



Pipeline

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New Maola Products being offered at Costco

Two NEW delicious Maola products are now available in select Costco stores! The latest products appearing in club stores are Maola’s **Heavy Whipping Cream** and **Half & Half Ultra-Pasteurized** quarts. These products launched in 19 test locations, joining our gallon of Maola **Whole Chocolate Milk** at certain locations. The Maola Half & Half and Heavy Whipping Cream products will replace a competitor’s products at these stores and continues our efforts to expand the Maola brand to new customers and markets by encouraging consumers to support local and shop sustainably.

The sales data for these two products will determine further roll-out in even more markets, so we encourage you – and everyone you know – to visit one of these test store locations and purchase these products today!

Maola **Whole Chocolate Milk** remains in 19 Costco locations as well. Visit these stores to continue grabbing a delicious product from our local family farms.

WASHINGTON DC

VIRGINIA

- Arlington
- Chantilly
- Fairfax
- Leesburg
- Sterling

MARYLAND

- Elkridge
- Frederick
- Gaithersburg
- Wheaton

NORTH CAROLINA

- Apex
- Charlotte
- Durham
- Greensboro
- Matthews
- Moorseville
- Raleigh
- Wilmington
- Winston-Salem

WASHINGTON DC **NEW JERSEY**

- Charlottesville
- Fairfax
- Leesburg

MARYLAND

- Elkridge
- Frederick
- Owings Mills

DELAWARE

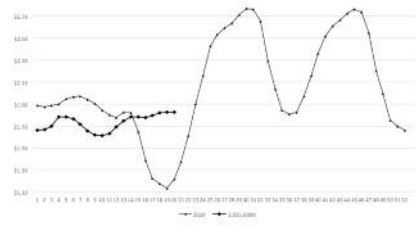
- Newark

- Bayonne
- Bridgewater
- Cherry Hill
- Flemington
- Hazlett
- Marlboro
- N. Plainfield
- Teterboro
- Union
- Wayne



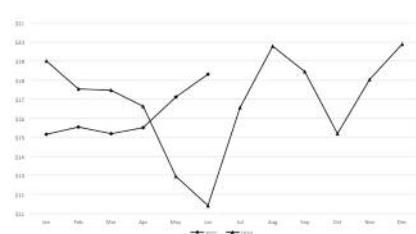
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for May 15, 2021 is 1.8257, which is \$0.61 higher than the May 14, 2020 price.

Class I Mover



The June Class I Mover is \$18.29, up \$1.19 from last month's price of \$17.10. This price is \$6.87 higher than the June 2020 price. The Class 1 year to date average is \$16.13.

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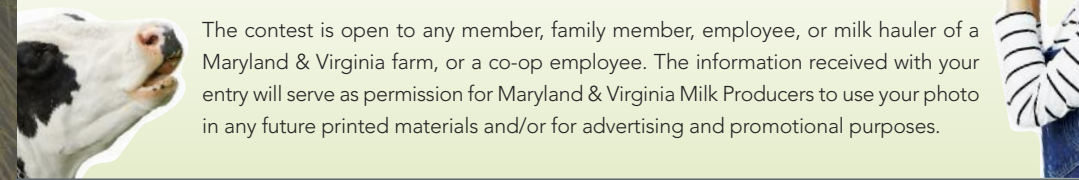
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To receive Pipeline as an e-newsletter by fax or email, contact the Communications Dept. at 800-552-1976 or info@mdvamilk.com.

Our Annual Photo Contest is **NOW OPEN** – Send Us Your Pics!

Winning entries will be highlighted in our 2022 Member Calendar. Email your entries to contest@mdvamilk.com (please make sure your images are 1.5 MB or larger JPEGs).



The contest is open to any member, family member, employee, or milk hauler of a Maryland & Virginia farm, or a co-op employee. The information received with your entry will serve as permission for Maryland & Virginia Milk Producers to use your photo in any future printed materials and/or for advertising and promotional purposes.

> PHOTO CONTEST ENTRY DEADLINE: Friday, Sept. 24, 2021

\$1 Million Conservation Grant will Benefit Virginia Dairy Farmers

The Alliance for the Chesapeake Bay, in partnership with Maryland & Virginia Milk Producers Cooperative (MDVA), was recently awarded \$1 million to begin supporting members in Virginia with on-the-ground conservation practices. Funding was awarded by the National Fish & Wildlife Foundation through the Innovative Nutrient and Sediment Reduction Grant Program. The funding will be maximized through a strategic public-private partnership which includes MDVA, the Alliance for the Chesapeake Bay, and Giant.

"Our dairy farmers don't skim on sustainability," said Lindsay Reames, Vice President, Sustainability & External Relations. "As we celebrate National Dairy Month as a cooperative, we are

thrilled to receive these National Fish & Wildlife Foundation funds to expand our sustainability investments to our dairy farm families in Virginia. We are continuously growing our sustainability portfolio to prove that Maola Milk is the sustainable milk choice for our communities."

The grant enables the public-private partnership model, known as the Clean Water Partnership, to expand its conservation reach to MDVA members in Virginia. The funding will accelerate the rate and scale of water quality improvements by implementing proven water quality improvement practices on Virginia dairy farms. The work conducted through this project is expected to reduce 18,554.95 pounds of nitrogen, 4,625.12 pounds of phosphorus, and 1,714.08 tons of sediment pollution to restore water quality in Virginia's Chesapeake Bay watershed.

Turkey Hill Clean Water Project Progress

Over the past year, the number of farms participating in the Turkey Hill Clean Water Partnership (THCWP) has grown to nearly 260 in total. As part of that program, multiple best management practices on 28 farms were completed by the end of May. In total, more than \$880,000 has been disbursed to members through the program. All of these dollars have come from public and private grants.

Projects ranging from manure storage to modernized barns are nearing completion. The projects go a long way into improving waterways throughout the Chesapeake Bay watershed. Enhanced manure storage on nearly a dozen farms will prevent waste from landing in the streams, while also helping producers reuse what they can to fertilize crops. Modernized barns will allow for new technologies to make cows more comfortable, enhancing the quality of the milk.

One project is on a Kirkwood, Pennsylvania farm. A new heifer barn and nearby manure storage have made an incredible difference in how the member manages his land. With the two new improvements, waste from his



tie-stall barn for milk cows travels via gravity to the manure storage. This prevents waste from ending up around or in the pond, keeping it away from other streams and creeks.



THE GRAY FAMILY AND GRAYHOUSE FARMS, were honored as the Producer of the Year by Maryland & Virginia Milk Producers at its Virtual Annual Meeting on March 31, 2021.

Producer of the Year Grayhouse Farms

Grayhouse Farms is owned and operated by Jimmy and Andy Gray. The brothers took over the farming operation from their parents, Reid and Peggy Gray. The family built a new dairy about four years ago and now milk around 1,200 cows in a

double 20 parallel direct load expandable parlor. They have about 1,800 head total in the herd. "We chose to go to a green field setting, which was just a corn field," Andy Gray said. "We did things the way that you should design it from the get-go."

The new barns were designed with cow comfort at the forefront. The barns feature deep sand bedded stalls and fans and better sorting pens and gates to allow for minimal cow stress. The Grays consult with their veterinarian, nutritionists and employees often. The family employs more than 20 staff members, all dedicated to the proper handling of cows.

The Grays are dedicated to sustainability. The three new freestall barns are cleaned three times a day via a flush system, which pushes waste into a four-stage lagoon. That lagoon is then utilized for reuse on the farm by supplying fertilizer to the farm's 2,000 acres of crops. The farm also utilizes no-till cropping and has planted switch grass and pines for wildlife and forestry management, both of which are considered top environmentally-friendly practices.

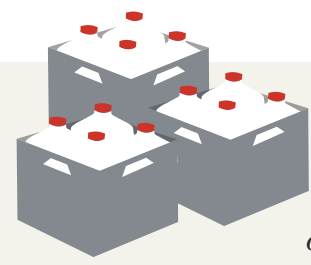
"It's reusing the animal waste that fertilizes the crops that feeds the cows that makes the waste that fertilizes the crop," said Jimmy Gray. "It's just one big circle."

On top of that, the farm has worked with the State of North Carolina to create conservation areas within their farmland which surrounds some of the creek beds and streams that feed into the Catawba River. These areas are fenced off from livestock, keeping the streams and creeks free from animal waste. Cattle are instead watered via tanks in their pastures.

The Grays are important advocates for farming and dairy in their community. They promote whole milk in schools and have created t-shirts for youth to champion drinking milk. The family donates the proceeds from that effort, with half going to the North Carolina Dairy Youth Foundation and the other half to hold conservation youth events on their farm.

"Farmers are the caretakers," says Jimmy. "We need to set the good example in our communities, and proactively tell our story to our fellow neighbors. It's just the right thing to do."

View the video featuring Grayhouse Farms on our website at https://mdvamilk.com/2021/04/01/2020_producer_of_year/ OR scan this QR Code >



Maola Milk Donated to North Carolina Food Pantry on behalf of Grayhouse Farms

On June 1, World Milk Day, Jimmy and Andy Gray couldn't have picked a better place to spend an afternoon – donating milk on behalf of their farm. The recipient of the milk was South River Baptist Church in Statesville, North Carolina.

"As the 2021 Producer of the Year with Maryland & Virginia, we had the opportunity to give back to the community," said Jimmy Gray, co-owner of Grayhouse Farms. "Donating milk to those in needs was the clear choice."

"We are very proud to deliver a nutritious, healthy product right here to our own community," said Andy Gray, co-owner of Grayhouse Farms. Each week, South River distributes over 1,000 boxes of food to families in need, including a half gallon of milk with each food box.

"There's no greater joy for us than to have some tangible way to assist people and help people," said Dr. Chris Thompson, Senior Pastor of South River Baptist Church. "The enabling that comes from donations to our church and in the ministries that we do throughout the week is a great encouragement to us and those in need in our community."

"Grayhouse Farms, like so many of our dairy farmer member-owners, work hard to care for their farm, their families, and their local community," said Lindsay Reames, MDVA's Vice President of Sustainability and External Relations. "We are proud to recognize the work of Grayhouse Farms, and to help kick-off celebrating National Dairy Month, through this Maola milk donation."

Glade Haven Farms

Honoring 50 Years *with* Maryland & Virginia

Cheers
to
50
Years!

Faces from the Field



GLADE HAVEN FARMS of Walkersville, Maryland, celebrated its 50th year of membership with Maryland & Virginia and was recognized at the cooperative's 101st Annual Meeting held in March.

Glade Haven Farm is owned by Josh Roderick and his father Dave. The farm was started in 1965 by Josh's grandfather. Today the family milks 300 cows in a double 12 parallel parlor and farms 1,200 acres.

With the help of herdsman Devin Green, Josh's sister and brother-in-law Jichaela and Nick Cutshall, and several other dedicated employees, the family operates a well-run farm that focuses on animal care.

"The cows are our livelihood and we take extra good care of them because if they aren't well-cared for, they aren't going to be producing the best quality milk. And that's what we want – to have the best quality milk out there." Jichaela said.

Josh oversees the farm management and crops, while Dave helps with the barn cleaning and pushes up cows for milking. Devon focuses on cow health and the herd breeding program. Jichaela helps with some milking and manages the farm bookwork.

"We have been shipping with Maryland & Virginia for 50 years now and it's nice to be shipping to a co-op that has kept us in business and been strong over the years," Josh said.

"You can't compare any other lifestyle to living on a farm," said Jichaela. "I'm excited that [my sons] love cows and machinery as much as we do so that they will be able to keep the farm going."

"Congratulations to Glade Haven for their dedication to producing a quality product for our customers and for their membership to Maryland & Virginia," said David Pool, Maryland & Virginia's Second Vice President, during Maryland & Virginia's virtual Annual Meeting.

View our video featuring Glade Haven Farms: https://mdvamilk.com/2021/04/01/50_year_member_gladehaven/

▶ CLICK TO VIEW GLADE HAVEN FARMS VIDEO



Ernie Fisher
Emmitsburg, Maryland
Field Rep since 1987

ERNIE FISHER has been around dairy for his entire life. After working on his family dairy farm, and multiple others, he attended Delaware Valley College, Frederick Community College, and Madison Area Technical College. Following college, he began working for Capital Milk Producers in the plant before moving to field service.

While at Walkersville High School in Walkersville, Maryland, Ernie was heavily involved in 4-H, Grange and FFA, including holding many officer positions across those organizations. He also competed across the local in-state level in dairy contests and competitions.

Ernie has been married to Judy for 33 years and is the father of two and grandfather to three.

If I wasn't in dairy:
"I have never thought about doing anything else other than working with farmers or farming. I have the greatest respect for farming and for farmers. They have the toughest job and the most rewarding job in the world. They get to work directly with God's creation."

Favorite dairy product:
Bobby's Black Mud Ice Cream Milk Shake from Prigels Dairy



Laura Jackson
Boyce, Virginia
Field Rep since 2001

LAURA JACKSON is celebrating her 20th year with Maryland & Virginia. After graduating from Virginia Tech (VT) with a degree in dairy science in 1995, Laura worked full time on her family's farm before beginning a teaching career, instructing agriculture at James Wood High School in the Shenandoah Valley, and then at Loudoun Valley High School.

While at VT, Laura was actively involved in the VT Dairy Club and was on the VT Dairy Judging team that competed at the World Dairy Expo. She is still active in supporting today's youth in agriculture by coaching 4-H and FFA teams as well as Dairy Quiz Bowl, Dairy Judging and Dairy Skillathon, among others coaching endeavors.

Laura grew up on her family's registered Jersey farm in Clear Brook, Virginia, where she continues to help out. She is married to Kevin and has a daughter Regan, set to be a senior at Clarke County High School this year.

If I wasn't in dairy:
"hmm... I have really no idea! Event planning, possibly."

Favorite dairy product:
Any kind of cheese



Carl Privett
Claremont, North Carolina
Field Rep since 1997

CARL PRIVETT grew up on a small grazing dairy, beef and tobacco farm in rural Virginia. Carl was in the Vocational Agriculture program at Grayson County High School in Independence, Virginia. He has his B.S. degree in Dairy Science from Virginia Tech. During college, he worked at the VA Tech Dairy for three years. Before joining the co-op, he was a technician for the United DHIA in North Carolina.

Carl is the proud dad of a son who just graduated high school, a daughter who is an all-star volleyball player and who is learning to drive, a stepdaughter who is a sassy egg farmer, and a beautiful new baby girl Ellie. According to Carl, he is enjoying these blessings while making his way with his soon-to-be-wife, Haigen.

If I wasn't in dairy:
"I would've likely landed in another sector of agriculture, or be involved in wildlife conservation."

Favorite dairy product:
A toss up between cheese and ice cream



Rachel Detwiler
Altoona, Pennsylvania
Field Rep since 2019

RACHEL DETWILER was heavily involved in the dairy and agriculture industries before joining MD&VA, with stints at Galliker Dairy as a milk quality lab technician and as a vet technician at a local veterinarian. In addition, Rachel has plenty of experience from growing up on her family's dairy farm, which she now manages with her husband Brian.

Rachel graduated from Penn State University with a degree in Dairy & Animal Science. While there, she worked in a research lab running radioimmunoassay's on bovine serum after vaccinations (Rachel credits that experience with getting her more interested in lab work to support the work happening on farm and in agriculture) and traveled to Ireland to learn more about diversity across agriculture. A Tyrone Area High School graduate, she was involved in FFA and 4-H as well as Academic Ag.

Rachel and Brian are the parents of four boys – AJ, Aiden, Andrew and Abram.

If I wasn't in dairy:
"Traveling the world with the film crew of the TV show, River Monsters! Reality is, I would never 'not' be in some sort of agriculture because its a family farm legacy and a love for providing food for people, which I hope to pass to the next generation."

Favorite dairy product:
Ice cream, of course!

Welcome to our second installment of **Faces from the Field**, a series where we highlight the great field team who provide the valuable support that Maryland & Virginia members rely on to help their farming operations run smoothly.

Our Field Representatives are a dedicated group! Here, we introduce you to four of them (see page 8 for our complete list of field staff).

For questions about the FARM program or sustainability project inquiries, contact one of the Sustainability Specialists. See our staff contact list on page 8 for contact information.

NINE DESERVING STUDENTS pursuing careers in the dairy industry have been awarded 2021 scholarships from Maryland & Virginia's MDVA Fund.

Five students each received a \$1,000 scholarship and four additional students each received a \$500 scholarship. These scholarships will help to offset college expenses for the 2021-2022 academic year. The recipients were selected based on their resume and cover letter, answers to dairy industry questions, academic achievements and career ambitions.

"From business managers, to dairy farmers, to large animal veterinarians, our scholarship program has helped to fuel a variety of successful, dairy-driven careers," said Lindsay Reames, Vice President of Sustainability and External Relations. "Since the scholarship program's inception, Maryland & Virginia has been proud to invest more than \$85,000 in scholarships to benefit more than 80 future dairy leaders in the last decade," she added.

HOW TO APPLY FOR A MDVA SCHOLARSHIP

To be eligible for a scholarship, students must be the son, daughter or employee of a current co-op member or the son or daughter of a Maryland & Virginia employee and attending an accredited college or university. For more information about the cooperative's scholarship program, visit the Maryland & Virginia scholarship page at <https://mdvamilk.com/ourcommunity/scholarships/>.



The scholarships are awarded through Maryland & Virginia's MDVA Fund. The MDVA Fund goes beyond scholarships to include sponsorships and product donations for dairy industry events, programs and organizations that share Maryland & Virginia's mission of supporting our local communities. Visit the MDVA Fund page to learn more.

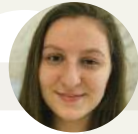
MDVA awards
\$7,000 in Scholarships
to future dairy leaders



Jill Allen
Glen-Toctin Farm, Jefferson, Maryland
Business major at Frederick Community College with plans for Dairy Science major at Virginia Tech



William Coltrane
Coltrane Dairy, Pleasant Garden, North Carolina
Agriculture Business major at University of Mount Olive



Mindi Freed
employee at Ridge View Dairy, Timberville, Virginia
Dairy Science major, Political Science minor at VA Tech



Rachel Gray
Grayhouse Farms, Stony Point, North Carolina
Agriculture Business major at University of Mount Olive



Laurel Gray
Grayhouse Farms, Stony Point, North Carolina
Agriculture Business Business Management at NC State



Helen Leadingham
employee at Baker's Farm LLC, Boonsboro, Maryland
General Business Studies at Hagerstown Community College



Chad Patterson
Patterson Farm, Chestertown, Maryland
Agriculture Systems Management at Purdue University



Harper Sellers
Kraig Sellers Farm, Lebanon, Pennsylvania
Marketing & Business Administration at Eastern University



Elizabeth Stoltzfus
Pennwood Farms, Berlin, Pennsylvania
Animal Science major at Penn State



SCAN TO LEARN MORE!

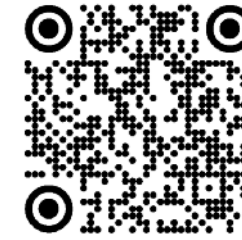
Register for our Upcoming Member Webinar

JULY WEBINAR

How to Navigate the NEW Member Portal

Thursday, July 1, 2021 at 12:00 noon, EDT

In July, Maryland & Virginia will roll out a new Member Portal. Learn how to navigate around and get the most use out of it with our Digital Communications Specialist Taylor Mickelberry as he walks you through the new portal.



SCAN CODE TO REGISTER
or go to

<http://bit.ly/PortalJuly1>

Members must pre-register to participate. Members may participate by phone, computer, tablet or mobile device. Every webinar is recorded; the recording is made available by clicking the Member Portal link at the top of any page at www.mdvamilk.com or go to <https://members.mdvamilk.com>.

June is Nat'l Dairy Month!

Co-op Cooks & Co.

Strawberries and sour cream come together to make the perfect summer pie!

This nice and easy recipe is courtesy of Amanda Culp, MDVA's Director of Communications and Member Relations.

Strawberry Sour Cream Pie

- | | |
|-------------------------------|------------------------|
| 1 unbaked 9-inch pastry shell | 1 cup sour cream |
| 1 quart fresh strawberries | 1/4 tsp salt |
| 1+ 1/2 cups sugar | 2 Tbsp sugar, reserved |
| 1 cup flour | |



Preheat oven to 450 degrees. Rinse and halve berries. Place berries evenly in pastry shell. Mix flour, sugar and salt together in a medium-sized bowl. Add sour cream and mix well. Spread mixture over berries evenly. Sprinkle reserved 2 tablespoons sugar over the top. Bake for 10 minutes. Lower oven temperature to 350 degrees and bake another 30 minutes or until crust is a gentle, golden brown. Serve chilled. *The leftovers get better every day!*

SHARE YOUR FAVORITE DISHES! Submit your recipe, contact information, and fun fact about you or the dish to Daniela Roland at droland@mdvamilk.com or call 814-386-8000.



MARCH

Aaron F. Lapp, Allenwod, Pennsylvania
Sarah K. Beiler, Paradise, Pennsylvania
Elam S. Fisher, Hampstead, Maryland

APRIL

Debra L. Stoudt, Bernville, Pennsylvania
Lyons Brothers, Loysville, Pennsylvania
Ty R. Long, Hersey, Pennsylvania
Wellers Dairy, Elliottsburg, Pennsylvania
Ammon K. Peiffer, Jr., Lebanon, Pennsylvania
Gary Zeiset, Curryville, Pennsylvania
John Mark Ehst, Catawissa, Pennsylvania
Michael S. King, Quarryville, Pennsylvania
Nevin D. Horst, Brownstown, Pennsylvania
Tulpa-Canal Farm, LLC, Womelsdorf, Pennsylvania

TRADING POST

WANTED

VA Base wanted. Call 717-442-4784.

WANTED

VA Base wanted. Call 610-932-8404.

FOR SALE

T7050 New Holland four-wheel drive tractor with only 2500 hours. 8' x 4' wide Ditch Witch skid loader attachment. Pictures available. Call 717-552-1500 for all inquiries.

FOR SALE

21 heifers due to freshen August 1st. Call 304-279-0132.

FOR SALE

4516 Meyer forage wagons (3), \$5000. each.
Haybuster 2650 haygrinder in great condition, \$16,000.
Call 804-852-3407.

FOR SALE

60 feet of Conewango 5/8 milker hose. Never used. \$100.
Call 717-235-4437.

To place a Trading Post listing, contact Daniela Roland at droland@mdvamilk.com or call 814-386-8000.

HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



OUR MISSION

To be a sustainable cooperative that maximizes value to our farmer-owners, employees, and customers.

Dairy Checkoff Helps Taco Bell Create New Beverage Featuring Dairy



The 'Mtn Dew Baja Blast Colada Freeze' features a dairy-based creamer made from real heavy cream, with pineapple and coconut flavors to give it a tropical feel. Dairy Management Inc. said Taco Bell is unveiling its second frozen beverage featuring dairy at all participating U.S. locations, thanks to checkoff support. The drink will be available on May 20 on a limited-time basis or until supplies run out. "Taco Bell fans now have the opportunity to enjoy a delicious tropical, creamy twist on the iconic Baja Blast Freeze," said Mike Ciresi, a DMI senior dairy scientist who works with Taco Bell. "The Baja Blast Colada Freeze shows that dairy plays a key role on Taco Bell's beverage menu. Expanding beverage offerings to include dairy not only delights customers, but drives additional dairy

sales and adds value to the checkoff investment." The drink builds off the success of last year's Pineapple Whip Freeze, which used a similar dairy creamer. — *Dairy Foods Magazine online*

USDA Predicts Record Farm Exports This Fiscal Year



Despite a global pandemic that upended supply chains for many foods, the USDA forecasts U.S. farm exports at \$164 billion for the fiscal year that ends June 30th. That figure is an increase of \$28 billion, or 21%, from FY 2020 and a \$7 billion increase from the previous FY 2021 forecast published in February. The annual export record of \$152.3 billion was set in 2014. The key drivers for the surge to record exports are the outlook for China, high volumes and values for a number of key products, sharply higher commodity prices and reduced foreign competition. With purchases estimated at \$35 billion, China is expected back on top as the number one customer. Canada, Mexico, Japan, the European Union and South Korea are the other top markets listed in order. Volume and value records are expected for corn, soybeans, beef and pork. "U.S. agricultural trade has proved extraordinarily resilient in the face of a global pandemic and economic contraction. "This strength is reflected in today's USDA export forecast," said USDA Secretary Tom Vilsack in a statement. — *Southeast Dairy Farmers Association*

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