECOMMENDATIONS:

CALVES: Up to 1 year 1 mL/per 100 lbs. bodyweight
CATTLE: From 1-2 years 1 mL/per 150 lbs. bodyweight
CATTLE: Over 2 years 1 mL/per 200 lbs. bodyweight

PRECAUTION:

Selenium and copper are toxic if administered in excess.

Always follow recommended label dose.

Do not overdose.

It is recommended that accurate body weight is determined
prior to treatment.

Do not use concurrently with other injectable selenium and
copper products.

Do not use concurrently with selenium or copper boluses.

Do not use in emaciated cattle with a BCS of 1 in dairy or 1-3 in beef.

Consult your veterinarian.

CAUTION:

Slight local reaction may occur for about 30 seconds after injection. A
slight swelling may be observed at injection site for a few days after
administration. Use standard aseptic procedures during administration of
injections to reduce the risk of injection site abscesses or lesions.

DIRECTIONS:

This product is only for use in cattle.

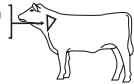
MULTIMIN® 90 is to be given subcutaneously (under the skin) ONLY.

It is recommended to administer the product in accordance with Beef
Quality Assurance (BQA) guidelines. Minimum distance between injection
sites for the MULTIMIN® 90 product and other injection sites should be
at least 4 inches.

Inject under the loose skin of the middle of the side of the neck. Max
volume per injection site is 7 mL.

Subcutaneous injection in
middle of side of neck.

Store Between 15°C and
30°C (59°F and 86°F).



SUPPLEMENTATION PROGRAM

BULLS	3 times per year
BEEF COWS	4 weeks before breeding 4 weeks before calving
DAIRY COWS	4 weeks before calving 4 weeks before insemination at dry-off
CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months – especially 4 weeks before breeding

(program gives planned dates that can be varied to suit management programs)

DOSAGE TABLE

ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 ml/100 lb BW	CATTLE 1 - 2 YEARS 1 ml/150 lb BW	CATTLE > 2 YEARS 1 ml/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
1100	-	-	5.5 ml
1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml

Packaged in 100 mL & 500 mL size

NDC No. 49920-006-01 NDC No. 49920-006-05

TAKE TIME OBSERVE LABEL
DIRECTIONS



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Fort Collins, CO 80528



GET THE COMPETITIVE ADVANTAGE!



Rx REQUIRED

WHAT VETERINARIANS AND PRODUCERS ARE SAYING

“We always recommend
MULTIMIN® 90
when we’re vaccinating and
weaning calves, the times
when these cattle are going
to be stressed the most.”

Dr. Dustin Davis, DVM
Laurel Highlands Animal Health, Somerset, PA

“A good place to use **MULTIMIN® 90** is to shore
up the general health of the animal. The immune system
is based on copper, zinc, manganese and selenium,
but especially selenium and zinc. With calves you’re
not going to get the adequate growth if the animal
spends all of its time fighting off all kinds of diseases
unnecessarily and wasting a lot of energy.”

Dr. Kirksey, DVM
Notchey Creek Veterinary Clinic, Madisonville, TN

“AFTER USING MULTIMIN® 90 WE SAW
A VAST IMPROVEMENT IN THE OVERALL
HEALTH OF OUR CALVES AND HEIFERS.”

Jonathan Lee, Lee Dairy Farms, Englewood, TN

“With the dairy market like it’s been, every dairy is looking for ways to improve
profits and cut expenses. **MULTIMIN®** has helped us improve our calf and
heifer program and it’s here to stay!”

Jackie Peck, Marks Farm, Lowville, NY



Sure Trace Mineral Supply by Timed Injection

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United DAIRYMEN of Arizona

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DECEMBER 2018

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YC CALENDAR OF *Events*

YC events are open to ALL UDA members

RSVP to Roxy Helman at rhelman@udaz.org for all events

UPCOMING EVENTS
DATES AND TIMES TBD

VOLUNTEER EVENT IN THE SPRING TBD

YC CLOSED FACEBOOK GROUP

*Join our UDA YC Facebook group to get updates
and dairy related information.*

Follow @UDAMilk and @MilknMore on Instagram!



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THE HIGHEST LEVEL OF SAMPLING ACCURACY. AT GROUND LEVEL.

Remove the risk
of sample contamination and the risk
of injuries from falls with QualiTru's
revolutionary tanker truck sampling system.
Our easy-to-install side or back tanker ports
mean milk haulers no longer need to climb on
the truck to get a sample. And, our aseptic
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every sample they take
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way to gather samples
within easy reach.

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Standard Certified 



SINCE ITS LAUNCH, THE INNOVATION CENTER FOR U.S. DAIRY'S CAMPAIGN TO CONNECT WITH CONSUMERS AND BUILD TRUST IN DAIRY HAS EXCEEDED EVERY METRIC WE SET FOR REACH AND ENGAGEMENT. AND, THE POTENTIAL TO SHIFT PERCEPTION OF DAIRY IS UNDENIABLE.



364MM
TOTAL PAID IMPRESSIONS

55MM VIDEO VIEWS

300



PARTNERS
ENGAGED WITH
UNDENIABLY DAIRY

PROVIDING
POWERFUL
AMPLIFICATION

145MM
ADDITIONAL IMPRESSIONS

CAMPAIGN VIDEOS SHOWED
POTENTIAL TO MOVE PEOPLE FROM
CONFLICTED HEALTH SEEKER TO
**DAIRY
LOVER**

PURCHASE INTENT FOR
DAIRY ALTERNATIVES
DECREASED 14%


LISTENING TO PARTNER PODCASTS
INCREASED TRUST
IN THE DAIRY INDUSTRY BY
40%



AND IT KEEPS ON GOING... WE'RE NOT DONE YET.

JOIN THE RALLY @ f #UNDENIABLYDAIRY

FOR MORE INFORMATION CONTACT JENNIFER.SNYDER@DAIRY.ORG



Experience from the ground up



Our business is agriculture.

In fact, many of our staff have direct experience in farming or ranching: living – and working – testaments to our timeless commitment to the future of agriculture.



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FARM CREDIT SERVICES
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Great Gallon Giveback

Childhood should be filled with playing, learning, and growing. But for many children, adequate nutrition is a struggle. In Arizona, over 1 million people are struggling with hunger and 1 in 4 of those people are children.

United Food Bank in Mesa, works with over 200 partners and programs to help distribute food to the less fortunate in our community. All food is needed for food bank donations... but one of the most requested, yet least donated items is milk. Milk offers great nutrition to growing children but many families are only able to get about a gallon a year from food banks.

Through the month of October, the Milk n More Store hosted a milk drive to support the hungry families that United Food Bank serves. The milk drive kicked off on October 3, during a ribbon cutting ceremony with the Tempe Chamber of Commerce. At the ceremony, Chamber CEO, Anne Gill, gave the first 10 gallons in honor the of #10GallonChallenge. Chamber members followed suit and over 100 gallons were donated at the ribbon cutting ceremony.

Donations poured in by the gallon (see what we did there) for the rest of the month. Customers and employees were very generous and helped the Milk n More Store collect over 800 gallons of milk to donate to the United Food Bank.

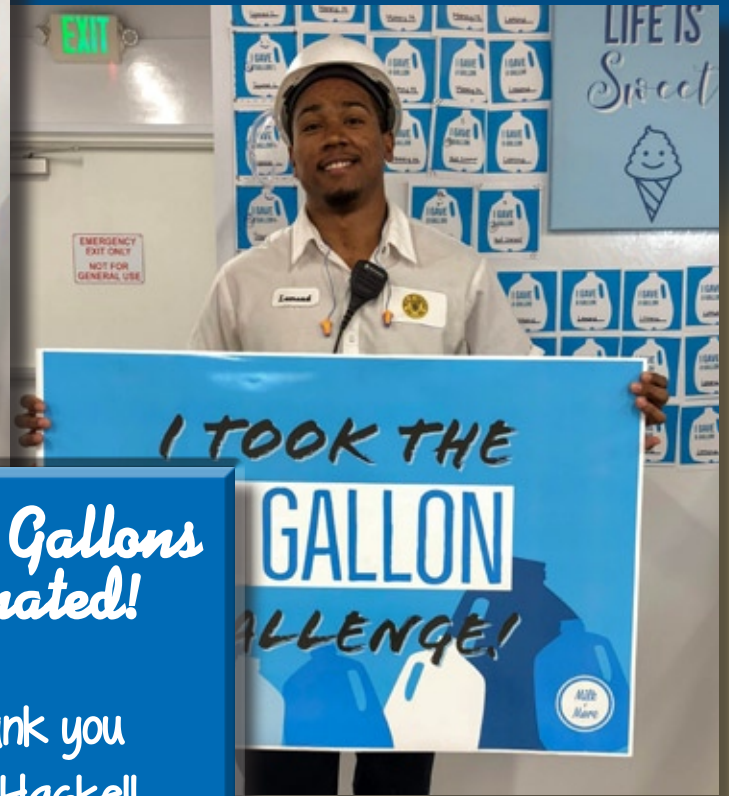
"Milk is one of the most highly-requested



items by food banks, but it is rarely donated, leaving many families with limited access to the essential nutrients milk can provide," said Tyson Nansel, public and media relations director for United Food Bank. "We're extremely grateful to the United Dairymen of Arizona. This donation allows us to provide hundreds of gallons of milk to Arizonans in need."

Thank you to the Tempe Chamber of Commerce, United Food Bank, and everyone who donated during the month. This milk drive was successful thanks to you! A special thank you must be given to our employees who donated 100 gallons or more. Those donations were above and beyond our hopes for what a single person would give. ♦

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100+ Gallons
Donated!

Thank you
Guy Haskell
Spencer Clevenger
Lamond McCoy
Amy Baxley



Employee SPOTLIGHT

Patrick Dolin

By Roxy Helman

Years worked at UDA: 3 years

Tell us a little about yourself. Born and raised in Arizona. I've been married to my wife for 7 years and we have a 5 year old daughter. Family is everything to me. We are the type of family that gets together every Sunday night for dinner and laughs.

What is your job at UDA? Quality Assurance Technician.

Have you worked any other positions at UDA? Yes, Field Service Technician. I maintained the dairies equipment, did troubleshooting and replaced faulty or worn out machinery.

What part of your job do you like the most? Learning new things and knowing I'm helping the dairymen put out the best quality milk.

Before working at UDA, did you have any interesting or unusual jobs? Before UDA, I was a commercial electrician for 8 years. The job took me all over Arizona doing everything from schools, churches, data centers and more.

What kinds of hobbies or interests do you have outside of work? I have a cabin in Prescott so we spend a lot of time up there. Anything outdoors -- riding my dirt bikes, four wheeling my Suzuki Samurai or target shooting.

What is one thing you can't live without? My family. ♦



**IN CELEBRATION OF NATIONAL FARMERS DAY,
ARIZONA MILK PRODUCERS ORGANIZED AN EVENT AT
ARIZONA WILDERNESS BREWING CO. TO HIGHLIGHT THE
SOMETIMES UNEXPECTED WAYS TO ENJOY DAIRY!**

From Farm to Tap *Drink Your Milk*

“Farm to Tap” featured Abundantsea Imperial Milk Stout and Lemon Carrot Cake Double IPA, two beers brewed using local lactose; tacos and poutine made with Arizona Farms Cheese; a special visit from Arizona Dairy Co.’s Pokie the cow for photo ops, love and a milking contest among the beertenders; a “perfect pour” challenge between dairy farmers Pieter van Rijn and Jim Boyle; and of course, custom shirts and coasters. Check out the video capturing the day’s events at arizonamilk.org. ♦



BUILDING *Sales in Dairy*

Short and Long-term

**DAIRY
CHECKOFF
works!**
Dairy Management Inc.

DAIRY SALES

\$ Since the checkoff began in 1984, we have seen an average of 4.3 pounds of growth per capita consumption per year, or

140 TOTAL POUNDS

through 2017

FLUID MILK



Checkoff partnered with fairlife to build a national fluid milk brand, achieving

\$450 MILLION IN SALES

For the past three years, fairlife has grown faster than the plant-based dairy alternative category

Ready-to-drink coffee has become a

\$3 BILLION

category that **GREW 12% IN 2017**, while milk in foodservice, led by the quick-serve restaurants and coffee segments, grew 1% in 2017



We work with partners to

STIMULATE INVESTMENT

in milk-based beverages, like Shamrock Farms' Cold Brew Coffee & Milk and McDonald's McCafé expansion



PARTNERS



Checkoff partner Taco Bell has elevated dairy from a garnish to a "hero" by focusing on innovation with cheese, increasing dairy use by an average of

8%

in 2016 and 2017



Since our partnership began in 2009, Domino's increased cheese use by

1 BILLION POUNDS

(milk equivalent)

Domino's is the #1 pizza company by sales, both in the U.S. and globally



In 10 years of partnership with McDonald's, their dairy use has grown by

1.2 BILLION POUNDS

or ~5% annual growth

They recently upgraded to a 30% larger white cheddar slice



Thanks to the checkoff's U.S. Dairy Export Council, U.S. dairy exports through the first six months of 2018 represented

~16%

of production, the largest percentage in history for the first half of the year,



As part of the "Put More Cheese in More Places" partnership plan, Pizza Hut increased the amount of cheese on pan pizzas by

+25%

requiring an additional 150 million pounds of milk yearly

U.S. cheese use at Pizza Hut Asia-Pacific has increased by

+29%

DAIRY EXPORTS

BUILDING *Trust in Dairy*

**DAIRY
CHECKOFF
works!**
Dairy Management Inc.



10 YEARS OF BUILDING TRUST

100+ companies and organizations advance dairy's social responsibility goals

25 dairy cooperatives and company CEOs representing

60% of U.S. milk supply aligned behind Undeniably Dairy and the launch of the U.S. Dairy Stewardship Commitment

98% OF U.S. MILK SUPPLY

is from dairy cooperatives and processors enrolled in the National Dairy FARM Animal Care Program, which is supported by top customers including McDonald's, Walmart and Starbucks.

1ST animal welfare program to be globally recognized as ISO*-compliant

*International Organization for Standardization



UNDENIABLY DAIRY

Proudly reintroducing dairy and unifying the dairy community with

MORE THAN 300

- dairy co-ops
- manufacturers
- organizations
- foodservice leaders

participating in this campaign and reminding consumers of their dairy love

Sharing dairy's commitment

**Responsibly produced
Nutrient rich
Locally driven
Real enjoyment**

With more than

4+ BILLION IMPRESSIONS

and growing, campaign content is moving targeted consumers from "conflicted health seeker" to "dairy lover" and decreasing purchase intent for dairy alternatives by

14%

YOUTH WELLNESS



Fuel Up to Play 60 has helped increase breakfast participation in schools, resulting in a total cumulative milk increase of

1.2 BILLION POUNDS
since 2010



Our pilot partnership with Discovery Education increased positive perceptions of dairy farmers by introducing

1.3 MILLION STUDENTS

to farming via virtual tours, with kids showing interest in technology, sustainability and milk's journey from farm to table



Everything Arizona Farmers Ever Wanted to know about USMCA But Were Too Afraid to Ask

By Tyler Davis and Julie Murphree, Arizona Farm Bureau

Possibly to everyone's surprise on the last day of September, The U.S., Mexico, and Canada reached a dramatic deal revising the North American Free Trade Agreement. Despite haggling over what to call it (but that's what negotiators do), President Donald Trump won out and insisted it be named "USMCA."

For those that have studied the new pact, one will find some significant changes. Still, to be approved by the U.S. Congress, we try to take the fine print on the USMCA and extrapolate exactly what this trilateral trade agreement means to agriculture.

All food and agricultural products that have zero tariffs under the North American Free Trade Agreement (NAFTA) will remain at zero tariffs. Since the original NAFTA did not eliminate all tariffs on agricultural trade between the United States and Canada, the USMCA will create new market access opportunities for United States exports to Canada of dairy, poultry, and eggs, and in exchange the United States will provide new access to Canada for dairy, peanuts, processed peanut products, and a limited amount of sugar and sugar-containing products.

Key Achievement: Increasing Dairy Market Access

In addition to the current exports of dairy products that the United States makes to Canada of \$619 million in 2017, Canada will provide new tariff rate quotas exclusively for the United States. The agreement

includes market access gains for the following American products:

- **Fluid Milk:** 50,000 metric tons (MT) by year six of the agreement, growing one percent for an additional 13 years. Eighty-five percent of the quota will be reserved for further processing.
- **Cheese:** 12,500 MT by year six of the agreement, growing one percent for an additional 13 years. Fifty percent of that amount will be available for any kind of cheese, while the remainder will be for industrial cheeses.
- **Cream:** 10,500 MT by year six of the agreement, growing one percent for an additional 13 years. Eighty-five percent of the volume in year one will be reserved for further processing.
- **Skim Milk Powder:** 7,500 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Butter and Cream Powder:** 4,500 MT by year six of the agreement, growing one percent for an additional 13 years. Eighty-five percent of the volume in year one will be reserved for further processing, which will be reduced to 50 percent by year five.
- **Concentrated and Condensed Milk:** 1,380 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Yogurt and Buttermilk:** 4,135 MT by year six of the agreement, growing one percent for an additional 13 years.

- **Powdered Buttermilk:** 520 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Products of Natural Milk Constituents:** 2,760 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Ice Cream and Ice Cream Mixes:** 690 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Other Dairy:** 690 MT by year six of the agreement, growing one percent for an additional 13 years.
- **Whey:** 4,134 MT by year six of the agreement, growing one percent for an additional 4 years. Whey will have its over-quota tariff eliminated in 10 years.
- **Margarine:** Tariff elimination in five years. The margarine rule of origin for use in trade between the United States and Canada will allow the use of non-originating palm oil in the manufacture of margarine.

The United States will provide reciprocal access on a ton-for-ton basis for imports of Canada dairy products through first-come, first-served tariff rate quotas.

Key Achievement: Canada's Milk Class Pricing System

Six months after entry into force of the USMCA, Canada will eliminate milk price classes 6 and 7. Canada will ensure that the price for skim milk solids used to produce nonfat dry milk, milk protein concentrates, and infant formula will be set no lower than a level based on the United States price for nonfat dry milk. Canada has also committed to adopting measures designed to limit the impact of any surplus skim milk production on external markets. These measures include the resumption of its program to use skim milk domestically as animal feed and a new commitment to cap its exports of skim milk powder, milk protein concentrates, and infant formula. For skim milk powder and milk protein concentrates, the aggregate export cap will be 55,000 MT in the first year after the agreement enters into force, falling to 35,000 MT in the second year. Exports that exceed this threshold will face an export surcharge of C\$0.54 per kilogram. For infant formula, the export cap will be 13,333 MT in the first year, increasing to 40,000 MT in the second year. Exports that exceed this threshold will face a surcharge of C\$4.25 per kilogram. Both caps will be increased by 1.2 percent a year, an amount equivalent to Canada's historical population growth. To assist with monitoring implementation of this new program, Canada has agreed to discuss any matter related to this mechanism upon request of the United States, and both countries will review the agreement five years after entry into force and every two years thereafter.

Key Achievement: Expanding Poultry and Eggs Market Access

In addition to the \$600 million worth of poultry and egg products that the United States exported to Canada in 2017, Canada will provide new tariff rate quotas for the United States as follows:

- **Chicken:** 47,000 MT increasing to 57,000 MT by year six of the agreement, growing one percent for an additional 10 years. The United States will still be eligible to export up to 39,844 MT under Canada's World Trade Organization (WTO) tariff rate quota regime.
- **Egg and Egg Products:** 1.67 million increasing to ten million dozen eggs and egg-equivalent products in year six of the agreement, growing one percent for an additional 10 years. Canada has agreed to allow 30 percent of import licenses for shell egg imports to be granted to new entrants as well. As with chicken, the United States will still be eligible to export up to 21.37 million dozen-egg and egg-equivalent products under Canada's WTO tariff rate quota regime.
- **Turkey:** Canada has agreed to provide the United States and other country members of the World Trade Organization access equivalent to no less than 3.5 percent of the previous year's total Canadian turkey production. This will allow the United States to export additionally up to 1,000 MT of turkey products each year for the next 10 years than the current access and potentially more thereafter.
- **Broiler Hatching Eggs:** The United States continues to maintain current access as agreed to under the Canada-US Free Trade Agreement (CUSFTA) of 21.1 percent of Canada's domestic production.

Continued on page 16 —



Key Achievement: Most Comprehensive Set of Enforceable Environmental Obligations

The Environment chapter includes the most comprehensive set of enforceable environmental obligations of any previous United States agreement, including obligations to combat trafficking in wildlife, timber, and fish; to strengthen law enforcement networks to stem such trafficking, and to address pressing environmental issues such as air quality and marine litter.

Environment obligations include:

- Prohibitions on some of the most harmful fisheries subsidies, such as those that benefit vessels or operators involved in illegal, unreported, and unregulated (IUU) fishing.
- New protections for marine species like whales and sea turtles, including a prohibition on shark-finning and commitment to work together to protect marine habitat.
- Obligations to enhance the effectiveness of customs inspections of shipments containing wild fauna and flora at ports of entry and ensure strong enforcement to combat IUU fishing.
- First-ever articles to improve air quality, prevent and reduce marine litter, support sustainable forest management, and ensure appropriate procedures for environmental impact assessments.
- Robust and modernized mechanisms for public participation and environmental cooperation.

Strengthening North American Trade in Agriculture

The United States, Mexico, and Canada have reached an agreement to benefit American farmers, ranchers, and agribusinesses. While agriculture has generally performed well under NAFTA, important improvements in the agreement will enable food and agriculture to trade more fairly and to expand exports of American agricultural products.

Key Achievement: Expanded Market Access for American Food and Agricultural Products.

America's dairy farmers will have new export opportunities to sell dairy products into Canada. Canada will provide new access for United States products including fluid milk, cream, butter, skim milk powder, cheese, and other dairy products. It will also eliminate its tariffs on whey and margarine. For poultry, Canada will provide new access for United States chicken and eggs and increase its access for turkey. Under a modernized agreement, all other tariffs on agricultural products traded between the United States and Mexico will remain at zero.

Key Achievement: Canada's Milk Classes 6 and 7 to Be Eliminated

The top priority for America's dairy industry in this negotiation has been for Canada to eliminate its program that allows low priced dairy ingredients to undersell United States dairy sales in Canada and in third country markets. As a result of the negotiation, Canada will eliminate what is known as its milk classes 6 and 7. In addition, Canada will apply export charges to its exports of skim milk powder, milk protein concentrates and infant formula at volumes over the agreed threshold, which will allow United States producers to expand sales overseas.

Key Achievement: Setting Unprecedented Standards for Agricultural Biotechnology

For the first time, the agreement specifically addresses agricultural biotechnology to support 21st century innovations in agriculture. The text covers all biotechnologies, including new technologies such as gene editing, whereas the Trans-Pacific Partnership text covered only traditional rDNA technology. Specifically, the United States, Mexico, and Canada have agreed to provisions to enhance information exchange and cooperation on agricultural biotechnology trade-related matters.

Key Achievements: Significant Commitments to Reduce Trade Distorting Policies, Improve Transparency, and Ensure Non-Discriminatory Treatment for Agricultural Product Standards

Building on NAFTA, the United States, Mexico, and Canada agreed to work together in other fora on agriculture matters, improve transparency and consultations on matters affecting trade among the countries.

The United States, Mexico, and Canada agreed to several provisions to reduce the use of trade-distorting policies, including:

- To not use export subsidies or the World Trade Organization (WTO) special agricultural safeguards for products exported to each other's market.
- Improved commitments to increase transparency and consultation regarding the use of export restrictions for food security purposes.
- If supporting producers, to consider using domestic support measures that have minimal or no trade distorting or production effects and ensure transparency of domestic support programs.

Canada and the United States also agreed to strong rules to ensure tariff-rate quotas are administered fairly and transparently to ensure the ability of traders to fully use them.

Key Achievement: Fair Treatment for Quality Requirements for Wheat and other Agricultural Products

Canada has agreed to grade imports of United States wheat in a manner no less favorable than it accords Canadian wheat and do not require a country of origin statement on its quality grade or inspection certificate. Canada and the United States also agreed to discuss issues related to seed regulatory systems.

To facilitate the marketing of food and agricultural products, Mexico and the United States agreed that grading standards and services will be non-discriminatory for all agricultural goods and will establish a dialogue to discuss grading and quality trade-related matters.

Key Achievement: Enhanced Rules for Science-Based Sanitary and Phytosanitary Measures

In the Sanitary and Phytosanitary (SPS) Measures chapter, the United States, Mexico, and Canada have agreed to strengthen disciplines for science-based SPS measures while ensuring Parties maintain their sovereign right to protect human, animal, and plant life or health. Provisions include increasing transparency on the development and implementation of SPS measures; advancing science-based decision making; improving processes for certification, regionalization and equivalency determinations; conducting systems-based audits; improving transparency for import checks; and working together to enhance compatibility of measures. The new agreement would establish a new mechanism for technical consultations to resolve issues between the Parties.

Key Achievement: New Disciplines on Geographic Indications

The Parties agreed to provide important procedural safeguards for recognition of new geographical indications (GIs), including strong standards for protection against issuances of GIs that would prevent United States producers from using common names, as well as establish a mechanism for consultation between the Parties on future GIs pursuant to international agreements.

Key Achievement: Market Access for Certain Cheese Names

Mexico agreed to not restrict market access in Mexico for U.S. cheeses labeled with certain names.

Key Achievement: Prohibiting Barriers for Alcohol Beverages

The United States, Mexico, and Canada agreed to non-discrimination and transparency commitments

regarding sale and distribution and labeling and certification provisions to avoid technical barriers to trade in wine and distilled spirits. They agreed to continue recognition of Bourbon Whiskey, Tennessee Whiskey, Tequila, Mezcal, and Canadian Whisky as distinctive products.

Key Achievement: New Protections for Proprietary Food Formulas

To meet technical regulations and standards related to prepackaged food and food additives, governments may require information from companies relating to the companies' proprietary formulas. The United States, Mexico, and Canada agreed on the Annex on Proprietary Food Formulas, which requires each Party to protect the confidentiality of such information in the same manner for domestic and imported products. It also limits such information requirements to what is necessary to achieve legitimate objectives.

Next Steps: USMCA Trade Agreement

There are key milestones still to be made before USMCA becomes a reality. The Next steps are key to having the new agreement fully roll out.

1. President Trump provides the text of the trade agreement to Congress.
2. November 6, 2018: United States mid-term elections take place.
3. November 30, 2018: The 90-day consultation period for the trade agreement will end. The new USMCA agreement in principle "could" be signed by President Trump.
4. January 3, 2019: Incoming new U.S. Congress.
5. January 30, 2019: Last day for U.S. administration to submit a list of changes to U.S. law (60 days after signing).
6. January/February 2019: Final agreement text submitted to Congress 30 days prior to implementing legislation.
7. Mid-March 2019: Last day for the US International Trade Commission economic impact report of USMCA deal (105 days after signing).
8. April 2019: Implementation bill introduced in House and Senate.
9. April to July 2019: Bill is debated and considered in House and Senate committees before the final vote.
10. Mid-July 2019: Senate votes on the USMCA implementation bill.
11. July 2019: USMCA potentially signed into law by President Trump.

Trade has been front and center in farm and ranch country. USMCA is no exception. This trilateral agreement will have long-standing implications for the three key trading partners that are part of this newly negotiated deal. ❖

UDA 2018 Plant Projects

The Big Things We Tackled in 2018

QUALITY:

I. Cream:

- a. We uncovered programming and maintenance issues which affected our cream quality.
 - i. Once corrected, finished and delivered cream quality improved.

II. Powder

- a. Constructed a new powder silo corridor to manage hygiene.
 - i. Corridor helps us protect finished product from outside pathogens.
- b. Dye checked Rogers 2 dryer
 - i. Entails taking the bottom off the dryer and looking for cracks that could potentially contaminate product.
 - ii. After reassembling, maintenance, sanitation, and quality checks the dryer is back on.
 - iii. This procedure was necessary to keep product safe from contamination.

III. Lactoferrin

- a. Building a dryer to complete entire processing onsite.
 - i. Offers a better quality product.
 - ii. Gain access into new markets.

SUSTAINABILITY

I. Boilers

- a. Completed an overhaul of one of the boilers.
 - i. Able to monitor and meter water and gas used to make steam
 - ii. Improves efficiency of steam production

II. Water and Dairy Solids

- a. Ongoing efforts to reduce water use and haul off.
- b. Reduces expenses to the producers.



EFFICIENCY

I. Receiving

- a. Improved process to unload and CIP tanker fleet daily
- b. Increased efficiency of the process

II. Butter

- a. Eliminated an underperforming churn
- b. Replaced with a refurbished churn, larger butter silo, and additional filler
- c. New capability to run salted and unsalted butter
- d. Can run higher volumes when needed.

SPECIAL ORDER

I. Super Kosher

- a. Completed a two-week, 900 MT order
 - i. Preparations for Kosher are huge
 - 1. Increased logistics and requests to complete
 - ii. Start up and operation of the 2018 run went smoothly. ❖



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Button-down work shirt



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& GIFT GIVING, TOO!**

UDA members who would like to purchase a shirt with a UDA logo may order them online through our uniform company, Aramark. The link below will take you directly to a page with ten of the most popular styles selected (8 shirts, and 2 outer-wear items).

Link for purchasing UDA items:

www.aramark-uniform.com/MYSITE/customerlogon.html

Both the login and the password are: shop@uda.coop

Members benefit from UDA pricing; purchases are individual transactions between members and Aramark. Shipping and embroidery costs are in addition to the garment price.

Connecting with Consumers in New York City

Since 2016 Rosemarie Zimbelman has been an Arizona Milk Producers Board Member. The board oversees the marketing of milk and dairy products made by Arizona Dairy Farms. As a working mom, consumer, and dairy farmer Rosemarie has a different perspective to add to the board. She also believes her connections on social media are beneficial as she is able to answer questions and keep her connection to 'city life'.

In October, she ventured out on the streets of New York to connect with consumers on the Today Show and at the Grand Central Food Festival. The Undeniably Dairy Food Truck was on scene handing out grilled cheese and chocolate milks to attendees.

Rosemarie, along with farmers from across the U.S., spent time with consumers who came into the Undeniably Dairy Experience. With amazing photo opps like a life-sized grilled cheese, chocolate milk, and connect four, attendees had a great time connecting with the dairy farmers and dairy foods.

After two very long days, Rosemarie was very impressed with the amount of time and effort that it took to put that event together. "The DMI team really is hard at work for us. They set up, tore down, made signs and went out of their way to make the experience easy for the farmers." ❖



**AT THE END OF THE DAY, OVER 10,000
GRILLED CHEESE AND CHOCOLATE MILKS WERE
GIVEN OUT. ONE EVERY 11 SECONDS!**



**"You could see the delight in people's eyes
when they took a bite of their grilled cheese."
Said Rosemarie "It was fun to watch all day."**



El Tour De Tucson

Ride.
Refuel.
Ride.

Arizona Milk Producers was the official recovery beverage sponsor for the 36th annual El Tour de Tucson on November 17, 2018. The race continues to be one of the most important sporting events in Tucson, attracting over 9,000 cyclists across the United States. Our friends at Shamrock Dairy supported the “Chocolate Milk as a Recovery Beverage” messaging with 4,608 bottles of chocolate milk that were handed out at the finish line! One rider said all he could think about for the last 20 miles of the ride was a bottle of cold, chocolate milk when he finished. ❖





Fuel Up to Play 60 Kicks Off with a Bang

Dairy Management West worked diligently to bring two important Fuel Up to Play 60 Program Advisor trainings to Las Vegas and Phoenix. On September 27th, the Raiders helped sponsor a training for about 45 teachers interested in learning more about the program and how to implement it in their school. The Raiders facility provided a snazzy and entertaining venue to add that star power of the NFL to the event. Attendees not only learned about the six steps of implementation, but also, they heard from a few program advisors who are already successfully running the program in their schools.

In Arizona, the Program Advisor training took place on October 2nd for 120 attendees. Even though it ended up being one of the rainiest days in Phoenix history, our amazing Fuel Up to Play 60 program advisors and

supporters still braved the weather and made the trek to Phoenix. This full day training included testimonials and presentations from fully activated and engaged teachers and students. The Dairy Council also hired Michele Redmond, a chef and registered dietitian to prepare some dairy friendly recipes that can be incorporated in the school lunch menu. Chef Redmond also provided valuable insight into the science of taste and how to work with picky eaters.

Both trainings included an exercise for all attendees to complete a 30/90 form. They all had to write down a plan of action for rolling out Fuel Up to Play 60 in their school and what they would accomplish in 30 days and 90 days. Dairy Council staff in Nevada and Arizona will be following up with each attendee to touch base and assist them on making those goals a reality. ♦

Continued on page 23 —



dairy council® of az



2018 In Review: Hot Legal Topics in Dairy

by Ashley Ellixson

2018 has been quite the rollercoaster for legal issues in agriculture in general. From the proposed Farm Bill to tariff relief, there has not been a dull moment yet. Below is a brief overview of the issues that impacted dairy this year and what we, as an industry, are keeping a close eye on.

Farm Bill Outlook: The House and the Senate are working to merge their bills into a final 2018 Farm Bill. The goal is enactment by the end of this year. The efforts of the dairy industry have been to improve MPP to be an effective safety net that does not incentivize increased milk production and expand available risk management options for producers. In more detail, the Bill is likely to increase coverage levels with affordable \$5.00 and \$9.00 coverage as well as allowing producers to participate in both MPP and LGM risk management programs.

Immigration-2018 Recap: Chairman Bob Goodlatte (R-VA) took the lead role in proposed H-2C ag guest worker program however this bill was never passed and enacted. Further action is unlikely this year with differences within the ag community as a whole slowing progress. However, Rep. Dan Newhouse (R-WA) has offered a temporary fix to allow dairy to use H-2A which is included in the House's funding measure that is in play for the lame duck session. Unfortunately, dairy as a whole is still not united in the H2-A temporary fix and currently, the Senate lacks consensus on any immigration bill.

The New NAFTA-USMCA: On October 1, 2018, the U.S., Canada and Mexico reached the new trade

agreement which is expected to be signed and put to a vote by Congress within 60 days of its signing. In addition to the changes related to Canada's dairy market (which are detailed in the article on Page 14 of this issue of UDA magazine) the agreement states that cars entering North American markets must contain at least 75% American, Canadian or Mexican parts to be exempt from tariffs. The agreement also contains a sunset clause to expire or renew after 16 years.

Waters of The U.S. (WOTUS): For the third year in a row, the issue of what is meant by "waters of the United States" (aka WOTUS) in the Clean Water Act (CWA) makes the list of the biggest agricultural law issues. In 2015, the EPA promulgated a new definition of what constitutes a WOTUS and what is subject to federal jurisdiction under the CWA. Numerous lawsuits were filed over that definition. A nationwide stay was issued by the United States Court of Appeal for the Sixth Circuit in 2015. In January of 2018, the United States Supreme Court ruled that the proper venue for cases challenging the WOTUS definition were in trial level federal courts. This some issues. First, the EPA passed a rule that said the 2015 rule would not go into effect until 2020 which gave the EPA time to draft and publish a new definition. Then, because the Sixth Circuit was not the proper venue for cases to be filed, the nationwide stay on the new WOTUS definition was lifted. In August, a South Carolina federal court held that the EPA's rule suspending enforcement until 2020 was invalid and issued an order preventing such suspension. At that point, the 2015 WOTUS definition was in

place across the country, unless there was a trial-level injunction issued to prevent the application of the definition. After the dust settled, several states currently have an injunction in place preventing the enforcement of the 2015 rule including Arizona. For all other states, the 2015 definition is currently in effect. Meanwhile, the EPA has said it plans to reveal a new WOTUS definition for public comment early next year. (Courtesy of Tiffany Dowell Lashmet, Texas A&M).

Tariff Mitigation Relief: The Trump Administration announced a program to compensate producers for losses incurred from the retaliatory tariffs. Dairy farmers received \$127 million in direct payments, or \$0.12/cwt. USDA has indicated that a second payment may be made before the end of 2018, we have yet to see this happen.

CERCLA/EPCRA: Earlier this year, on February 13, 2018 bipartisan legislation was introduced in the U.S. Senate that would prevent dairy farms, and other livestock operations, from having to generate meaningless air emissions data for reporting under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA), known also as Superfund. As a result, The Fair Agricultural Reporting Method (FARM) Act was passed in March 2018 as part of the Omnibus Spending Bill and prevented farms, ranches and other agricultural operations from having to report livestock manure emissions data under CERCLA. Most recently, EPA is proposing to amend the release notification regulations under the Emergency Planning and Community Right-to-Know Act (EPCRA) to add the reporting exemption for air emissions from animal waste at farms provided in CERCLA. EPA has solicited comments until December 14, 2018. This effort parallels the successful legislative effort to end reporting under CERCLA.

Fake Dairy: Consumers care about proper nutrition – but they're in a hurry, too. Their decisions are influenced by product packaging, and they don't

have time for misleading labeling. That's why the U.S. Food and Drug Administration (FDA) needs to immediately end the application of the term "milk" to nutritionally inferior non-dairy products. Data shows the confusion. In an IPSOS survey commissioned by Dairy Management Inc. in August:

- 73 percent of consumers believed that almond-based drinks had as much or more protein per serving than milk, even though milk has eight times as much protein.
- 53 percent said they believed that plant-based food manufacturers labeled their products "milk" because their nutritional value is similar. They don't, and the manufacturers know it.
- Misinformation was even more prevalent among consumers who solely purchase plant-based beverages. Of those buyers, 68 percent strongly or somewhat agreed that those drinks have the same nutritional content as dairy milk.

FDA is holding a public comment period on food labeling standards governing fake "milks." This comment period is a crucial opportunity for dairy stakeholders to weigh in on the importance of accurate, consistent and legal labeling practices for dairy products and to call out those that have unfairly misbranded themselves. We need our dairy supporters to use this comment period to discuss why such practices need to be eliminated through effective enforcement by FDA. FDA's public comment period runs through January 25, 2019.

Bioengineered Food: The proposed rule was issued May 4, 2018. The date set for the final rule is December 1, 2018 so we are still waiting for the rule to be issued. Concerns for dairy are surround lactase, chymosin, vitamins, bioengineered feed and cultures and whether those items will require a product to be labeled or not. Another question is whether the labeling rules will be mandatory or voluntary. ♦

NMPF Updates

Baldwin: Farm Bill negotiations complete; Wisconsin farmers can expect improvements

After stalling in Congress for several months, legislators have finished negotiations on the 2018 Farm Bill and are ready to put their agreements in writing. Democrat Senator Tammy Baldwin talked to NewsChannel 7 about what the new bill will look like – and the specific improvements that would especially benefit Wisconsin dairy farmers. “What we’ve seen in Wisconsin, over 500 dairy farms went out of businesses last year, and we’re on a pace to surpass 600 this year,” Baldwin said. “We can say that our dairy farmers are in crisis, and this bill can’t pass soon enough in my opinion to provide new tools for them.”

The farm bill’s winners and losers

Around every five years, the Farm Bill reauthorizes farm and nutrition programs across the country but congressional leaders allowed the more recent bill to expire on September 30. This is of concern to many Americans, especially those who rely on the bill which has covered programs including providing access to healthy food among low-income individuals as well as protecting our environment. While the full text of the 2018 Farm Bill has yet to be released, it appears Congress is expected to vote on it as early as next week. As with most bills, some industries will benefit while others won’t – and you’re likely to hear more about two four-letter words: SNAP and hemp

In Nafta rewrite, Canada took cue from Mexico: Make a big concession

Canadian Foreign Minister Chrystia Freeland was frustrated as the deadline approached for renegotiating the North American Free Trade Agreement. Meeting her Mexican counterpart at the Lexington Hotel in midtown Manhattan, she told him things weren’t moving forward as she had

hoped, with the U.S. refusing to bend on Canada’s key demands with just four days to go. It didn’t help that President Trump said of Canada at a press conference that day, Sept. 26, “We don’t like their representative very much.”

Trump farm bailout checks coming to Wisconsin farmers vary from thousands to a few dollars

About \$10 million in payments are on their way to Wisconsin farmers from President Donald Trump’s farm bailout program, with 11 farms getting more than \$50,000 each, 237 less than \$100, and a few thousand farms somewhere in between those amounts. U.S. Department of Agriculture data, obtained by the Environmental Working Group, in Washington, D.C., shows the average payment for Wisconsin farmers in the federal Market Facilitation program was \$2,145. The program was designed to help U.S. dairy, pork, soybean, corn and other farmers who’ve seen prices tumble as a result of Trump’s trade battles with Canada, Mexico, China and other countries.

Number of Wisconsin dairy farms down 50 percent since 2004

Farmers who make Wisconsin America’s Dairyland are having a tough time as milk prices drop and operating expenses increase. According to the state’s agricultural officials, the number of Wisconsin dairy herds has declined by nearly 50 percent in the last 14 years, with the largest number of farm closures happening this year. Some farmers, like Molly and Jake Gehring, of Hartford, hope their use of robots will help cut down on long-term labor costs and allow for continued farming. “It’s difficult thinking about all the people who put their entire lives and generations into this and they’re not able to continue,” Jake Gehring said.



EPA plans biofuel 'reset' as program misses Congress' targets

The U.S. Environmental Protection Agency will propose new targets for the final three years of the nation's renewable fuel program in January, replacing ambitious decade-old goals set by Congress with volumes closer to the industry's current output, two people familiar with the matter said. The planned reset of the U.S. Renewable Fuel Standard is likely to set up a fresh battle between two industries, with corn growers wanting the highest possible targets to spur investment, and oil companies eyeing the smallest to reduce costs. The standard, which expires in 2022, was established in 2007 to boost the Corn Belt economy and help wean the country off of fossil fuels.

Raw beef recall expands to 12 million pounds after hundreds infected by salmonella

Authorities expanded a nationwide recall of raw beef products on Tuesday after hundreds of people fell ill from salmonella infection. The U.S. Agriculture Department's Food Safety and Inspection Service said it believes that an additional 5 million pounds of raw meat is contaminated, bringing the total recalled amount to more than 12 million pounds. According to the Centers for Disease Control and Prevention, cases have been reported in at least 25 states. The recall's list of brands includes Kroger, Laura's Lean and JBS generic.

Trump team set to take tough stand in 90-day trade talks with China

Trump administration officials said they planned to take a tough stand in their 90-day trade negotiations with China or impose further tariffs, as optimism over a truce gave way to uncertainties about how the two sides could find agreement on a wide range of issues.

Having emphasized last weekend the possibilities for a wide-ranging deal, President Trump and other officials switched their focus to issues they want to see addressed and the consequences of not reaching an accord in a time frame that China initially didn't acknowledge.

Can we grow more food on less land? We'll have to, a new study finds

If the world hopes to make meaningful progress on climate change, it won't be enough for cars and factories to get cleaner. Our cows and wheat fields will have to become radically more efficient, too. That's the basic conclusion of a sweeping new study issued Wednesday by the World Resources Institute, an environmental group. The report warns that the world's agricultural system will need drastic changes in the next few decades in order to feed billions more people without triggering a climate catastrophe. The challenge is daunting: Agriculture already occupies roughly 40 percent of the world's land and is responsible for about a quarter of humanity's greenhouse gas emissions.

Global dairy prices gain for first time in six months

Global dairy prices rose for the first time in six months at a fortnightly auction held early on Wednesday as lower volumes of key products were offered at the sale. The GDT Price Index climbed 2.2 percent, the first rise since May, to an average selling price of \$2,819 per ton. The index had fallen 3.5 pct at the previous sale. Prices have been falling on ramped up supply from New Zealand, the world's top dairy exporter, but lower volumes offered by dairy giant Fonterra had supported prices at the latest auction, according to analysts. ♦

Then what to my wondering eyes should appear...

but a big pile of hay, and eight tiny cows here.



Wishing all of you a bright
and happy holiday season!

SAVE THE DATE

UDA's 59th Annual Meeting
Thursday, January 24, 2019

10:00 a.m. - Business Meeting

Lunch directly follows • Informal YC meeting following lunch.

Val Vista Lakes Clubhouse

1600 E. Lakeside Dr, Gilbert, AZ 85234

RSVP- to Brooke McCoy- BMcCoy@uda.coop

Invitations coming soon!