

## 59. DAIRY MARKETING

We support:

1. Input from leaders of the dairy industry and jointly search for solutions to dairy problems which are satisfactory to both our organization and the dairy industry. We urge the American Farm Bureau Federation to work constructively on a national dairy policy that can jointly be supported. Such policy should include a program that:
  - A. Is market oriented, reflect current marketing conditions, and send the appropriate signals to dairy farmers to cause adjustments in the production of milk components according to market needs. It should allow farmers to look to the marketplace for their long-term economic prosperity.
  - B. Enhances net farm income and ensure an adequate supply of milk.
  - C. Provides for a worldwide free trade policy.
  - D. Continues the present purchase based price support program.
  - E. Maximizes the use of the Dairy Export Incentive Program (DEIP).
  - F. Does not include dairy quota-type marketing concepts.
  - G. Does not include state or regional dairy compacts.
  - H. Supports risk management tools that will protect dairy farmers from catastrophic swings in feed and milk prices.
  - I. Would not place limits on a farmers' growth or production.
  - J. Encourages development of new products targeted towards the export market.
2. Changes in milk content standards on a national basis under the Pasteurized Milk Ordinances so as not to interfere or obstruct interstate movement of milk.
3. The principle whereby Boards of Directors of dairy cooperatives can vote for their members in milk marketing and state promotion plans. However, each farmer, whether or not a member of a cooperative, should have the right to cast his own ballot in any referendum.
4. The increased use of dairy products by the school lunch program and by the armed forces.
5. Working with the dairy industry to coordinate federal and state inspections to eliminate duplication and to continue to allow the shipment of milk between states.
6. Implementing a performance based system that would allow for fewer inspections of dairy farmers that are achieving high ratings from the Illinois Department of Public Health.
7. Monitoring the potential for dairy processor closures or losses of markets and work to inform our membership on alternatives for milk marketing.
8. The pasteurization of raw milk for sale to the public. We also recognize there is a segment of consumers that prefer to purchase raw, unpasteurized milk. For those farmers who sell unpasteurized milk to consumers, the following guidelines should be followed:
  - A. Sales occur directly from farmers -- on the farm -- to consumers provided they bring their own containers.
  - B. No wholesalers, retailers, grocery stores or third parties be allowed to sell these products.
  - C. Farmers receive a raw milk permit from the Illinois Department of Public Health to produce and sell raw milk, subject to semi-annual inspections.