

Milk Quality & Products CDE

Purpose

The purpose of the Milk Quality & Products Career Development Event is to enhance learning activities related to the quality production, processing, distribution, promotion, marketing, and consumption of dairy foods. Through participation in this event, members develop knowledge of milk production and marketing; characteristics of raw and pasteurized milk; and develop an understanding of milk quality and yield. Members evaluate the flavor quality of milk, differentiate the fat content of various milk products, and identify cheese varieties and characteristics.

Sponsor

The Milk Quality & Products Career Development Event is sponsored by the North Carolina Dairy Youth Foundation.

State Event Superintendent

State agricultural education staff will designate the superintendent for this event.

Comments or questions may also be directed to Jason Davis, State FFA Coordinator, Department of Agricultural and Human Sciences, NCSU, Box 7654, Raleigh, NC 27695-7654. Phone: 919.515.4206; Fax: 919.513.3201; Email: jason_davis@ncsu.edu

Eligibility and General Guidelines

This event will be held during the North Carolina State FFA Convention and is open to all FFA chapters and FFA members in good standing. FFA members may not participate in a Career Development Event that leads to a state level event after July 1, following their high school graduation.

Teams shall consist of three or four members. Four scores will count towards the team total (a three-member team will earn a zero for the 4th score). No alternates are allowed in state events. Any alternate found participating in a state event will result in team disqualification.

FFA members in good standing may also participate as individuals in this event. A chapter may have up to two

members participate as individuals as long as the chapter does not have a team participating in the event. Their scores will only count toward individual recognition and will not be tallied as a team score.

Members that have participated in a previous national event or previous state winning teams in this area are ineligible.

The use or possession of cellular phones, Personal Digital Assistants (PDA's) or any other mobile electronic communication device is prohibited during any state-level career development event. Any violation of this rule by any team member will result in total team disqualification.

FFA members participating in career development events that require the use of calculators may only use non-programmable/graphing calculators that do not have the ability to communicate with other calculators. Calculators will be screened prior to the start of a CDE for acceptability. Students caught using data stored on a calculator or communicating with other calculators will result in a total team disqualification for the event.

Any member found cheating in any state-level career development event will result in total team disqualification for that event.

At the North Carolina FFA State Convention, participation in more than one FFA CDE event is permitted as long as events are not being held concurrently and no special provisions are required to facilitate participation with the exception that parliamentary procedure and public speaking and parliamentary procedure and Creed speaking which are held concurrently will allow dual participation and special provisions for flighting.

Dress Code

Participants are required to follow the North Carolina FFA Career Development Event Dress Code. A ten percent reduction in the total team score will be taken if a participant violates the dress code.



**Procedures for Administering the Event
Written Test – 100 Points**

The written test will be comprised of a total of 25 multiple-choice items designed to determine each team member’s understanding of the dairy foods industry. The **reference** for the written test is:

Dairy Foods: Producing the Best, Dr. Robert Marshall. Instructional Materials Laboratory.
<http://dass.missouri.edu/aged/resources/dairy-foods-booklet.pdf>

Milk Sampling – 100 Points

Participants will identify the flavor (taste & odor) of ten milk samples by matching the sample number with the appropriate flavor on the Milk Sampling – Answer Sheet. The “Official Recipe” for making off flavors of milk is included as a reference at the end of this guide (*Appendix A*).

Cheese Identification and Characteristics – 100 Points

- **Cheese Identification = 60 total points.** Participants will identify ten cheese samples by writing the sample number that matches the appropriate cheese listed on the *Cheese Identification and Characteristic Scorecard*. Each correctly identified cheese is worth 6 points for a total of 60 points if all ten samples are identified correctly. *Yellow or white varieties as well as smoked or fresh varieties may be used for this section.*
- **Cheese Characteristics = 40 total points.** Participants will also use the *Cheese Identification and Characteristic Scorecard* to classify four characteristics for each identified cheese. Each correct classification is worth one point for a total of 40 points if all characteristics are correctly classified for all 10 cheese samples.

The Cheese Characteristic Information Matrix (*Appendix B*) is a reference and study guide to help participants prepare for the *Cheese Characteristics* section of the *Milk Quality CDE*. While participants may not bring the matrix to the event, they should memorize the codes identified in the matrix to

abbreviate their answers on the *Cheese Identification and Characteristic Scorecard*.

A sample-completed scorecard is provided to help participants understand how the scorecard will be used (*Appendix C*).

Fat Content Identification – 100 points

Students will differentiate the fat content in five samples of milk or milk products. Students will then identify each sample by product based on the criteria listed below.

Product	Fat Content
Nonfat Milk	<0.5%
Reduced Fat Milk	2%
Whole Milk	3.25%
Yogurt (Plain)	3.25%
Cottage Cheese	4%
Ice Cream (Vanilla)	10%
Half & Half	10.5%
Sour Cream	18%
Light Whipping Cream	30%
Heavy Whipping Cream	35%
Butter	80%

Milk Quality Team Activity – 50 points

Each team will solve five problems valued at ten points each. Problems may include:

1. Reading and interpreting data.
2. Answering questions pertaining to charts and tables.
3. Using given formulas related to milk and component prices to make calculations.
4. Determining percent increase and decrease as related to chart and table data.

The **references** for the team activity are:

1. **Dairy Facts** is available from **International Dairy Foods Association**, 1250 H Street, N.W., Suite 990, Washington, D.C. 20005. Phone: (202) 737-4332, web address: www.idfa.org at a cost of \$50.00 unless you are a member of the association and then your cost is \$30.00. An order form may be found at:
<http://www.idfa.org/forms/store/CommercePlusFormPublic/search?action=Feature>



This manual is updated annually and one should use the previous year's issue.

One complimentary electronic copy per school will be provided (until further notice) to each school. For ordering assistance contact:

Jessica L. Matsko
Assistant, Administration
International Dairy Foods Association
1250 H Street, NW, Suite 900 | Washington, DC 20005
phone: 202-220-3526 | fax: 202-331-7820
jmatsko@idfa.org | www.idfa.org | www.dairyshow.com

Sample questions using material from Dairy Facts are found in (*Appendix D*).

2. Formula calculations used in “Federal Milk Market Orders.” Sample problems using formula calculations are found in (*Appendix E*).

Scoring

Written Test	100
Milk Sampling	100
Cheese Identification	100
Fat Content Identification	100
Milk Quality Team Activity	50

Procedure for Determining the State Event Winner When Scores are Tied

In the event a tie score exists, the following methods will be applied in sequential order until the tie is broken:

1. Compare the total team scores for the written test and the higher scoring team is the winner.
2. Compare the total team scores for the milk sampling and the higher scoring team is the winner.
3. Compare the total team score on cheese identification and the higher scoring team is the winner.
4. If these methods fail to break the tie, co-winners will be declared and a run-off event will be held to determine which team will represent North Carolina

at the National FFA Convention. The run-off event will follow the same rules as the state event.

Procedure for Determining the State Event High Scorer When Scores are Tied for individual Participants

In the event a tie score exists, apply the following methods in sequential order until the tie is broken.

1. Compare the individual scores on the written test and the high scoring individual is the winner.
2. Compare the individual scores on milk sampling and the high scoring individual is the winner.
3. Compare the individual score on cheese identification and the high scoring individual is the winner.
4. If a tie still exists for individuals, co-high scorers will be declared and all tied individuals will be recognized.

State Awards

The following awards will be presented annually at the state FFA convention provided sponsorship is available:

- State Winning Team – Cash award, first place team plaque, team pins for members
- Second Place Team - Second place team plaque, team pins for members
- Third Place Team - Third place team plaque, team pins for members

National Career Development Event Participation

State winning teams advancing to the national career development event will be automatically registered for the national event. It is the responsibility of the FFA chapter advisor to complete all necessary national certification and waiver forms and return them to the State FFA Coordinator by the assigned due date.

State winning CDE Teams that choose not to participate at the national level should contact the state office by September 1 prior to national convention. Teams that fail to inform the state office prior to September 1 will be ineligible to participate in that same CDE for the next year (chapters may appeal to the State FFA Board of Directors). Teams that do not compete at the National Convention will be required to pay back the cash travel award.



**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS
CAREER DEVELOPMENT EVENT**

**Milk Sampling - ANSWER SHEET
Maximum Points = 100**

Name: _____

Chapter: _____

Participant Number: _____

Score = Number Right _____ x 10 = _____

Instructions: Identify the flavor (taste and odor) of the ten milk samples provided. Write the sample number beside the appropriate flavor description.

_____ Acid

_____ Bitter

_____ Feed

_____ Flat/Watery

_____ Foreign

_____ Garlic/Onion

_____ Malty

_____ Oxidized

_____ Rancid

_____ Salty

_____ No Defect

**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS
CAREER DEVELOPMENT EVENT**

**Milk Sampling - ANSWER SHEET
Maximum Points = 100**

Name: _____

Chapter: _____

Participant Number: _____

Score = Number Right _____ x 10 = _____

Instructions: Identify the flavor (taste and odor) of the ten milk samples provided. Write the sample number beside the appropriate flavor description.

_____ Acid

_____ Bitter

_____ Feed

_____ Flat/Watery

_____ Foreign

_____ Garlic/Onion

_____ Malty

_____ Oxidized

_____ Rancid

_____ Salty

_____ No Defect

**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT
Cheese Identification and Characteristics Scorecard
Maximum Point Value = 100 points
Identification = 60 points
Characteristics = 40 points**

Name: _____ Chapter: _____

Participant Number: _____

Scoring Use Only	Number Correct				
Cheese ID		x	6	=	
Characteristics		x	1	=	
Total Points					

Cheese Identification: Write the correct sample number in the left column that matches the correct cheese sample.		For each cheese sample identified, give the information for the four characteristics for that sample. One may use the codes supplied in the reference for this activity when answering these questions.				
Sample Number	Variety 6 points each	Receives Pasta Filata Treatment (Yes or NO) 1 point each	Salted in Brine (Yes or No) 1 point each	Method of Ripening 1 point each	Place of Origin 1 point each	Total Number Correct For Characteristics (Scoring Use Only)
	Blue/Bleu					
	Brie					
	Cheddar, Mild					
	Cheddar, Sharp					
	Colby					
	Cream					
	Feta					
	Gouda					
	Havarti					
	Gruyere					
	Monterey Jack					
	Mozzarella					
	Munster					
	Parmesan					
	Processed American					
	Provolone					
	Queso Fresco					
	Ricotta					
	Romano					
	Swiss					

**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS
CAREER DEVELOPMENT EVENT**

**Fat Content Identification – ANSWER SHEET
Maximum Points = 100**

Name: _____

Chapter: _____

Participant Number: _____

Score = Number Right _____ x 20 = _____

Instructions: Identify each sample by product type using the table below along with visual observation and/or taste. Write the appropriate product name beside the sample number.

Product	Fat Content
Nonfat Milk	<0.5%
Reduced Fat Milk	2%
Whole Milk	3.25%
Yogurt (Plain)	3.25%
Cottage Cheese	4%
Ice Cream (Vanilla)	10%
Half & Half	10.5%
Sour Cream	18%
Light Whipping Cream	30%
Heavy Whipping Cream	35%
Butter	80%

Sample 1: _____

Sample 2: _____

Sample 3: _____

Sample 4: _____

Sample 5: _____

**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS
CAREER DEVELOPMENT EVENT**

**Fat Content Identification – ANSWER SHEET
Maximum Points = 100**

Name: _____

Chapter: _____

Participant Number: _____

Score = Number Right _____ x 20 = _____

Instructions: Identify each sample by product type using the table below along with visual observation and/or taste. Write the appropriate product name beside the sample number.

Product	Fat Content
Nonfat Milk	<0.5%
Reduced Fat Milk	2%
Whole Milk	3.25%
Yogurt (Plain)	3.25%
Cottage Cheese	4%
Ice Cream (Vanilla)	10%
Half & Half	10.5%
Sour Cream	18%
Light Whipping Cream	30%
Heavy Whipping Cream	35%
Butter	80%

Sample 1: _____

Sample 2: _____

Sample 3: _____

Sample 4: _____

Sample 5: _____

Official Recipe for Preparing Off-Flavors of Milk (Appendix A)
North Carolina FFA Association | Milk Quality and Products CDE

<ul style="list-style-type: none"> • One may achieve various intensities by diluting the sample with high-quality <u>pasteurized, homogenized milk</u> intended for table use. • <u>The goal is to get students to be able to detect the slightest variation from normal fresh pasteurized/homogenized milk with no defect.</u> • For tasting, samples should be tempered at 60°F (16°C). • For more detailed information, see <u>Judging, Identifying, and Scoring Dairy Products</u> by Jan L. Allen, Vocational Agriculture Service, University of Illinois at Urbana-Champaign. 		
Acid	Add 1 to 1.5 ounces of fresh cultured buttermilk to a quart of fresh pasteurized/homogenized milk.	Prepared 24 to 48 hours prior to use.
Bitter	Add 1 (NoDoz®) or similar brand caffeine tablet to about 1 oz. of water and let it dissolve for 30 minutes. Then you add the “caffeine solution” to a quart of fresh pasteurized/homogenized milk.	Note: One may increase the (NoDoz®) or similar brand caffeine tablets in the solution to begin with or add the “caffeine solution” to a smaller volume of water to help students get the taste.
Feed	Add 1/2 ounce (1 tablespoon or 15.0 ml) of molasses and mix with one quart of pasteurized/homogenized milk.	Important: There are ways to do this with roughages, but for the sake of simplicity we are using molasses.
Flat/Watery	Add 4 to 6 ounces of distilled water to a quart of fresh pasteurized/homogenized milk.	Good quality tap water will work but may have some additional flavors. You may wish to use approximately 10% volume for the quart of milk.
Foreign	Add 1-teaspoon (5 to 6 ml of 2-fold or double) vanilla extract per quart of milk.	
Garlic/Onion	Add about 0.2 grams of garlic or onion salt or 3 drops of garlic or onion extract to a quart of pasteurized/homogenized milk.	Optional: Use garlic powder or cut up onion. If cut-up onion is used filter through a coffee filter or cheesecloth and allow sitting for 30 minutes.
Malty	Add ½ ounce (15 grams) Grape Nuts® or Grape Nuts Flakes® breakfast cereal to 3 ounces (about 100 ml) of milk <u>and</u> allow to sit for 20 to 30 minutes to create a stock solution. This stock solution should then be strained through cheesecloth, a coffee filter, etc. (in a funnel) into another container. <i>Add 1 ounce of the stock solution to a quart of milk.</i>	Add 1 to 1.5 teaspoons (5 – 7 ml) of unflavored malted milk powder (available at some grocery stores) to a quart of pasteurized/homogenized milk.
Oxidized	Expose one quart of pasteurized/homogenized milk in a clear glass or plastic (polyethylene) milk container to direct sunlight for 30 minutes to one hour. Note: <u>This is the most common form of oxidized milk found in homogenized milk.</u> Do not use a container that is colored (yellow) and keep the milk cool by placing in ice. Samples prepared in this way will probably develop the generic (metal-induced) off-flavor within 36 to 48 hours after light exposure.	Metal-induced oxidized samples may be prepared by preparing 100 ml of 1 percent CuSO ₄ ·5H ₂ O as a “stock copper solution” and keep refrigerated. Add 0.5 to 1 ml of the “stock copper solution” to a quart of pasteurized/homogenized milk. Note: Prepare 24 to 48 hours prior to use.
Rancid	Add ½ ounce (15 grams) of blue cheese to a quart of pasteurized/homogenized milk and allow it to sit for 30 minutes.	Filter for the final sample using coffee filter or cheesecloth and funnel.
Salty	Add common table salt to a quart of fresh pasteurized/homogenized milk.	Determine the degree of saltiness by the amount of salt added to the milk.
NO DEFECT	Use fresh pasteurized/homogenized milk that has not been exposed to any of the treatments named.	

NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT

Cheese Identification and Characteristics Information Matrix (*Appendix B*)

Participants will be required to know the information within this matrix in order to complete the cheese characteristic section on the scorecard. Participants will use the answer codes identified in this matrix by parenthesis () to complete the cheese characteristics.

Variety 6 points each	Receives Pasta Filata Treatment	Salted in Brine	Method of Ripening	Place of Origin
Blue/Bleu	(N) No	(Y) Yes	(M) Mold	(F) France
Brie	(N) No	(N) No	(B/M) Bacteria/Mold	(F) France
Cheddar, Mild	(N) No	(N) No	(B) Bacteria	(E) England
Cheddar, Sharp	(N) No	(N) No	(B) Bacteria	(E) England
Colby	(N) No	(N) No	(B) Bacteria	(U) United States
Cream	(N) No	(N) No	(U) Unripened	(U) United States
Feta	(N) No	(Y) Yes	(B) Bacteria	(G) Greece
Gouda	(N) No	(Y) Yes	(B) Bacteria	(N) Netherlands
Havarti	(N) No	(N) No	(B) Bacteria	(D) Denmark
Gruyere	(N) No	(Y) Yes	(B) Bacteria	(S) Switzerland
Monterey Jack	(N) No	(N) No	(B) Bacteria	(U) United States
Mozzarella	(Y) Yes	(Y) Yes	(B) Bacteria	(I) Italy
Munster	(N) No	(N) No	(B) Bacteria	(F) France
Parmesan	(N) No	(Y) Yes	(B) Bacteria	(I) Italy
Processed American	(N) No	(N) No	(B) Bacteria	(U) United States
Provolone	(Y) Yes	(Y) Yes	(B) Bacteria	(I) Italy
Queso Fresco	(N) No	(N) No	(U) Unripened	(M) Mexico
Ricotta	(N) No	(N) No	(U) Unripened	(I) Italy
Romano	(N) No	(Y) Yes	(B) Bacteria	(I) Italy
Swiss	(N) No	(Y) Yes	(B) Bacteria	(S) Switzerland

**NORTH CAROLINA FFA ASSOCIATION
MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT
Sample Cheese Identification and Characteristics Scorecard (Appendix C)**

Maximum Point Value = 100 points

Identification = 60 points

Characteristics = 40 points

Name: _____ Chapter: _____

Participant Number: _____

Scoring Use Only	Number Correct				
Cheese ID		x	6	=	
Characteristics		x	1	=	
Total Points					

Cheese Identification: Write the correct sample number in the left column that matches the correct cheese sample.		For each cheese sample identified, give the information for the four characteristics for that sample. One may use the codes supplied in the reference for this activity when answering these questions.				
Sample Number	Variety 6 points each	Receives Pasta Filata Treatment (Yes or NO) 1 point each	Salted in Brine (Yes or No) 1 point each	Method of Ripening 1 point each	Place of Origin 1 point each	Total Number Correct For Characteristics (Scoring Use Only)
8	Blue/Bleu	N	Y	M	F	
7	Brie	N	N	B/M	F	
5	Cheddar, Mild	N	N	B	E	
	Cheddar, Sharp					
	Colby					
	Cream					
1	Feta	N	Y	B	G	
	Gouda					
	Havarti					
9	Gruyere	N	Y	B	S	
10	Monterey Jack	N	N	B	U	
3	Mozzarella	Y	Y	B	I	
2	Munster	N	N	B	F	
	Parmesan					
4	Processed American	N	N	B	U	
	Provolone					
	Queso Fresco					
	Ricotta					
6	Romano	N	Y	U	I	
	Swiss					

Samples of Questions from Dairy Facts (Appendix D)

There are many samples that could be used for problems and questions related to interpreting data from Dairy Facts. A few samples are included as a general guide to teachers as they prepare their team for this event.

A. Interpreting Data, Graphs and Charts

1. Data Interpretation

Scenario of Dairy's Environmental Impact:

In 1944, the U.S. had 25.6 million cows producing a total of 117 billion pounds of milk annually. Pasture was the principal forage, supplemented with home grown hay and limited grains. Manure, spread throughout the year, was the only source of nutrient renewal for the land. Manufactured fertilizers were not available. Nitrogen, phosphorus, and potassium were reserved for use in World War II munitions. Antibiotics, other pharmaceuticals, and chemical pesticides were unavailable. Draft horses were used for most cropping. In contrast to 1944, the 2008 U.S. dairy herd contained 9.3 million cows but produced 190 billion pounds of milk. The huge improvement in milk yield has been achieved through a combination of higher genetic merit, improved feed ration formulation, and use of herd health and management programs to improve animal care.

Sample question:

- What was the percentage increase in milk production from 1944 to 2008?
 - 42%
 - 52%
 - 62%**
 - 72%

2. Table Interpretation with accompanying data:

A fifth herd retirement round by Cooperatives Working Together (CWT) has been completed. The program resulted in the removal of 24,860 cows representing 436 million pounds of milk. At the end of the on-farm auditing process, CWT removed 203 herds in 37 states. It had received 607 bids from 41 states during the bidding process. As in the case of its previous herd retirement rounds, most of the cows removed were in the western regions of the United States. This round also removed 275 bred heifers. The average accepted bid in this round was \$6.10 per hundredweight. The totals for each region* in the fifth round are shown in the table below:

Region	Pounds of Milk (millions)	Farms With Accepted Bids	Percent of Total Milk Reduction	Number of Cows	Average Bid
Northeast	55	29	13%	2,776	\$6.06
Southeast	64	35	15%	3,987	\$6.25
Midwest	70	76	16%	4,124	\$6.01
Southwest	85	36	19%	5,180	\$5.98
West	162	27	37%	8,793	\$6.35
Totals	436	203	100%	24,860	\$6.13

Sample questions:

- What percent of the bids received were accepted?
 - 29%
 - 33%**
 - 42%
 - 55%

2. What percent of the cows came from the West region?
- A. **35%**
 - B. 37%
 - C. 42%
 - D. 51%

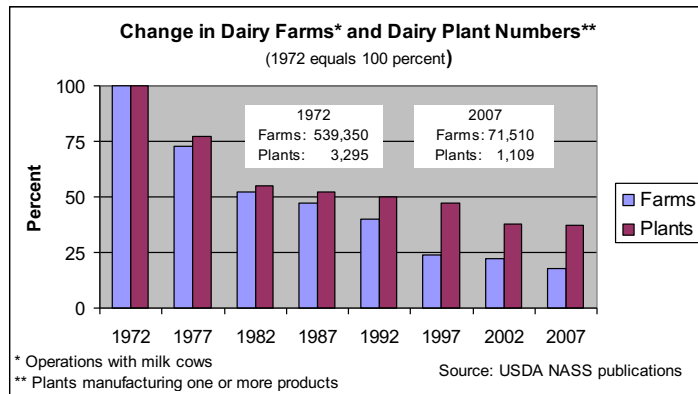
3. Table interpretation without accompanying data:

Dairy Products per capita Consumption in the United States									
Year	Fluid Milk and Cream	Butter	Natural Cheese	Cottage Cheese	Evaporated and Condensed Milk	Ice Cream	Lowfat Ice Cream	Nonfat Dry Milk	All Dairy Products Milk Equivalent Milkfat Basis
----- Pounds -----									
1970	264	5.4	11.4	5.2	12.0	17.8	7.7	5.3	564
1975	261	4.7	14.3	4.7	8.9	18.5	7.7	3.3	539
1980	246	4.5	17.5	4.5	7.1	17.5	7.1	3.0	543
1985	241	4.9	22.5	4.1	7.4	18.1	6.9	2.3	594
1990	233	4.4	24.6	3.4	8.0	15.8	7.7	2.9	568
1995	221	4.4	26.9	2.7	6.8	15.5	7.4	3.4	576
2000	210	4.5	29.8	2.6	5.8	16.7	7.3	2.6	591
2007	206	4.7	32.7	2.5	7.6	14.0	7.0	2.2	610
Source: Economic Research Service, USDA									

Sample Question:

1. Which category of dairy products shows a continuous increase in per capita consumption from 1970 to 2007 in the “Dairy Products per capita Consumption in the United States” table?
- A. **Natural Cheese**
 - B. Fluid Milk and Cream
 - C. Butter
 - D. Lowfat Ice Cream

4. Graph Interpretation:



Sample Questions:

1. The graph above illustrates the decline in dairy farms and dairy plants since 1972 to 2007. What is the percent decrease in the number of dairy farms from 1972 to 2007?
 - A. 13
 - B. 27
 - C. 73
 - D. **87**
2. Based on the graph "Change in Dairy Farms and Dairy Plant Numbers", there were _____ percent fewer dairy plants in 2007 as there were in 1972.
 - A. 13
 - B. 24
 - C. **34**
 - D. 52

As one can readily see, the questions and problems for the team activity are more about using formulas and interpreting data than they are about memorizing data from Dairy Facts. The samples provided give a glimpse of the kinds of questions that could be included. The presence of a scenario, table, or graph in these samples does not guarantee their presence in the team activity.

North Carolina Milk Quality & Products Career Development Event
Part V: Team Activity (50 points)

Sample Formula Calculations Used in “Federal Milk Market Orders” (Appendix E)

Some of the questions for the team activity may involve calculations using formulas to determine information for any of the four classes of milk provided by the Federal Milk Marketing Orders. **When calculations are being made, participants should remember to round all values to the nearest 0.01.** Formulas are provided that are applied in Federal Milk Marketing Orders.

Questions may require the use of a scantron form to accompany the work that is performed. If a scantron form is provided, participants will turn in their work paper along with their scantron form upon completion of the activity. For example, if the student has been asked to calculate the price of butterfat, the question might state:

Calculate the price of butterfat when given:

- NASS average price for AA grade butter = \$2.00/lb
- Make allowance = \$0.115/lb
- Yield factor = 1.20

Formula to be used: Butterfat value/lb. = (price of butter – make allowance) x yield factor

Solution: $(2.00 - .115) \times 1.20 = \$2.262/\text{lb}$ butterfat

1. Mark the correct answer on the scantron form for the price of butterfat:

- a. \$1.02
- b. \$1.56
- c. \$2.26
- d. \$2.56

Samples for calculating the price of Class III milk (used for cheese making) by summing the values of butterfat, protein, and other solids.

Sample 1 Calculate the price of butterfat when given:

- NASS average price for AA grade butter = will be provided
- Make allowance = will be provided
- Yield factor = will be provided

Formula to be used: Butterfat value/lb. = (price of butter – make allowance) x yield factor

Solution: (_____ - _____) x _____ = \$ _____ /lb butterfat

Solution 1 Calculate the price of butterfat when given:

- NASS average price for AA grade butter = \$2.00/lb
- Make allowance = \$0.115/lb
- Yield factor = 1.20

Formula to be used: Butterfat value/lb. = (price of butter – make allowance) x yield factor

Solution: $(2.00 - .115) \times 1.20 = \mathbf{\$2.262/lb\ butterfat}$

Sample 2 Calculate the value of protein in Class III milk when given:

- NASS weighted average cheese price = will be provided
- Make allowance = will be provided
- Yield factor attributable to protein = will be provided
- Yield factor attributable to fat = will be provided
- Butterfat price = will be provided
- Average ratio of fat to protein in milk = will be provided

Formula to be used: Protein value/lb. = ((cheese price – make allowance) x protein’s yield factor) + ((cheese price – make allowance) x fat’s yield factor) – ((butterfat price x 0.9) x fat to protein ratio))

Solution: $((\underline{\quad} - \underline{\quad}) \times \underline{\quad}) + ((\underline{\quad} - \underline{\quad}) \times \underline{\quad}) - ((\underline{\quad} \times 0.9) \times \underline{\quad}) = \$\underline{\quad}/lb.\ protein$

Solution 2 Calculate the value of protein in Class III milk when given:

- NASS weighted average cheese price = \$1.60/lb
- Make allowance = \$0.16/lb
- Yield factor attributable to protein = 1.38
- Yield factor attributable to fat = 1.57
- Butterfat price = \$2.00
- Average ratio of fat to protein in milk = 1.17

Formula to be used: Protein value/lb. = ((cheese price – make allowance) x protein’s yield factor) + ((cheese price – make allowance) x fat’s yield factor) – ((butterfat price x 0.9) x fat to protein ratio))

Solution:

$((1.60 - .16) \times 1.38) + (1.60 - .16) \times 1.57 - ((2.00 \times 0.9) \times 1.17)) = \$\underline{\quad}/lb.\ protein$

$(1.44 \times 1.38) + (1.44 \times 1.57) - (1.8 \times 1.17) = \$\underline{\quad}/lb.\ protein$

$1.9872 + 2.2608 - 2.106 = \$\underline{\quad}/lb.\ protein$

$1.99 + 2.26 - 2.11 = \mathbf{\$2.14/lb.\ protein}$

Sample 3 Calculate the value of “other solids” when given:

- Dry whey price = Will be provided
- Make allowance = Will be provided
- Yield factor = Will be provided

Formula to be used: “Other solids” value/lb. = (dry whey price – make allowance) x yield factor

Solution: $(\underline{\quad} - \underline{\quad}) \times \underline{\quad} = \$\underline{\quad}/lb.\ other\ solids$

Solution 3 Calculate the value of “other solids” when given:

- Dry whey price = \$0.22/lb
- Make allowance = \$0.16/lb
- Yield factor = 1.03

Formula to be used: "Other solids" value/lb. = (dry whey price – make allowance) x yield factor

Solution: $(.22 - .16) \times 1.03 = \mathbf{\$.0618/lb. \text{ other solids}}$

Sample 4 Calculate the Class III skim milk price of milk from Best Milk Company when given:

- Best Milk Company's milk tested out at:
 - % protein to be provided
 - % "other solids" to be provided
- Price of protein /lb. will be provided
- Price of other solids/lb. will be provided

Formula to be used: Class III skim milk price/cwt = (% protein (100) x protein price/lb) + (% other solids (100) x other solids price/lb) Shortcut: convert percentage to pounds by just using the number given for percentage without multiplying by 100.

Solution: $(____ \times ____) + (____ \times ____) = \$____/cwt$ Class III skim milk

Solution 4 Calculate the Class III skim milk price of milk from Best Milk Company when given:

- Best Milk Company's milk tested out at:
 - 3.0% protein
 - 6.0% "other solids"
- Price of protein /lb. = \$2.00/lb
- Price of other solids/lb. = \$0.10/lb

Formula to be used: Class III skim milk price/cwt = (% protein (100) x protein price/lb) + (% other solids (100) x other solids price/lb)

Solution: $(3\% (100) \times 2.00) + (6\% (100) \times .10) = \$____/cwt$ Class III skim milk
 $(3 \times 2.00) + (6 \times .10) = 6.00 + .60 = \mathbf{\$.60/cwt \text{ Class III skim milk}}$

Sample 5 Calculate the price of Class III whole milk by summing the values of the components used by Dairy's Best Milk Company when given the following data:

- % protein in the milk and price per pound for the protein
- % butterfat in the milk and price per pound for the butterfat
- % other solids in the milk and price per pound for other solids

Formula to be used: Class III milk price/cwt = ((% protein x 100) x price/lb) + ((% fat x 100) x price/lb) = ((% other solids x 100) x price/lb). Shortcut: convert percentage to pounds by just using the number given for percentage without multiplying by 100.

Solution: $(____ \times ____) + (____ \times ____) + (____ \times ____) = \$____/cwt$ Class III milk

Solution 5 Calculate the price of Class III whole milk by summing the values of the components used by Dairy's Best Milk Company when given the following data:

- 3.1% protein @ \$3.00/lb
- 3.5% butterfat @ \$2.00/lb
- 6.2% other solids @ \$0.20/lb

Formula to be used: Class III milk price/cwt = (% protein x price/lb) + (% fat x price/lb) + (% other solids x price/lb).

Solution: $(3.1 \times \$3.00) + (3.5 \times \$2.00) + (6.2 \times .20) = \$ \text{____}/\text{cwt Class III milk}$
 $\$ 9.30 + \$7.00 + 1.24 = \mathbf{\$17.54/\text{cwt Class III milk}}$

Samples for calculating the price of Class IV milk (used to make butter and nonfat dry milk) by summing the values of Class IV skim milk and butterfat using the three steps below.

Sample 6 Calculate the nonfat milk solids price when given:

- Average NASS price of nonfat dry milk (NDM) = will be provided
- Make allowance = will be provided
- Yield factor = will be provided

Formula to be used: Nonfat solid price/lb = (NDM price – make allowance) x yield factor

Solution: $(\text{_____} - \text{_____}) \times \text{_____} = \$ \text{_____}/\text{lb. NMS}$

Solution 6 Calculate the nonfat milk solids price when given:

- Average NASS price of nonfat dry milk (NDM) = \$0.84/lb
- Make allowance = \$0.14/lb
- Yield factor = 0.99

Formula to be used: Nonfat solid price/lb = (NDM price – make allowance) x yield factor

Solution: $(.84 - .14) \times .99 = \mathbf{\$0.693/\text{lb. NMS price/lb.}}$

Sample 7 Calculate the value of Class IV skim milk containing ____% nonfat solids and the value of those solids is \$ _____/lb.

Formula to be used: Price of Class IV skim milk = % nonfat milk solids x price/lb. of NMS

Solution: $\text{_____} \times \text{_____} = \$ \text{_____}/\text{cwt Class IV skim milk}$

Solution 7 Calculate the value of Class IV skim milk containing 9.3% nonfat solids and the value of those solids is \$1.02/lb.

Formula to be used: Price of Class IV skim milk = % nonfat milk solids x price/lb. of NMS

Solution: $9.3 \times 1.02 = \$ 9.486$ or $\mathbf{\$ 9.49/\text{cwt Class IV skim milk}}$

Sample 8 Calculate the Class IV milk price when given:

- Price of skim milk = \$ ____ (will be provided)
- Butterfat content = ____% (will be provided)
- Price of butterfat/lb = \$ ____ (will be provided)
- Note: To obtain lb. skim milk/lb. milk, subtract from 1 the amount of milk fat in 1 lb of milk. For example, if the milk fat is 5%, $5/100 = .05$ and $1.00 - 0.05 = 0.95$ lb skim milk/lb milk).

Formula to be used: Class IV milk price = (lb skim milk/lb milk x price/cwt) + (lb butterfat x price/lb). Note:
lbs. of butterfat = % butterfat x 100

Solution: (____ x ____) + (____ x ____) = \$ ____/cwt Class IV milk

Solution 8 Calculate the Class IV milk price when given:

- Price of skim milk = \$7.00/cwt
- Butterfat content = 4.2%
- Price of butterfat/lb = \$2.00/lb Note: *To obtain lb. skim milk/lb. milk, subtract from 1 the amount of milk fat in 1 lb of milk. For example, if the milk fat is 5%, $5/100 = .05$ and $1.00 - 0.05 = 0.95$ lb skim milk/lb milk).

Formula to be used: Class IV milk price = (lb skim milk/lb milk* x price/cwt) + (lb butterfat x price/lb)

Solution: $(1.0 - 0.042 \times \$ 7.00) + (4.2 \times \$ 2.00) = \$ \text{ ____/cwt Class IV milk}$
 $(.958 \times \$ 7.00) + (\$ 8.40) =$
 $6.706 (6.71) + 8.40 = \mathbf{\$ 15.11/cwt Class IV milk}$

Sample for calculating the prices of Classes I and II milk when values are provided in a table such as the one below. These are **NOT** the same values calculated in previous problems.

NOTE: THE FEDERAL ORDER POLICY IS THAT THE SKIM MILK PRICE FOR CLASSES I AND II ARE THE HIGHER OF SKIM MILK PRICES OF CLASS III OR IV.

Class III Skim Milk	Price/cwt will be provided
Class IV Skim Milk	Price/cwt will be provided
Butterfat	Price/lb. will be provided
Class I Butterfat content	% will be provided
Protein	Price/lb. will be provided
Class I differential	Price/cwt. will be provided
Class II differential	Price/cwt. will be provided

Sample Calculate the value per cwt of Class I milk containing ____% butterfat.

Formula to be used: Class I value/cwt = (lb skim milk/lb milk x price/cwt) + (lb butterfat x price/lb) + Class I differential

Solution: (____ x ____) + (____ x ____) + ____ = \$ ____/cwt Class I milk

Solution Calculate the value per cwt of Class I milk containing 3.5% butterfat.

NOTE: THE FEDERAL ORDER POLICY IS THAT THE SKIM MILK PRICE FOR CLASSES I AND II ARE THE HIGHER OF SKIM MILK PRICES OF CLASS III OR IV.

Class III Skim Milk	\$7.70/cwt
Class IV Skim Milk	\$7.68/cwt
Butterfat	\$2.10/lb.
Class I Butterfat content	3.5%
Protein	\$2.20/lb.
Class I differential	\$2.00/cwt.
Class II differential	\$0.80/cwt.

Formula to be used: Class I value/cwt = (lb skim milk/lb milk x price/cwt) + (lb butterfat x price/lb) + Class I differential

- Note: To obtain lb. skim milk/lb. milk, subtract from 1 the amount of milk fat in 1 lb of milk. For example, if the milk fat is 5%, $5/100 = .05$ and $1.00 - 0.05 = 0.95$ lb skim milk/lb milk).

Solution: $(1 - .035 \times \$7.68) + (3.5 \times \$2.10) + \$2.00 = \$ \underline{\hspace{2cm}} / \text{cwt Class I milk}$
 $(.965 \times \$7.68) + \$7.35 + \$2.00 =$
 $\$7.4112 + \$9.35 = \$16.76 / \text{cwt Class I milk}$

Sample - calculating the individual values for the four classes of milk and then calculating the overall value per hundred-weight (cwt) of milk from any company when given utilization percentages and prices for the four classes of milk in the market during the pay period. A table similar to the one below will have the information needed.

Premium Dairy Producer Marketing Order			
Class of Milk	Utilization Percentage (%)	Price/cwt (\$)	Value (\$)
I	Will be provided	Will be provided	
II	Will be provided	Will be provided	
III	Will be provided	Will be provided	
IV	Will be provided	Will be provided	
All Milk Price/cwt =			

Solution - calculating the individual values for the four classes of milk and then calculating the overall value per hundred-weight (cwt) of milk from any company when given utilization percentages and prices for the four classes of milk in the market during the pay period. A table similar to the one below will have the information needed.

Premium Dairy Producer Marketing Order			
Class of Milk	Utilization Percentage (%)	Price/cwt (\$)	Value (\$)
I	20	16.00	$16.00 (.20) = 3.20$
II	20	15.20	$15.20 (.20) = 3.04$
III	30	14.00	$14.00 (.30) = 4.20$
IV	30	13.80	$13.80 (.30) = 4.14$
All Milk Price/cwt =			\$ 14.58