



# Pipeline

VOL 37, NO 4

PIPELINE IS THE NEWSLETTER OF MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION

OCT/NOV/DEC 2021

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## Co-op Team jumps in with both boots at Maola Tree Planting Event



In 2021 Maryland & Virginia celebrated its fourth year of partnership with the Alliance for the Chesapeake Bay. This budding relationship with the Alliance has led the co-op to two notable partnerships – with Giant and Turkey Hill.

Now our consumer brand, Maola Milk, is following the co-op's footsteps and has jumped in to advance sustainability efforts with the Alliance. In October, more than twenty MDVA staffers joined Alliance team members and planted more than 600 trees on a MDVA member farm in Lancaster County, Pennsylvania. This day-long effort – promoted as a Maola tree planting event – resulted in over two acres of the farm being filled with planted trees to create a riparian buffer.

"This tree planting is just a single example out of many on-farm sustainability projects," said Mauricio Rosales, the Agriculture Projects Manager for the Alliance. "The public sometimes doesn't realize that farmers are great stewards and they're trying to do their best. Many of these farmers have been implementing practices that are already helping the environment, helping the ecosystems and the soil health."

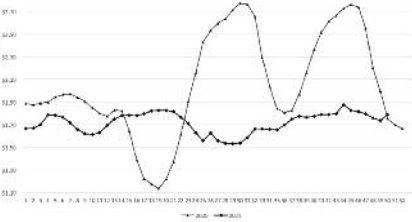
See **Partnership** page 2





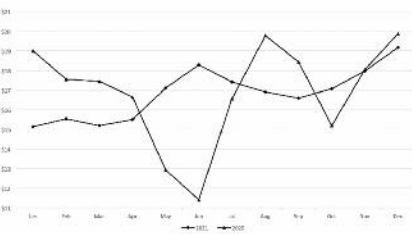
# Markets At-A-Glance

## NASS Cheese Price



The NASS Block Cheddar price for December 4, 2021 is 1.78.94, which is \$0.04 higher than the December 2020 price.

## Class I Mover



The December Class I Mover is \$19.17, up \$1.19 from the November price of \$17.98. That price is down \$0.70 from a year ago. The year-to-date average is \$16.83.

The buffer is just one of the projects undertaken by this MDVA member. The co-op's partnership with the Alliance has also helped the farmer update his manure storage capabilities, which now provides six months of storage.

"Before, this farmer was spreading manure almost weekly, regardless of the weather," Rosales said. "Now he will have the time to store that manure and spread it during the appropriate time."

"A lot of these projects have improved the quality of life for the farmer," said Janae Klingler, Manager of Animal Care & Sustainability. "The projects have allowed them to apply those nutrients to the fields in a timely manner and reduce their daily workload so that they can focus on other things like their crops, their animals, and, most importantly, their families."



The farm's location at a high-traffic intersection presented an additional challenge. Runoff from a nearby road negatively affected an unstabilized barnyard. Now with the manure storage and riparian buffer in place to help prevent some of those nutrients from escaping, even the smallest of creatures will benefit.

"All the trees that we planted...all those leaves will fall, of course," said Ryan Davis, the Pennsylvania Forest Projects Manager at the Alliance. "But what happens is when they fall in the creek, insects that can eat those leaves will start to move in. Once they move in, they actually start filtering the water as well."

Each little step towards cleaner tributaries will lead to a cleaner Chesapeake Bay overall. "By having a project here, we're going to be improving water quality in local streams and eventually that water quality is going to translate to a healthier Chesapeake Bay," said Rosales.

The partnership between MDVA and the Alliance has been overwhelmingly positive. The projects provide positive results for the environment and our member dairy farms. For members, sustainability can mean more than leaving a positive mark on their environment; it can also relate to their farm's future. A joint project between MDVA and the Alliance could help fuse those two objectives together.

"These projects help the longevity of the farms," Klingler said. "The younger generations see the older generation and the cooperative putting these efforts into the farms and, hopefully, they're around for 50, 75 and 100 more years."

# District Producers of the Year Lead the Way

As Maryland & Virginia returned to in-person District Meetings in 2021, so too returned the audible applause for three of our members whose dedication to dairy goes above and beyond.

Our 2021 Producers of the Year lead the way for their co-op peers with a combination of high-quality milk, strong animal care initiatives, and environmentally minded solutions across their entire operation.

These farms will be in consideration for the cooperative's overall Producer of the Year, which will be awarded at the 2022 Annual Meeting in Ellicott City, Maryland on March 29-30.



DISTRICT 1	DISTRICT 2	DISTRICT 3
<b>Alson Zimmerman, Roaring Springs, Pennsylvania</b> > MILKING 65 COWS ON 110 ACRES	<b>Peace &amp; Plenty Farm, Union Bridge, Maryland</b> > MILKING 245 REGISTERED HOLSTEINS ON 1,100 ACRES	<b>Harvue Farm, Berryville, Virginia</b> > MILKING 260 REGISTERED HOLSTEINS ON OVER 750 ACRES

Alson Zimmerman and his family earned the District Producer of the Year honor for District 1. Alson is a third-generation dairy farmer and has focused his work around doing the right thing, not only for his animals, but for the environment and his community. He milks 65 cows in a tie-stall barn with the help of his wife, Mary Louise, and their son and four daughters.

"I'm thankful for the opportunity to be a dairy farmer and raise my family on my farm. There are a lot of good days and it's a good way to have the chance to work one on one with my children," Alson said.

Alson uses no-till on his 110 acres of cropland. He also plants cover crops and has a Nutrient Management Plan. To help reduce sediment run-off and improve water quality, he has an Erosion and Sediment Control Plan because part of Alson's pasture and exercise lot is next to a high-quality trout stream. Several years ago, with the help of the Blair County Soil Conservation District, he installed a 30-foot buffer along the stream in the heavy-use area.

Off the farm, Alson has been an active member of Maryland & Virginia's Leadership Council. He and his family have opened up their farm to fellow dairy farmers and hosted the MDVA Young Cooperators group during a YC Summer Break.

"Dairy farming has been my life's work. If you aren't inspired by what you do, you won't do a good job. I try to do the right thing and be a good steward with what I've been given," Alson said.

The Schwartzbeck family of Peace & Plenty Farm is District 2's winner. Owners Joe and Nona Schwartzbeck, with their sons Gus and Shane and their families, milk 245 registered Holsteins on 1,100 acres. Twenty-year employee David Miller and his daughter, Amelia, are also part of the farm's workforce.

The family focuses on breeding for the complete cow that will have longevity in the herd. They strive to provide top-notch feed to their animals to maximize milk production as well as milk fat and protein in the milk. The wellbeing of the cows is very important. "We make animal care the number one priority on the farm, we treat them with the best care," Nona said. The cows are housed in a freestall barn with mattresses. They also have a newer loose housing barn for the dry cows. Fresh cows and the show cows are kept in a special barn to receive extra attention.

The family is also heavily involved in environmental stewardship. Peace & Plenty earned the 2006 Carroll County Soil Conservation District Cooperator of the Year. The farm was an active participant in the Double Pipe Creek Rural Clean Water Project and was recognized for their outstanding conservation achievements as part of the project.

With multiple generations invested in Peace & Plenty, the family works hard to ensure the viability of the farm for the younger generations. "It does my heart good to know that we are headed in the same direction and toward the same goals," said Nona.

The Hardesty Family and their Harvue Farm earned the District 3 Producer of the Year Award. The Hardesty's milk 260 registered Holsteins in a double-eight herringbone parlor, and manage more than 750 acres on which they plant, corn, triticale, rye grass and hay. Besides the family, six full-time employees are tasked with managing the top-notch operation.

In addition to having a strong conservation plan in place, the family puts high value on animal care, adhering to standards above and beyond national guidelines for many years. Cows are tracked meticulously for their health to make sure the family is making the best decisions possible for each animals' health. The herd at Harvue is known for being older than the national average due to the tremendous care the Hardestys provide. Their free-stall barn has sprinklers attached to fans and features an open-barn concept to allow the family to keep cows cool or warm based on the Virginia weather in any given month.

The Hardestys received the Holstein Association USA's Elite Breeders of the Year award, as well as numerous national accolades for individual cows including the World Dairy Expo.

In their local community, the family is known for their wide range philanthropic support. Owners David and Debbie have been 4-H leaders for more than 25 years and the farm provides a leasing program for county 4-H youth who are not able to raise cows on their own property. Supporting about 35 youth per year, they have helped hundreds of 4-Hers gain a greater appreciation of showmanship and animal care.

Pipeline is published by Maryland & Virginia Milk Producers Cooperative Association, Inc.

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# Faces from the Field

Welcome to the fourth and final installment of **Faces from the Field**, our series where we highlight the field staff who provide the valuable support that Maryland & Virginia members rely on to help their dairy farming operations run smoothly. Please meet these members of our great team. *(see page 8 for a complete list of field staff)*



## Dave Kleintop

Peach Bottom, Pennsylvania

**Field Rep since 2005**

DAVE KLEINTOP has been a member of the MDVA field rep team since February of 2005. Before joining the co-op, Dave worked for Land O' Lakes and on a large farm and jug operation in Northampton County, Pennsylvania.

Dave earned his degree from Pennsylvania State University with his Bachelor of Science degree in Dairy Science and his Associates Degree in Agriculture Business. Dave has been married to his wife Linda for 34 years. Together, the couple has two children, Jessica and Kristen and two grandchildren, Blaine and Savannah.

### If I wasn't in dairy:

*"I would be a hunting guide or charter boat captain."*

### Favorite dairy product:

*"Kilby Cream Black Cherry Ice Cream."*



## Peter Schaefer

Robesonia, Pennsylvania

**Mgr. of Member Services since 2005**

PETER SCHAEFER has been with Maryland & Virginia since February of 2005. Before joining MDVA, Peter gained experience at other agriculture entities including Land O' Lakes, Hershey Chocolate and the Pennsylvania Farm Bureau. But perhaps nothing prepared Peter better for a MDVA Rep role than his 12 years milking 115 cows on his family's farm.

Peter graduated from Penn State University with a degree in Dairy Science. He played volleyball while there. Peter is an avid cyclist and raced bicycles for about 20 years. During that time he won two Pennsylvania State Championships and did some coaching. He also coached cross country at high schools and Alvernia University. Peter has been married to his wife Mary Ann for 37 years. They have two children, Jes and Courey and three grandchildren, Natalie, Max and Danielle.

### If I wasn't in dairy:

*"If I wasn't working for MDVA, I would most likely be coaching collegiate cross country and track someplace."*

### Favorite dairy product:

*"Vanilla ice cream."*



## Kelli Davis

Smithburg, Maryland

**Field Rep since 1995**

KELLI DAVIS has been a MDVA field rep since 1995. Before joining the cooperative, she served as a herd manager and also worked in nutrition for Franklin County Dairy Nutrition Services.

Kelli grew up on her family's dairy in Smithsburg, Maryland and still helps her dad and brother at home often. She is a graduate of Virginia Tech with a Bachelor of Science degree in Dairy Science.

Kelli has been married to her husband Tom for 24 years and they have three children – Taylor, Sydney and Ashley.

### If I wasn't in dairy:

*"Not sure how to answer this question as dairy is the only place for me. I'm not sure what else I would do – possibly be a detective."*

### Favorite dairy product:

*"I love all dairy products. I have ice cream just about every night and a glass of chocolate milk every morning – so I would say ice cream, with favorites being black raspberry, peach or mint chocolate chip."*



## Bob Cooksey

Perryville, Maryland

**Mgr. of Member Services since 2005**

BOB COOKSEY joined Maryland & Virginia in 2005. Before joining the cooperative, Bob worked for the Maryland Department of Health in the Division of Milk Control as a farm and plant inspector.

Bob grew up on his family's dairy farm in Harford County, Maryland, milking 50 cows. He is a graduate of the University of Maryland with a Bachelor of Science in Agricultural Sciences and also worked on the UMD Dairy Farm and as an ESS Dairy Lab Technician.

Bob is married to his wife Annette and has two sons, Will and Patrick.

### If I wasn't in dairy:

*"I would own or manage an agricultural commodity transport company."*

### Favorite dairy product:

*"Ice cream."*



# A big Thank You to our 2020 Quality Award Winners

Maryland & Virginia recognized a total of 495 Quality Award winners for 2020 at the District Meetings in October. The Quality Awards were given to members who shipped quality milk continually for the entire year of 2020.

Members who received the award had average Somatic Cell counts below 250,000 and average Preliminary Incubation Counts under 30,000 for 11 or 12 months.

Our milk plants and outside customers appreciate what you do every day, going above and beyond to provide quality milk to consumers. Thank you, winning members, for your dedication and commitment to shipping exceptional milk.



## Scholarships are Now Available for Future Dairy Industry Leaders. Students - Apply Now!

Through the co-op's MDVA Fund and scholarship program, five \$1,000 college scholarships will be awarded to deserving students pursuing careers in the dairy industry.

To apply, submit a completed application including a cover letter and resume, responses to essay questions, an official school transcript, and a letter of recommendation. Winners will be announced in early April 2021. Applicants must be the child, grandchild or employee of an active co-op member or the child of a Maryland & Virginia employee and must be enrolled in, or enrolling in, an accredited two or four-year college or university program.

### Download an application at

<https://bit.ly/2022MDVAscholarship>.

**Completed applications are due Friday, Feb. 18, 2022.**

For more information, contact Daniela Roland at 814-386-8000 or [droland@mdvamilk.com](mailto:droland@mdvamilk.com).

Get 'Moo-la  
for School-a'!





# Eight Farms Reach 25-Year Membership Milestones

Maryland & Virginia Milk Producers recognized eight members for 25 years of membership to the cooperative during District Meetings in October.

*“We congratulate our 25-year members on their hard work and perseverance in dairy farming. Our member-owners are our foundation. We are pleased to recognize the farms who have grown with us over the last quarter-century.”*

— Lindsay Reames, Vice President of Sustainability and External Relations

## Keiter’s Dairy of Newville, Pennsylvania

Keiter’s Dairy is owned and operated by Robert Keiter and his son Mike. Mike lives on the farm with his wife, Jackie, and two children, Maddie and Riley. The family milks 55 cows with about 110 total in the herd. The Keiters use no-till and minimal tillage on the majority of their 140 acres of corn, alfalfa, and soybeans. For much of its 25 years, the farm relied on the late Doris Keiter to also care for the herd. She served as the heart of the farm. The family misses her every day as she contributed greatly to its success today.



## DJ Renn Farm of McClure, Pennsylvania

Josh and Charity Renninger run DJ Renn Farm along with Josh’s father, Darvin. Josh and Charity also have children Darren, Danika, and Maddy who were raised on the farm. Josh has always enjoyed working around cattle and has milked cows since high school.

The Renningers purchased their current farm in 2003 and started milking in 2004. Since purchasing their farm, they have added a freestall barn, silos and new sheds on the property. They maintain a herd of about 40 cows. The Renningers farm 200 acres of corn and alfalfa. In 2017, they added a turkey barn and raise about 36,000 turkeys per year.



## Shenandoah Jerseys of Boonsboro, Maryland

Shenandoah Jerseys is a registered Jersey herd owned by Janet Stiles Fulton and managed by her daughter and son-in-law, Jessica and J.R. Hess. Together, J.R. and Jessica have sons Cole and Luke. They own and rent approximately 100 acres of pasture, 120 acres of alfalfa/grass hay, with 640 acres for wheat, corn, soybeans, and triticale. The family has recently converted to a fully robotic operation, including a DeLaval milking system, a robotic feed pusher, activity monitoring system, and automatic calf feeders.



## W. Ray Halteman of Williamsport, Maryland (not pictured)

Ray and Charlotte Halteman have been with MDVA since they started their dairy in Williamsport, Maryland 25 years ago. Ray and his brother split the herd to start their own operations, leaving the Haltemans to start their dairy business with 47 cows. They’ve now grown to 130 cows. Ray and Charlotte have two children and are hopeful for the next generation to join the farm.

More MDVA farms recognized for 25-Year membership include:

- Aaron M. Esh, Delta, Pennsylvania
- Nathan Weaver, Newville, Pennsylvania
- Lester Zimmerman, New Enterprise, Pennsylvania
- Wesley L. Zimmerman, Shippensburg, Pennsylvania

Stay Tuned for Details!

**WHY:** 2022 MDVA Annual Meeting - *in person!*  
**WHEN:** March 29-30, 2022  
**WHERE:** Turf Valley Resort, Ellicott City, Maryland  
**WHAT’S HAPPENING:**

*March 29* – full day of learning the latest on dairy from national and regional dairy leaders, and networking with your fellow member-owners

*March 30* – business meeting to elect your Board of Directors and transact other important business operations, followed by our awards program luncheon

Can’t attend in person? The formal business meeting will be held *virtually* at the same time. Details to come.

## Co-op Cooks & Co.

Maola Eggnog and Heavy Whipping Cream make this festive pie a dream to whip up for the holidays!



### Eggnog Cranberry Pie

- |                                    |                                             |
|------------------------------------|---------------------------------------------|
| 1/2 cup sugar                      | 1-3/4 cups Maola eggnog                     |
| 1 Tbsp cornstarch                  | 2 Tbsp rum or 1 tsp rum extract             |
| 6 Tbsp cold water, divided         | 1/2 cup Maola heavy whipping cream, whipped |
| 2 cups fresh or frozen cranberries | 1/8 tsp ground nutmeg                       |
| 1 pastry shell (9 inches), baked   |                                             |
| 1 Tbsp unflavored gelatin          |                                             |



In a large saucepan, combine the sugar, cornstarch and 2 tablespoons water until smooth; stir in cranberries. Cook over medium heat until thickened, stirring occasionally, about 5 minutes. Cool for 15 minutes. Pour into cooked crust; set aside. In a small saucepan, sprinkle gelatin over remaining water; let stand for 5 minutes. Cook over low heat, stirring until gelatin is completely dissolved. Gradually stir in eggnog and rum. Refrigerate until slightly thickened, stirring occasionally, about 5 minutes. Fold in whipped cream; pour over cranberry layer. Refrigerate until set, about 2 hours. Sprinkle with nutmeg.

Source: Taste of Home, <https://www.tasteofhome.com/recipes/eggnog-cranberry-pie/>

Food blogger Kristen Bernardo, who recently teamed up with The Dairy Alliance and attended a virtual farm tour at MDVA member farm Waverly Farms, created this delicious dish using Maola milk. Says Kristen, “It’s very versatile – try adding chicken or vegetables to it. I usually double the recipe since the leftovers are fantastic!”

### Creamy Baked Spaghetti

- |                                      |                                                          |
|--------------------------------------|----------------------------------------------------------|
| 1/4 cup unsalted butter              | 1/2 tsp coarse salt (more to taste)                      |
| 3 Tbsp all-purpose flour             | 1/4 tsp freshly ground black pepper                      |
| 2 cups Maola Whole Milk              | 16 oz. spaghetti, cooked according to package directions |
| 1 cup heavy cream                    |                                                          |
| 1 tsp garlic powder                  |                                                          |
| 2 -1/2 cups shredded cheese, divided |                                                          |



Preheat oven to 400 degrees. Preheat a large, oven-proof skillet over medium heat. Add the butter. When butter is melted, whisk in the flour until smooth. Slowly add the milk, whisking continuously until smooth. Add the cream and garlic powder, reduce the heat to medium-low, and gently simmer for 5 minutes. Turn off the heat and whisk in 1-1/2 cups of the cheese, half a cup at a time, stirring well between each addition until the sauce is smooth. Season the sauce with salt and pepper. Add the cooked spaghetti to the pan and toss gently to make sure it’s completely coated. Sprinkle with the remaining cheese. Bake for 15-20 minutes or until the cheese is melted and it’s hot and bubbling.

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

WELCOME NEW MEMBERS

### OCTOBER

J. Henry Stoltzfus, Mill Hall, Pennsylvania  
David F. Zook, Seven Valleys, Pennsylvania  
Donald W. Miller, Williamsburg, Pennsylvania  
Dwight C. Martin, Port Royal, Pennsylvania  
Darrell Wolf, Middletown, Maryland

### NOVEMBER

Jonas Z. Fisher, Kirkwood, Pennsylvania  
Andrew and Rhoda Freed, Rebersburg, Pennsylvania  
Wilmer Weaver, Newville, Pennsylvania  
Wilson Reiff, Shippensburg, Pennsylvania  
Melvin R. Faus, Richfield, Pennsylvania  
Cleason E. Martin, Myerstown, Pennsylvania  
Jonas Z. Fisher, Kirkwood, Pennsylvania

### DECEMBER

Jacob S. Lapp, Manheim, Pennsylvania

TRADING POST

### WANTED

VA Base wanted. Call 610-932-8404.

To place a Trading Post listing, contact Daniela Roland at [droland@mdvamilk.com](mailto: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.

## Horse-drawn Manure Injector Designed to Entice Plain Sects

The newest tool to get more farmers in the Chesapeake Bay watershed to inject their manure into, rather than onto, their fields was trotted out this summer with a team of eight draft horses. Touted as the world's first animal-powered manure injector, the equipment debuted on a farm in Lancaster County, PA, where dozens of Plain Sect farmers gave it the once over. The horse-drawn (or mule-drawn) manure injector was built with the hope of persuading Amish and Old Order Mennonite farmers in the county to fertilize their fields by depositing manure deep into the soil, instead of spreading it on top of the ground where it can wash off the land and pollute streams. Nutrient pollution from manure is a major source of water quality problems in the Chesapeake Bay and its rivers.

By injecting manure several inches into the soil and covering it, the vital nutrients of nitrogen and phosphorus stay there and don't wash off in a heavy rain. Also, loss of nitrogen into the atmosphere in the form of ammonia gas has been a problem with the surface spreading of manure. The farmer loses nutrients, and the gas contributes to air pollution.

Lancaster County's Countywide Action Plan, part of the state's Bay cleanup plan, calls for the use of manure injection on 10,000 acres in the county by 2025. The Lancaster County Conservation District commissioned the design and construction of a manure injector that could be hauled by farm animals. Built by E. L. S Manufacturing with funding from the Campbell Foundation, the result is a lighter, downsized version of traditional injectors. It is now available for rent, and the conservation district is offering farmers \$50 an acre to give it a try.

The swath of the spreader is 15 feet instead of 50 feet. The hose that carries pumped manure from storage facilities to the injector, called a drag line, was made shorter to reduce the weight of the device. But it could be an attractive alternative to traditional tanker spreaders that require farmers to make numerous back-and-forth trips to collect manure, compacting the soil on each trip.

Both Maryland and Virginia have state-funded cost-share programs to increase the use of manure injection. Sustainable Chesapeake has paid for manure injection on 121 farms in Pennsylvania, Maryland and Virginia. Seventeen custom applicators offer injection services in the watershed. The Maryland & Virginia Milk Producers Cooperative Association encourages its member farmers in Bay states to try manure injection. — *Bay Journal*



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