

# PREMIER PRESS

JUNE 2012



## Welcome Sam Wright

The PMI Board of Directors has hired Sam Wright to aid in growth of members for this year. Mr. Wright is a former dairyman from Green Cove Springs, FL and is looking forward to this opportunity. Mr. Wright's knowledge and experience in the dairy industry will aid him greatly in this endeavor. If you have any leads for Sam, he can be reached at: 352-789-1351.

## Milk Quality Contacts

Here is a list of people and/or companies that can help you troubleshoot and resolve milk quality issues on your farm.

**Dairy Performance Solutions**  
David Sumrall  
352 – 283 – 5780  
[www.dairyperformancesolutions.com](http://www.dairyperformancesolutions.com)

**Dairy Cheq**  
Kristy Campbell  
865 – 604 – 0605  
[www.dairycheq.com](http://www.dairycheq.com)

**SMI**  
Tommy Lynn  
352 – 572 – 2773

**UF – Dept of Large Animal Clinic**  
Dr. Fiona Maunsell  
352 – 294 – 4077  
[maunsellf@ufl.edu](mailto:maunsellf@ufl.edu)

## Premier Milk Inc.

1531 SE 36th Avenue, Suite D  
Ocala, Florida 34471

Phone: (352) 433-2527

Fax: (352) 433-2547

[www.premiermilk.org](http://www.premiermilk.org)

[info@premiermilk.org](mailto:info@premiermilk.org)

## Focus on PI Counts

Through the last 6 months, numerous producers have struggled with high PI counts. A PI count is a test that measures psychotropic (cold loving) bacteria that survive and grow at refrigerated temperatures. This test is run on milk samples after holding the milk at 55 degrees for 18 hours. PI test results will take one day longer because of the incubation period. Processors state that lower PI counts will help extend the shelf life of milk when it is properly refrigerated and handled. An acceptable PI count will be 50,000 or less. PMI starts penalizing producers when counts are above 50,000. A PI count less than 20,000 is very good, resulting in a premium of \$0.30/cwt paid for averages that low.

The causes for high PI counts are the following:

1. **Dirty equipment caused by improper cleaning and sanitizing of milk system and bulk tank.** The wash water should be at least 160 degrees at the start of the wash cycle. Approximately 10 minutes of wash time is needed to dissolve or suspend milk soils. Washing should stop when the water reaches 120 degrees. Generally adequate temperature is more critical than the precise minutes of contact time of cleaning solutions. Milk lines need to be washed after every milking and the bulk tank washed after each pickup. Vacuum lines need to clean periodically.
2. **Poor cooling of milk.** Milk needs to be cooled as rapidly as possible to less than 40 degrees, preferably to 36 degrees. Once milk is in the tank, when new milk is added the temperature should not rise above 45 degrees. Check the temperature of the milk with a thermometer once a month if you have low counts. If your counts are high, check once per week.
3. **Deteriorated rubber parts.** When rubber parts get old, they start to crack and milk can build up in those cracks causing PI counts to increase. Inflatons, gaskets, milk hoses, vacuum hoses, automatic take-offs, and meter hoses are most of the rubber parts that need replacing from time to time. Remember, if a hose is cracked on the outside, then it is cracked on the inside too.

4. **Dirty dairy cows.** Udder preparation must be consistent and thorough. Clean teats with an approved sanitizing solution or pre-dip. How dirty is the rest of the udder after the teats are cleaned? Make sure that the teats are clean and dry before attaching the milking unit. Keeping good hygiene pre-milking procedures and following them consistently is very important.
5. **Water quality on the farm.** If untreated water is used, check for coli forms and psychotropic bacteria. Rinsing out sediment in a sanitized tank or chasing milk with water puts water in the milk and can cause your counts to increase. The last thing to touch milking surfaces prior to milking should be sanitized water or an acidified rinse. Failure to sanitize milking systems prior to milking has caused increased PI counts.
6. **Sample collection.** Dippers must be sanitized with an approved sanitizer before pulling a sample from the tank. Samples are not to be pulled from the bottom valve of the bulk tank. The milk samples need to be immediately put in a cooler and covered with ice. Monitor the milk hauler to make sure he is doing everything correctly.

When a PI count is 3 – 4 times higher than your Standard Plate Count (SPC), that indicates potential problems related to one of the areas listed above. A PI count equal or slightly higher than a high SPC suggests that the high SPC is possibly due to mastitis or severe build up of dirt/milk in the lines or tank. One last source, partial pickups from a tank can cause elevated PI counts from milk residue on the tank wall above the milk line. If you need further assistance with troubleshooting a problem, a list of people that can help you is listed on the left sidebar of this page.

*Premier*  
**MILK INC.**  
*Where Premium Quality Comes Standard.*



# Premier Milk MARKET MINUTE

Commodity Prices	Oct	Nov	Dec	Jan	Feb	March	April	May	Current
Cheese - World Market	\$ 1.8456	\$ 1.7889	\$ 1.7889	\$ 1.8654	\$ 1.8541	\$ 1.7917	\$ 1.6783	\$ 1.6443	\$ 1.6329
Cheese - CME Block	\$ 1.7231	\$ 1.8716	\$ 1.6198	\$ 1.5559	\$ 1.4794	\$ 1.5193	\$ 1.5039	\$ 1.5239	\$ 1.6150
Cheese - CME Barrel	\$ 1.7189	\$ 1.8963	\$ 1.5850	\$ 1.5415	\$ 1.4823	\$ 1.5152	\$ 1.4556	\$ 1.4683	\$ 1.5225
Cheese - NASS	\$ 1.7471	\$ 1.8415	\$ 1.8070	\$ 1.6097	\$ 1.5410	\$ 1.5248	\$ 1.5361	\$ 1.5215	\$ 1.5221
Butter - World Market	\$ 2.1574	\$ 1.9901	\$ 1.9193	\$ 1.9051	\$ 1.8838	\$ 1.7393	\$ 1.5932	\$ 1.4373	\$ 1.4033
Butter - CME Cash	\$ 1.8295	\$ 1.7351	\$ 1.6128	\$ 1.5830	\$ 1.4273	\$ 1.4895	\$ 1.4126	\$ 1.3532	\$ 1.4200
Butter - NASS	\$ 1.7893	\$ 1.7824	\$ 1.6119	\$ 1.5900	\$ 1.4712	\$ 1.4347	\$ 1.4634	\$ 1.3657	\$ 1.3450
NFDM - World Market	\$ 1.5267	\$ 1.4940	\$ 1.4716	\$ 1.4671	\$ 1.4558	\$ 1.3636	\$ 1.2871	\$ 1.2204	\$ 1.2247
NFDM - Central A.O.M.	\$ 1.4900	\$ 1.4713	\$ 1.4519	\$ 1.4325	\$ 1.3863	\$ 1.3213	\$ 1.2338	\$ 1.1700	\$ 1.1800
NFDM - NASS	\$ 1.5109	\$ 1.4522	\$ 1.4201	\$ 1.3942	\$ 1.3792	\$ 1.3310	\$ 1.2514	\$ 1.1551	\$ 1.1317
Whey - Central A.O.M.	\$ 0.6050	\$ 0.6206	\$ 0.6394	\$ 0.7050	\$ 0.7038	\$ 0.6325	\$ 0.5466	\$ 0.4978	\$ 0.4838
Whey - NASS	\$ 0.6152	\$ 0.6380	\$ 0.6538	\$ 0.6876	\$ 0.6400	\$ 0.6107	\$ 0.5921	\$ 0.5389	\$ 0.5240
F. O. 6 Class I @ Tampa	\$ 24.96	\$ 23.85	\$ 23.87	\$ 24.20	\$ 22.43	\$ 21.70	\$ 21.06	\$ 21.25	\$ 20.64
Net Cl. I Prem. @ Tampa	\$ 3.17	\$ 3.17	\$ 3.17	\$ 3.17	\$ 3.17	\$ 3.17	\$ 3.25	\$ 3.25	\$ 3.25
F.O. 6 Class I Utilization	85.9%	85.3%	87.0%	84.5%	84.5%	86.4%	83.4%	81.8%	
F. O. 6 Blend @ Tampa	\$ 23.77	\$ 23.15	\$ 22.79	\$ 23.11	\$ 21.34	\$ 20.83	\$ 20.31	\$ 19.98	
PMI - Average SCC	285,330	278,990	282,718	302,284	284,839	280,411	278,818	276,685	
PMI - Average SPC	10,289	8,331	11,211	14,652	10,869	10,816	12,244	20,539	
PMI - Average PIC	14,799	13,716	38,844	60,723	56,011	56,846	65,451	55,199	
Premiums Paid - PMI	\$ 0.47	\$ 0.50	\$ 0.33	\$ 0.32	\$ 0.31	\$ 0.31	\$ 0.29	\$ 0.23	
PMI Cen FL Price	\$ 24.34	\$ 23.88	\$ 23.53	\$ 23.61	\$ 21.47	\$ 20.98	\$ 19.80	\$ 19.68	

(with rBST-free premium)

Class III Milk Futures	Jan	Feb	Mar	Apr	May	Current
Jun-12	\$ 16.83	\$ 15.72	\$ 14.97	\$ 14.83	\$ 15.62	\$ 15.59
Jul-12	\$ 17.12	\$ 16.10	\$ 15.70	\$ 15.18	\$ 16.33	\$ 16.55
Aug-12	\$ 17.15	\$ 16.25	\$ 16.37	\$ 15.60	\$ 16.09	\$ 16.93
Sep-12	\$ 17.20	\$ 16.34	\$ 16.50	\$ 15.96	\$ 16.10	\$ 17.07
Oct-12	\$ 17.09	\$ 16.34	\$ 16.50	\$ 15.98	\$ 16.16	\$ 16.95
Nov-12	\$ 16.96	\$ 16.24	\$ 16.46	\$ 15.84	\$ 16.00	\$ 16.80
Dec-12	\$ 16.98	\$ 16.18	\$ 16.45	\$ 15.70	\$ 16.00	\$ 16.59
Jan-13	\$ 16.75	\$ 16.00	\$ 16.20	\$ 15.58	\$ 15.99	\$ 16.51
Feb-13		\$ 15.96	\$ 16.04	\$ 15.45	\$ 15.65	\$ 16.10
Mar-13			\$ 16.29	\$ 15.71	\$ 15.71	\$ 15.96
Apr-13				\$ 15.71	\$ 15.88	\$ 15.97
May-13					\$ 16.19	\$ 16.20

MILC Projections	
Oct-11	\$ -
Nov-11	\$ -
Dec-11	\$ -
Jan-12	\$ -
Feb-12	\$ 0.39
Mar-12	\$ 0.83
Apr-12	\$ 1.13
May-12	\$ 0.68
Jun-12	\$ 0.80
Jul-12	\$ 0.64
Aug-12	\$ 0.57
Sep-12	\$ -

Note: Class III milk futures prices are quoted at the close on the last day of the month.