

VOL 33, NO 2

APR/MAY/JUN 2022

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Updated Maola Single Serves Packaging Reinforces the Benefits of Our Milk

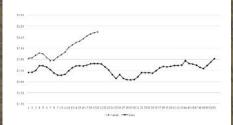


Maola's tasty single serve milk products now feature an updated package designed to call out the benefits of milk. A text panel on sustainability has been added to the product backs, while our 'Support Local' tagline is now highlighted on the fronts. The updated Whole White Milk single serves are already appearing on shelves. The 2% White Milk and 2% Chocolate Milk single serves will appear on shelves in early June.

< Scan code for where to buy or go to https://maolamilk.com/where-to-buy/

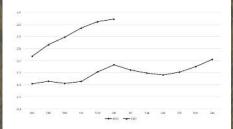
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for May 18, 2022 is \$2.3971, which is \$0.54 higher than the May 2021 price.

Class | Mover



The June Class I Mover is \$25.87, up \$0.42 from May price of \$25.45. That price is up \$7.58 from a year ago.

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

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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.

YC Summer **Break is Back!**

July 27-28, 2022 Frederick, Maryland

SCHEDULE: Wednesday, July 27

Picnic dinner starting at 6:00 p.m. at Teabow Farms in Walkersville, Maryland, and FARM Animal Care-related training with Dr. Richard Doak of Mid-Maryland Vets.

Thursday, July 28

Depart the hotel at 8 a.m. and tour Peace & Plenty Farms in Union Bridge, Elam Fisher's Farm in Hampstead, and Pheasant Echo's Farm in Westminster. After a rest and swim break at the hotel, head to Adventure Park USA for dinner and family fun including laser tag, miniature golf, an arcade and more!

HOTEL

Fairfield Inn & Suites, 5220 Westview Dr, Frederick, MD 21703

MDVA facilitates reservations for all attendees. Rooms will be available in Frederick on the nights of July 27 and 28.

Any MDVA member (individual or couple), member relative involved in the farm, or member employee between the ages of 18 and 45 is welcome to attend. MDVA covers expenses related to attending this event.

We're excited to restart and refresh this family-friendly summer event!

Sign Up Now!

Registration Deadline is July 8, 2022 Go to https://mdvamilk.com/summerbreak or scan the code

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below to register

Questions? Contact Daniela Roland at droland@mdvamilk.com or 814-386-8000.



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Angie Smith Director of Milk Accounting

ANGIE SMITH began working for Maryland & Virginia in March 2019 as the Producer Payroll Controller. She was recently promoted to Director of Milk Accounting in February 2022.

Angle has over 20 years of dairy experience working mostly in producer payroll and on the accounting side for a manufacturing plant.

After school, she had the opportunity to live in Germany for four years where she was able to experience a new culture and get out of her comfort zone. During her time in Germany, she gained security clearance and worked in the accounting department at Frankfurt Military Hospital. It was in this role where she gained her passion for accounting.

Angie and her husband Jason have one son and two daughters who keep them very busy. When they are not working, they enjoy sporting events, fishing and relaxing on the beach.

If I wasn't in dairy:

"I have met a lot of wonderful, hard-working people in the dairy industry and could not imagine working anywhere else."

Favorite dairy product:

Ice Cream



Sarah Cunningham Manager of Producer Payroll

business – run smoothly.

SARAH CUNNINGHAM started with MDVA in July 2016. She took a leave of absence in November 2017 to care for her daughter when she was diagnosed with cancer. Thankfully, Sarah's daughter is in remission and Sarah returned to MDVA almost one year to the day in November 2018.

Before joining MDVA, Sarah worked as a Legal Assistant with family law and worker's compensation law. While not from a farm, she was involved in 4-H and at one point wanted to be a veterinarian. She attended the University of South Florida in Tampa, Florida and received her bachelor's degree in English Literature. She volunteered at Tampa Bay Downs racetrack for several summers and worked part time in a vet clinic while attending school

Sarah and her husband have two children, Alexis (11) and Hunter (10) and a Great Dane named Daisy. They love to travel, go out to eat, attend concerts, go tubing, amusement parks and camping.

If I wasn't in dairy

"I would likely help my husband run his business or I would be a stav-at-home mom."

Favorite dairy product: Cheese! Swiss is my favorite!

Producer Payroll Specialist

SAMANTHA COMBS has worked for MDVA since November 2018. Prior to joining the co-op, she worked in the service and restaurant industry. A native to North Carolina, she attended William Amos Hough High School. She never imagined herself working in the dairy industry, but now cannot see herself working anywhere else

Growing up as an only child to a single mother, Samantha credits her strong work ethic to her mother. Samantha is in a relationship with a wonderfully loving dad of three who is a selfemployed electrician.

If I wasn't in dairy: "Somewhere in accounting."

Favorite dairy product: Cheese!

Contact Producer Payroll at 800-552-1976 or email producerpayrollteam@mdvamilk.com.

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Welcome back to **Faces** from the **Field**, a series where we highlight the great folks who provide the valuable support that Maryland & Virginia members rely on to help their farming operations – and our cooperative

Meet our dedicated Producer Payroll Team who work to ensure MDVA's members' milk is accurately accounted for and members are paid on time.



Jayne Chiesa

Producer Payroll Customer Specialist

JAYNE CHIESA is the newest employee in the Producer Payroll team and joined MDVA in March of this year.

Prior to joining the cooperative, Jayne was a payroll specialist. Jayne is originally from Indiana and attended the Benjamin Bosse High School in Evansville, Indiana and is the youngest of seven children. She has been married for 35 years and has two grown sons who are 30 and 29. Jayne and her husband also have a dog named Ellie.

If I wasn't in dairy: "I am happy working for MDVA."

Favorite dairy product: Maola Chocolate Milk





Faye Johnson

Customer Balancing and Data Entry

FAYE JOHNSON started on a part-time basis with Maryland & Virginia March 2018. Before working at Maryland & Virginia, she was a Financial Assistant for a non-profit organization. She attended West Virginia State College where she received her degree in Accounting. Throughout her career of 43 years, she has worked in various accounting roles such as Senior Financial Analyst, Budget Accountant and Budget Analyst. She has one daughter and one grandson.

If I wasn't in dairy:

"When not working and when I totally retire, I will be gardening and crafting more."

Favorite dairy product:

Cottage cheese, eggnog, cheese, ice cream and yogurt

MDVA's Producer of the Year

"Producer of the Year is Maryland & ment, and are contributors to their honor Harvue Farms and the Hardesty

HARVUE FARMS OF BERRYVILLE, VIRGINIA is owned and operated by the third and fourth generation of the Hardesty family. David Hardesty runs the family farm in its day-to-day operations alongside his wife, Debbie, and his son, Matt, as well as Matt's wife, Ashley. Matt and Ashley's children James and Lilly represent a fifth generation on the farm.

The family employs four full-time employees to help milk 260 registered Holsteins in a double-eight herringbone parlor. The family farms on more than 750 acres and raises corn, triticale, rye grass and hay.

"Being recognized as Producer of the Year is truly an honor." said David Hardesty. "We have farmed with Maryland & Virginia since our start in 1950. Our family farm has grown with this cooperative and our growth is attributed to the hard work of our family and valued employees to care for our cows, our land, and our community."

The family puts high value on animal care and has been 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 tremen- local farmer's markets. dous care the Hardestys provide. The free-stall barn at Harvue 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 have previously been honored as the Elite Breeders of the Year by the Holstein Association USA, as well as having won numerous accolades for individual cows at various shows across the country, including the World Dairy Expo. One of their show cows earned the highest marks possible and was Supreme Champion at the World Dairy Expo in 2009 and 2010.

In their local community, the family is known for its overall strong support for a wide range of philanthropy. David and Debbie have been 4-H leaders for more than 25 years and the farm provides a leasing program for county 4-Hers that are not able to raise cows on their own property. The family works with around 35 lease participants each year, leading to hundreds of 4-Hers who have been through the program, all of who leave with a higher appreciation of showmanship and animal care. The farm hosts tour groups often and advocates on behalf of dairy in communities across the state. Ashley Hardesty also served on the Nestle Farmer Led Sustainability Project, while Matt Hardesty is the familiar face on the Maola Milk half-gallon cartons.

Harvue Farm is in its second year of making its own cheese. With more than nine flavors, Harvue Farm provides cheese blocks for sale to many local stores, breweries and vinevards as well as at various

"Family farms must diversify to provide opportunities for the next generation of farmers," said Ashley Hardesty. "Harvue Cheese is our way of sharing the positive, tasty story of dairy with our local community." The family will be featured on Maryland & Vir-

ginia social media during June Dairy Month in celebration of their award. Be sure to visit MDVA's social channels to like and share the posts.



Honoring Membership Milestones

Maryland & Virginia is pleased to recognize these two member farms for achieving significant membership milestones with the cooperative.

KEADLE FARMS is owned by brothers David and Larry Keadle. Larry's son Justin also helps manage the farm along with his wife Danielle and their children Brayden and Allie. Keadle Farms was started in 1955 by Thomas Keadle, David & Larry's father. Today the family milks around 30 cows in a double 4 parallel parlor and farms around 450 acres.

The family raises corn, wheat, soybeans and alfalfa and they raise enough to take care of the entire herd for the full year without needing to purchase any outside crops. The family uses many sustainability practices on the farm including rotational grazing and crops and manure management. The family uses a concrete pad for manure storage and hauls it once a year to take care of the entire nutrient management for the farm. In their spare time, the family enjoys repainting old tractors to return them to their former glory.

"The only way we know how to farm is to farm sustainably," said David Keadle. "Congratulations to Keadle Farms on their 50th year of dairy farming with Maryland & Virginia," said David Pool, MDVA's First Vice-President during MDVA's Annual Meeting. "The Keadle family have been long-term producers with us, and we hope to see them continue for at least another half-century."

SAVAGE-LEIGH HOLSTEINS is owned by Wayne and Cindee Savage. The farm made its start in 1939 by Wayne's family including his father, uncle and brother Denny, who remains a MDVA producer on a separate farm. The farm started in Montgomery County, Maryland before Wayne and Cindee purchased the property in Knoxville in 1987. Today the family milks around 200 cows in a double 8 herringbone parlor and has around

200 replacement heifers. The family has multiple freestall barns and bedded pack areas for housing, as well as a Sturdy Built Calf Barn for small calves. During the warmer months, the herd has access to pasture. The family raises corn, wheat, soybeans, barley, and hay on around 1,000 acres, which feeds their herd for an entire year. The family has adopted sustainable farming practices like no-till farming, cover crops, and waterway protections on the farm.

"We're very particular about keeping our farm and our equipment clean. The way we take care of our farm and herd is important to today's consumer," said Cindee Savage. "My father always told me you're only as good as your name," said Wayne. "We've always tried to do everything right and be honest."

Cindee is a strong advocate for dairy farming and has opened their farm for tours. She has used social media to connect with people and educate them on American dairy farming practices. "I feel that the dairy farmer is the one who can tell the true story of dairy," she said. "I'm proud to be part of dairy industry and help bridge the large gap of misinformation for the consumer."

"Congratulations to Savage-Leigh Holsteins on their 75th year of dairy farming with Maryland & Virginia," said David Pool, MDVA's First Vice-President during Maryland & Virginia's Annual Meeting. "The Savage family is a prime example of our cooperative's goal to support our dairy farm families to farm sustainably across generations."

Learn more about these member farm families and view a video of Savage-Leigh Farms at https://mdvamilk.com/media-center/newsroom/

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suing careers in the dairy industry have been awarded 2022 scholarships from the **MDVA Fund.**

Five students each received a \$1,000 scholarship and five additional students each received a \$500 scholarship. These scholarships will help to offset college expenses for the 2022-2023 academic year. The recipients were selected based on their resume and cover letter, answers to dairy industry questions, academic achievements and career ambitions.

"We are encouraged to see such promising young leaders show an interest in the dairy industry. Maryland & Virginia's scholarship program is able to help fuel a variety of successful, dairy-driven careers," said Lindsay Reames, Executive Vice President of Sustainability and External Relations. "Over the past two decades, Maryland & Virginia has contributed over \$95,000 in scholarships to support more than 90 future dairy leaders."

TO BE ELIGIBLE FOR A MDVA 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 https://mdvamilk.com/scholarships.



The scholarships are awarded through Maryland & Virginia's MDVA Fund. The MDVA Fund goes beyond scholarships to include sponsorships and product dona-

tions 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

to future dairy leaders

\$7,500 in Scholarships



Ryan Allen from Jefferson, Maryland is the son of Michael Allen of Glen-Toctin Farms. Ryan will be a senior this fall at Pennsylvania State University where he is studying Animal Science. At school, he is active in the Dairy

Science Club and has served as the Assistant Chair of the Nittany Lion Fall Classic cattle sale. According to Ryan, "I aspire to work for a progressive genetics company to help advance dairy genetics."

animal husbandry skills to use and operate her own dairy farm

one day. "I plan on being one of the many dairy farmers that pro-

Ashley Bushong from Blacksburg, Virginia is majoring in Agriculture Technology at Virginia Tech. She is an employee at Rocky Ridge Creamery in Woodstock, Virginia. She has been active in FFA and dairy judging. Through her dairy farm experiences, Ashley hopes to put her

vides this cooperative with fresh milk to be sold," said Ashley. Molly Cessna of Clearville, Pennsylvania will be a freshman at Potomac State University this fall majoring in Animal Science. She is the daughter of Wayne and Dana Cessna. In high school, Molly was active in soccer,

the rifle team, 4-H and FFA. Molly plans to pursue a career as a dairy nutritionist. "Growing up on my family's dairy farm has opened up my eyes and helped me realize how important the nutritionist is. I believe that every dairy farm has room for improvement and I want to help dairy farms do this."

> William Coltrane from Pleasant Garden, North Carolina is the fourth generation at Coltrane Dairy, LLC. William is the son of David and Amy Coltrane and double majoring in Ag Business and Animal Science at

the University of Mount Olive. He was active in FFA, 4-H and the North Carolina Junior Holstein Association where he held leadership roles. As for his future plans William said, "my goal is to return to my family farm with improved technology to make our business more efficient."

Jada Crockett from Hampton, Virginia is the daughter of Maryland & Virginia employee William Crockett, Jr. Jada will be a sophomore this fall at Virginia State University where she is majoring in Biology. Outside of school, she has volunteered with the Peninsula SPCA. She

to drink "

would like to pursue a career as a dairy lab technician. Jada aspires to positively impact the dairy industry and "think of the safety of consumers and make sure the milk is safe



farm "

Keegan Stuver of Frederick, Maryland is the son of Maryland & Virginia employee Todd Stuver. Keegan is majoring in Finance with a minor in Agriculture Science and Technology at the University of Maryland. Outside of

school, Keegan is involved in intramural volleyball teams and volunteers with the Greater Area Urbana Food Bank. Although not from a farm, Keegan's interest in agriculture began at home. "Since my dad works in the dairy industry, I have always had a fascination with all of the moving parts of the industry."

Laurel Gray from Stony Point, North Carolina is the daughter of Andy and Amy Gray of Grayhouse Farms. She will be a sophomore at North Carolina State University this fall majoring in Agriculture Business Man-

agement with a minor in Entrepreneurship. Laurel was involved in FFA and 4-H, serving as the North Iredell FFA President and is very involved in her family's farm. After college, Laurel plans to return to her family's dairy to work on the farm. "Growing up, I have always been eager to expand my knowledge and experiences within the dairy industry and believe returning home and working on my family's dairy farm would be the perfect opportunity to do so."



Regan Jackson of Boyce, Virginia is the daughter of Kevin and Laura Jackson, who is a Maryland & Virginia employee. Regan has been involved in her grandparents' dairy, Waverly Farm. Regan will be attending

Louisiana State University this fall where she will study Nutrition and Food Science and pre-medicine. She has been active in dairy cattle showing, 4-H and FFA. Regan plans to attend medical school and work in the medical field. According to Regan, "I want to be the spokesperson for agriculture and to advocate that real cow's milk is healthy for children. I want to help educate all, including other doctors, about the health benefits of our country's wholesome and safe products."

Maryland is the son of Charlie and Sherry Patterson. Charles will be a junior this fall at Purdue University majoring in Agriculture Systems Management with a minor in Ani-

mal Science and Farm Management. At school, Charles is involved in the Ag Systems Management Club and the Purdue Dairy Club. According to Charles, "I am pursuing a career in the dairy industry because I have grown up on my family dairy farm and have always loved it. The new knowledge that I will learn at college will help me prepare for problems that will occur on the



Paige Peiffer from Lebanon, Pennsylvania is the daughter of Ammon and Brenda Peiffer. She is studying Animal Science at Penn State University. At school she is active in the Dairy Science Club and the Dairy Cattle Reproduc-

tive Research Team. Prior to college, Paige served as the Pennsylvania State Dairy Princess from 2019-2020. After graduation, she plans to either work in the dairy industry or return to her family's farm as the fourth generation. "I know the value behind food production and know the effort and sacrifices it takes," said Paige.

In June 2021, the Food and Drug Administration (FDA) finalized guidance to cha the approved marketing status of certain antimicrobial drugs from over-the-cou (OTC) to prescription (Rx).

By June 2023, all medically important over-the-counter antibiotics will shi prescription. Examples of affected products include injectable penicillin and oxytetracyc Though the guidance provides for a two-year implementation period, some products change to Rx in 2022 according to FDA.

During Maryland & Virginia's Antibiotic Stewardship Webinar in May, Dr. H Springer, Penn State Extension Veterinarian, explained what producers can expect in June 2

"If you get your antibiotics from your veterinarian, or drop shipped from vet or online pharmacy, you can expect little to no change," Dr. Springer said. "If you your antibiotics from the farm store, they won't be there anymore. Things like mast tubes will become prescription products."

"For things like dewormers, fly control products, teat sealants and vaccines, t will not be any change," Dr. Springer added

> Giant Food's June 10 Health and Wellness blog will be focused on dairy and dairy farming, and will feature MDVA members from Dogwood Farm, who graciously hosted Giant's registered dietician and blogger, Thu Huynh, and family for a dairy farm tour. The blog post will be available online on June 10 at https://giantfood.com/pages/health-and-wellness-blog. Giant

June is Nat'l Dairy Month.

June is Dairy Month (with June 1 being World Milk $D\alpha v$) – a busy time for farmers. So when in need of a quick, nutritious, filling treat try this Peanut Butter Cup Protein Smoothie. Three simple ingredients make it super easy to put together on busy days!

Peanut Butter Cup Protein Smoothie

1 cup chocolate milk 1/2 cup vanilla Greek yogurt 1 1/2 Tbsp creamy peanut butter 1 cup ice cubes



Combine all ingredients in a blender or container for an immersion blender. Blend until smooth, about 1 minute. Divide evenly between two glasses.

Enjoy!

Source: The Dairy Chef, Rebecca Egsieker

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.

Charles Patterson from Chestertown,

Medically Important Antibiotics to Move from OTC to Rx

nge	The FDA is carrying out this directive as part of its broader effort to reduce
nter	antimicrobial resistance, a threat to animal and public health.
	To learn more about the FDA Directive and view the Antibiotic Stewardship
ft to	Webinar recording, visit the Member Portal at https://mdva.force.com.
line.	
may	
	How to prepare for the June 2023 FDA Directive
aley	0
023.	Be sure you have a valid Veterinary Client Patient Relationship Form (VCPR)
your	
get	Talk with your veterinarian about what antibiotics you should be using
titis	3
here	Know where and how you will get antibiotics (from your veterinarian, drop ship or through a pharmacy with veterinarian prescription)

Cooks^{Co.op}Co.

MARCH

Richard Bennett, Lawton, PA The Aldrich Farm, Inc., Montrose, PA Scenery-View Farm, Friendsville, PA Castlemont Farms, LLC, Montrose, PA Champdale Farm, Laceyville, PA Lewis W. Zimmerman, New Holland, PA Daniel G. King, Oxford, PA Kevin Potter, Wyalusing, PA Shawn Robbins, Nicholson, PA Peter Solowiej, Wyalusing, PA Robert Reyan, Friendsville, PA Benjamin Zdaniewicz, Falls, PA Timothy L. Reynolds, Montrose, PA Wayne Warner, Lawton, PA Robert Wilson, Tunkhannock, PA Josan Farms, Inc, Susquehanna, PA Caleb Eastman, Rome, PA Martha D. Young, Le Raysville, PA Richard M. Empet, Kingsley, PA Pensak Farm, Factoryville, PA

APRIL

Melvin H. Zimmerman, Middleburg, PA Alvin N. Martin, New Enterprise, PA Darren A. Pulket, New Providence, PA Andrew B. Reiff, Woodbury, PA

MAY

David Z. Hurst, Mifflinburg, PA



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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.

MDVA Reaches Thousands of Consumers on Arbor Day

ADA North East distributed a video package to media outlets about Pennsylvania dairy farmers' efforts to protect waterways and the Chesapeake Bay by planting riparian buffers in honor of the 50th anniversary of National Arbor Day. Seven stories aired on Arbor Day, reaching more than 200,000 viewers on CBS and NBC stations in Harrisburg, Pa., and on ABC in Pittsburgh. One segment featured an interview with Maryland & Virginia's Manager of Animal Care and Sustainability, Janae Klinger. – *American Dairy Association North East*





< Scan code to view story or go to https://www.youtube.com/watch?v= OXpGHdZFEiM

2022 Indy 500: Every Driver's Choice of Celebratory Milk

The 2022 Indianapolis 500 was at the end of May. One of the biggest motor sports events in the world has some grand traditions that go along with it – including a celebratory bottle of milk. Nearly a century told, it's tradition for the Indy 500 winners to celebrate the victory with a few sips from a bottle of milk before pouring it on their heads and subsequently splashing everyone else in their vicinity. And drivers get to choose what type of milk they hope to celebrate with, thanks to the The American Dairy Association Indiana. The organization polls Indy 500 drivers to get their preferred milk choice, should they win. The options are simple – whole, 2 percent or fat-free milk. The American Dairy Association Indiana , which is also in charge of delivering the correct bottle to the winner after the famous 500-mile race at Indianapolis Motor Speedway, recently released the results of its 2022 milk poll. And yet again, whole milk remains the popular choice. Of the 32 drivers polled, as of May 2, 25 want whole milk, six want two-percent milk and one driver, who actually wants chocolate milk – officially has no preference. After the Indy 500, the designated "milk people" from the American Dairy Association Indiana will pull one of three bottles – one for each milk option – from a chilled cooler and they deliver it to the winning driver for the iconic celebration. – USA Today

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