

2024 Milk Quality and Products Career Development Event

QUALITY MILK PRODUCTION

Updated: April 9, 2026

Select the one best answer for each question.

Please DO NOT write on exam.

1. The document used by the U.S. dairy industry that contains the rules for producing today's fresh pasteurized milk supply is _____.
 - a. The Code of Federal Regulations
 - b. Standard Methods for the Examination of Dairy Products
 - c. **The Grade A Pasteurized Milk Ordinance** - correct answer
 - d. Capper-Volstead Act

2. What state is home to the most organic dairy farms?
 - a. Tennessee
 - b. California
 - c. Oregon
 - d. **New York** - correct answer

3. What are the maximum bacteria count per millilitre of milk allowed for pasteurized Grade "A" milk?
 - a. **20,000** - correct answer
 - b. 50,000
 - c. 100,000
 - d. 750,000

4. Adulteration of milk with water is unlawful and can be detected by testing for _____.
 - a. titratable acidity
 - b. **a high freezing point** - correct answer
 - c. somatic cells
 - d. peroxide

5. Which of the following occurs during the HTST pasteurization process?
 - a. The amount of protein is decreased
 - b. Thermoduric spore-forming microorganisms are eliminated
 - c. **Pathogenic microorganisms are killed** - correct answer
 - d. All the milk is heated to at least 171°F

6. U.S. farm milk contains on average approximately _____.
- 87% water, 4% milkfat, and 9% skim solids** - correct answer
 - less than 8.0 % milk solids not fat
 - 90% water, 2% milkfat, and 8% skim milk solids
 - 85%water, 3.50% milkfat, and 11.50% skim milk solids
7. Which region of the country has the largest average dairy herd size?
- Southeast
 - Northeast
 - West** - correct answer
 - Midwest
8. Raw milk somatic cell count must be _____ or less to meet Grade A government standards in the United States and _____ or less to meet export standards required by the European Union (EU).
- 20,000; 100,000
 - 250,000; 400,000
 - 400,000; 750,000
 - 750,000; 400,000** - correct answer
9. _____ continues to be the top seller in the Lactose-free category.
- Almond milk
 - Silk milk
 - Rice milk
 - Milk** - correct answer
10. Cracked and blistered rubber parts of milking machines are likely to cause _____.
- high bacteria count of milk** - correct answer
 - oxidation of milk
 - rancid flavor in milk
 - high freezing points of milk
11. The ability of lipase to attack milkfat and produce a rancid off flavor is enhanced by _____.
- oxytocin
 - excessive agitation of warm raw milk** - correct answer
 - estrogen
 - feeding cow's moldy hay
12. Which breed of dairy cattle typically has the highest percentage of A1 (versus A2) genes for the beta-casein protein?
- Jersey
 - Brown Swiss
 - Guernsey
 - Holstien**

13. Salty flavor in milk can be attributed to which two things?
- Too much salt in the ration and impaired kidney function of the cow
 - Excessive feeding of minerals and dry roughage
 - Cows with mastitis and milk produced late in a cow's lactation period** - correct answer
 - Salt based sanitizers or alkaline water for drinking
14. Even when there are no clinical signs, a cow's milk production begins to decline when its somatic cell count is greater than how many cells/ml?
- 100,000 cells/ml
 - 200,000 cells/ml** - correct answer
 - 400,000 cells/ml
 - 750,000 cells/ml
15. The Jersey breed originated on the Isle of Jersey, which sits off the coast of what nation?
- France** - correct answer
 - Ireland
 - Germany
 - Spain
16. Milk is a major nutritional source of which mineral that, when combined with vitamin D and exercise builds strong bones and teeth.
- calcium** - correct answer
 - phosphorous
 - casein
 - lactose
17. The two most common tests used for determination of unpasteurized milk quality are _____ and _____.
- standard plate count and antibiotic
 - somatic cells count and standard plate count** - correct answer
 - flavor and titratable acidity
 - milk urea nitrogen (MUN) and phosphatase test
18. A CMT test indicating a distinct precipitate but does not gel is scored a '4' and represents approximately _____.
- 50,000-100,000 cells/ml
 - 200,000-300,000 cells/ml
 - 400,000-500,000 cells/ml** - correct answer
 - 750,000-1,000,000 cells/ml
19. About half of the cost of a case of clinical mastitis is related to what?
- Additional labor
 - Treatment
 - Discarded milk** - correct answer
 - Veterinary cost

20. To what temperature must a farm bulk tank, or cooling plate, have the capacity to chill milk within two hours of the end of a milking?
- ≥50°F
 - ≤**45°F** - correct answer
 - ≈40°C
 - ≤55°F

MILK QUALITY & PRODUCTS CAREER DEVELOPMENT EVENT

MILK MARKETING

21. Federal Milk Market Orders provide _____ to distribute money fairly among producers supplying milk to a market.
- a milk cooperative
 - a producer settlement fund** - correct answer
 - a producer supply-demand equalization board
 - a board of commissioners
22. Which variety of cheese represents the largest wholesale sales volume, annually, in the U.S.?
- Cheddar
 - Swiss
 - Mozzarella** - correct answer
 - American
23. Under the Federal Milk Marketing Orders, Class I milk is normally the highest priced utilization. In 2023, the highest Class I price was in the _____ federal milk order.
- California
 - Northwest
 - Northeast
 - Southeast** - correct answer
24. In a Federal Milk Order, Class II includes soft products like ice cream, which of the following products would be a Class III product?
- butter
 - hard cheese** - correct answer
 - cottage cheese
 - milk powder (NFDM)
25. A Federal milk order is a regulation, issued by _____, which places certain requirements on the first buyers of milk from dairy farmers within a certain geographical area.
- the Secretary of Agriculture** - correct answer
 - state legislatures
 - dairy cooperatives supplying the area
 - Congress

26. Many U.S. dairy manufacturing companies belong to an organization that is the dairy processors' chief lobbying voice in the nation's capital. What is the name of the organization?
- Dairy Marketing Inc.
 - National Milk Producers Federation
 - National Fluid Milk Processor Promotion Board
 - International Dairy Foods Association** - correct answer
27. What is the term used to describe the processing credits that are designed to reflect the average processing costs associated with producing cheese, butter, non-fat dry milk, or dry whey?
- Make allowance** - correct answer
 - Producer Price differential
 - Cost ratio
 - Competitive pay price
28. What share of the world's milk comes from cows?
- 97%
 - 92%
 - 86%
 - 81%** - correct answer
29. Over half of the top 50 U.S. dairy cooperatives belong to an organization that is dairy farmers' chief lobbying voice in the nation's capital. What is the name of the organization?
- International Dairy Foods Association
 - Dairy Farmers of America
 - Fonterra
 - National Milk Producers Federation** - correct answer
30. What two dairy product prices are largely determined by export opportunities and greatly affect the milk price paid to farmers?
- Non-fat dry milk and skim milk powder** - correct answer
 - Cheese and skim milk powder
 - Ice cream and whole milk
 - Non-fat dry milk and yogurt
31. To make one pound of butter requires approximately _____ pounds of whole milk.
- 8
 - 12
 - 22** - correct answer
 - 40

32. Milk used to make ice cream would be priced in what Federal Order class?
- a. Class I
 - b. **Class II** - correct answer
 - c. Class III
 - d. Class IV
33. Milk has more protein than you may think. An 8-ounce glass of real milk has _____ times more protein than plant-based beverages, like almond milk. In addition, milk protein is a complete protein, while most plant protein sources are missing some of the essential amino acids your body needs.
- a. 3
 - b. **8** - correct answer
 - c. 10
 - d. 13
34. What state has the greatest deficit of dairy products when comparing milk production to population?
- a. Florida
 - b. South Dakota
 - c. **Louisiana** - correct answer
 - d. North Carolina
35. Despite the market volume decreasing across the last couple of decades, _____ remains the most popular kind of dairy product.
- a. yogurt
 - b. ice cream
 - c. cheese
 - d. **fresh fluid milk** - correct answer
36. One gallon of 40% cream weighs approximately _____ pounds.
- a. **8.3** - correct answer
 - b. 8.6
 - c. 9.2
 - d. 10
37. Which state had the most dairy farms in 2023, totalling 5,920 dairy farms?
- a. California
 - b. New York
 - c. Pennsylvania
 - d. **Wisconsin** - correct answer

38. U.S. 2023 milk production totalled 228.4 billion pounds, a decrease of 52 million pounds over 2022. Which state produced the most milk in 2023?
- California** - correct answer
 - Texas
 - Wisconsin
 - New York
39. What piece of US legislation made farmer cooperatives legal?
- Sherman Act
 - Capper-Volstead Act** - correct answer
 - Farm Bill
 - Barkley Act
40. As of May 2023, the current United States Secretary of Agriculture is _____.
- Mike Johnson
 - Sonny Perdue
 - Tom Vilsack** - correct answer
 - Ann M. Veneman

2023 MILK QUALITY AND PRODUCTS

QUALITY MILK PRODUCTION

Select the one best answer for each question.

Please DO NOT write on exam.

1. What piece of legislation made farmer cooperatives legal?
- Farm Bill
 - Sherman Act
 - Cooperative Incentive Act
 - Capper-Volstead Act** - correct answer
2. _____ is an inability to break down naturally occurring milk sugar. Approximately 120 million Americans have this inability, with many million more throughout the world.
- Lactose intolerance** - correct answer
 - Diabetes
 - Hyperglycaemia
 - Hypoglycaemia

3. The microbiological standard threshold for pasteurized Grade A milk is _____ bacteria or less per millilitre of milk.
- 20,000** - correct answer
 - 50,000
 - 100,000
 - 750,000
4. Which of the following is not a teat dip approved for use on farms?
- Chlorhexidine
 - Chlorine dioxide
 - Formaldehyde** - correct answer
 - Peroxide
5. Which pasteurization method makes milk shelf stable for six months to a year?
- Aseptic Processing and Packaging** - correct answer
 - Vat pasteurization
 - Ultra-pasteurized (UP)
 - High-temperature, short-time (HTST)
6. To meet the definition of whole milk, milk must contain _____ milkfat by weight and contain 8-grams of fat in a standard 8-ounce serving.
- less than 0.05%
 - less than 8.0 % milk solids not fat
 - less than 2%
 - at least 3.25%** - correct answer
7. How many states in the US have dairy farms?
- 50** - correct answer
 - 48
 - 35
 - 25
8. Somatic cell count (SCC) is a key measure of milk quality, with a SCC not exceeding cells/ml (the EU milk quality standard) generally accepted as the international export standard.
- 20,000
 - 40,000
 - 400,000** - correct answer
 - 750,000

9. _____ continues to be the top seller in the Lactose-free category.
- Almond milk
 - Silk milk
 - Rice milk
 - Milk** - correct answer
10. The ideal cleaning agent for removing milkstone from equipment surfaces is?
- acidic detergent** - correct answer
 - phosphate
 - chelating agent
 - surfactant
11. What hormone is naturally released by the cow to stimulate milk let down?
- oxytocin** - correct answer
 - progesterone
 - estrogen
 - adrenaline
12. The ability of lipase to attack milk fat and produce a rancid off flavor is enhanced by _____.
- feeding cows' moldy hay
 - excessive agitation of warm raw milk** - correct answer
 - exposing milk to sunlight
 - poorly cleaned milking equipment
13. The flush season for milk production is usually during the _____.
- fall
 - winter
 - spring** - correct answer
 - summer
14. Fluid milk processors face a unique supply-demand situation not shared by most other food products. Cows continually produce milk, and their production varies by day, week, and season due to weather and other factors. To balance the excess of raw milk, the portion of this reserve not needed for fluid milk processing products is cleared in the manufacturing of other dairy products. _____ makes up the largest portion of milk allocated for manufacturing purposes.
- Ice cream
 - Cheese** - correct answer
 - Non-fat-dry milk
 - Yogurt

15. The milk let down response may be inhibited if cows suffer acute stress up to how long before milking?
- 1 hour
 - 15 minutes
 - 30 minutes** - correct answer
 - 5 minutes
16. The principal protein in milk is _____.
- crude protein
 - whey protein
 - casein** - correct answer
 - lactose
17. The _____ concentration in the bulk milk tank helps the producers monitor the efficacy of their feeding programs.
- antibiotic
 - somatic cell (SCC)
 - bacteria
 - milk urea nitrogen (MUN)** - correct answer
18. A CMT test indicating a slight precipitate which tends to disappear with paddle movement is scored a '2' represents approximately _____.
- 50,000-100,000 cells/ml
 - 200,000-300,000 cells/ml** - correct answer
 - 500,000-600,000 cells/ml
 - 750,000-1,000,000 cells/ml
19. A major reason for limiting the use of antibiotics with lactating dairy cows is that antibiotics _____?
- are toxic to cows
 - may be found in the milk for many hours after treatment** - correct answer
 - are ineffective when they contact milk
 - cost more than dairymen can afford
20. A dairy cooperative business is owned, operated, and controlled by the _____ who benefit from its services. Members finance the cooperative and share in profits it earns in proportion to the volume of milk they market through the cooperative.
- dairy brokers
 - dairy farmers** - correct answer
 - dairy consultants
 - dairy traders

MILK QUALITY AND PRODUCTS

MILK MARKETING

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31. What is the name given to the system utilized by the Federal Milk Marketing Orders that sets producer prices based on the finished dairy product in which the milk was used?
- Market pricing
 - Hedge pricing
 - Producer equity pricing
 - Classified pricing** - correct answer
32. Americans ate how many pounds of cheese per person in 2022.
- 40** - correct answer
 - 45
 - 30
 - 34
33. A milk producer would receive the maximum price for milk delivered within a milk marketing order if all of it was used to make _____.
- dry whole milk
 - spoon able (soft) dairy products
 - mozzarella cheese
 - pasteurized milk** - correct answer
34. Butterfat levels set a new record in 2022. Federal order pools with multiple component pricing averaged butterfat.
- 3.25%
 - 4.08%** - correct answer
 - 5.06%
 - 6.25%
35. A Federal Milk Marketing Order is not authorized unless two-thirds of the affected _____ milk to the proposed marketing area approves its implementation.
- dairy cooperatives supplying
 - handlers processing
 - producers supplying** - correct answer
 - handlers processing

36. The _____ represents the nation's dairy manufacturing and marketing industry, which supports more than 3.3 million jobs that generate \$41.6 billion in direct wages and \$753 billion in overall economic impact.
- Dairy Marketing Inc.
 - National Milk Producers Federation
 - National Fluid Milk Processor Promotion Board
 - International Dairy Federation** - correct answer
37. Which of the following is not a current asset?
- Savings accounts
 - Accounts receivable
 - Cash
 - Accounts payable** - correct answer
38. Which country was the largest producer of milk in 2022?
- USA
 - China
 - India** - correct answer
 - New Zealand
39. Which cooperative was the largest supplier of raw milk in the world in 2022?
- Danone
 - Dairy Farmers of America** - correct answer
 - Fonterra
 - Saputo
40. What two dairy product prices are largely determined by export opportunities and greatly affect the milk price paid to farmers?
- Non-fat dry milk and skim milk powder** - correct answer
 - Cheese and skim milk powder
 - Ice cream and whole milk
 - Non-fat dry milk and yogurt
41. On a percentage basis _____ of all US dairy farms holding a permit to sell milk left the business in 2022.
- 3.0%
 - 5.0%
 - 6.4%** - correct answer
 - 7.1%
42. In what season of the year are butter sales typically strongest?
- Spring
 - Summer
 - Fall** - correct answer
 - Winter

43. What type of dairy product is skyr?
- Sour cream
 - Yogurt** - correct answer
 - Flavored milk
 - Ice cream
44. What state has the greatest deficit of dairy products when comparing milk production to population?
- Florida** - correct answer
 - South Dakota
 - Oregon
 - North Carolina
45. Despite the market volume decreasing across the last couple of decades, _____ remains the most popular kind of dairy product.
- yogurt
 - ice cream
 - cheese
 - fresh fluid milk** - correct answer
46. To make one gallon of ice cream requires approximately _____ pounds of whole milk.
- 8
 - 12** - correct answer
 - 22
 - 44
47. Which country is the world's largest dairy product importer?
- Mexico
 - China** - correct answer
 - Canada
 - Japan
48. About what share of the US milk is priced under the Federal Milk Marketing orders multiple component pricing?
- 62%
 - 76%
 - 85%
 - 92%** - correct answer
49. As of 2022, the U.S. dairy industry has a market size of _____.
- \$120.5 billion** - correct answer
 - \$99.5 billion
 - \$12.4 billion
 - \$105.5 million

50. Federal Orders are written to provide or describe?
- sanitary standards for manufacturing grade milk
 - to whom milk is sold by dealers
 - from whom milk is purchased by dealers
 - payment to milk producers for milk** - correct answer

2022 MILK QUALITY AND PRODUCTS

QUALITY MILK PRODUCTION

*Select the one best answer for each question.
Please DO NOT write on the exam.*

- Milk contains how many essential nutrients?
 - 11
 - 13** - correct answer
 - 7
 - 9
- According to USDA-AMS Standards, ice cream must contain not less than _____.
 - 10 % Milk solids and 20% milkfat
 - 30% Milk Solids and 20% milkfat
 - 15% milk solids and 10% milkfat
 - 20% milk solids and 10% milkfat** - correct answer
- The microbiological standard threshold for unpasteurized Grade A milk is _____ bacteria or less per millilitre of milk.
 - 20,000
 - 50,000
 - 100,000** - correct answer
 - 750,000
- The activity/inactivity of the enzyme _____ is the basis for confirming the adequacy of pasteurization of milk.
 - Phosphatase** - correct answer
 - Lipase
 - Peroxidase
 - Catalase
- What is the predominant method of pasteurization used for milk in the U.S.?
 - Ultra-high temperature (UHT)
 - Vat pasteurization
 - Ultra-pasteurized (UP)
 - High-temperature, short-time (HTST)** - correct answer

6. To meet the definition of 100% fat-free, food must contain _____ and contain no added fat.
- less than 0.05 g of fat per 100g
 - zero g of fat per 100 g
 - less than 0.5 g of fat per 100g** - correct answer
 - less than 1.0 g of fat per 100g
7. How often should a bulk tank be cleaned and sanitized?
- Every time it is emptied** - correct answer
 - Every two days
 - Once a week
 - Once a month
8. A2 Milk is produced by cows that naturally produce only type?
- A2 protein** - correct answer
 - A2 butterfat
 - A2 lactose
 - A2 carbohydrate
9. What is the most used feed ingredient on a farm?
- Hay
 - Corn Silage
 - Water** - correct answer
 - Mineral mix
10. Raw milk somatic cell count must be _____ or less to meet Grade A government standards in the United States.
- 20,000
 - 50,000
 - 400,000
 - 750,000** - correct answer
11. Typical farm milk consists of _____.
- 87.3 % water, 4.00 fat, 3.2% protein, 5.5% other solids** - correct answer
 - 50.6 % water, 3.7% fat, 4.2% protein, 41.5% other solids
 - 80.6 % water, 6.7% fat, 4.2% protein, 8.5% other solids
 - 84.6 % water, 4.7% fat, 6.2% lactose, 4.5% other solids
12. Similar to human fingerprints, cow _____ is detailed, nearly unique, difficult to change, and remain the same over the life of an individual, making them ideal long- term markers of identity.
- hooves
 - eyes
 - tongues
 - noses** - correct answer

13. _____ is the main nutrient provided by soybean meal in a dairy feed ration.
- Protein** - correct answer
 - Fat
 - Vitamin D
 - Carbohydrate
14. The high acid flavor in milk is caused by _____.
- feeding cow's moldy hay
 - excessive agitation of warm raw milk
 - exposing milk to sunlight
 - bacterial growth** - correct answer
15. How long does it take for the cow to reach optimal oxytocin levels, after udder stimulation?
- more than 4 minutes
 - 4 minutes
 - 1 to 2 minutes** - correct answer
 - 15 seconds
16. Compared to a Holstein cow, on a per gallon of milk basis, the average Jersey cow produces?
- more fat and total milk solids** - correct answer
 - more fat but less total solids
 - less fat and total milk solids
 - less fat but more total milk
17. For removing biofilms from milk equipment, which of the following is expected to be most effective?
- Hot water
 - Peracetic acid** - correct answer
 - Detergent
 - Sodium Chloride
18. What is the most common cause of high bacteria counts in milk?
- Dirty milking equipment** - correct answer
 - Environmental contamination
 - Milkers not wearing gloves
 - Milking cows with high SCC
19. While cow numbers in the nation's dairy herd held steady in 2021, the dairy farm numbers did not follow the same course. Dairy farm numbers fell to under the threshold for the first time since America's pioneer days.
- 10,000
 - 15,000
 - 25,000
 - 30,000** - correct answer

20. The specific gravity of milk is 1.032 at 60°F. Knowing the specific gravity of a milk sample and testing the freezing point of milk with a cryoscope is used to determine
- micro bacteria count of milk
 - adulteration of milk with water** - correct answer
 - titratable acidity of milk
 - somatic cell count
21. The California Mastitis Test (CMT) test detects _____ in raw milk.
- bacteria
 - red blood cells
 - somatic cells** - correct answer
 - Antibiotics
22. What is the protein in milk that entraps milk fat within the curd matrix during the manufacture of cheese?
- casein** - correct answer
 - calcium
 - crude protein
 - whey protein
23. The off-flavor in milk generally caused by exposure to sunlight or fluorescent light is _____.
- Salty
 - Rancid
 - Oxidized** - correct answer
 - Malty
24. Which portion of milking procedure is recommended because it flushes potential mastitis-causing bacteria from the end of the teat canal, allows you to observe early signs of clinical mastitis and helps promote milk letdown?
- Pre dipping
 - Fore's tripping** - correct answer
 - Post dipping
 - drying
25. One gallon of milk weighs approximately _____ pounds
- 8.6** - correct answer
 - 6.8
 - 10.1
 - 6.5
26. The key to boosting milk protein lies largely in getting the correct amino acids to which part of the cow's digestive tract.
- Reticulum
 - Omasum
 - Abomasum** - correct answer
 - Rumen

27. In ice cream, the term that refers to the volume of air relative to the initial volume of ice cream mix is _____.
- Airiness
 - Viscosity
 - Fluffiness
 - Overrun** - correct answer
28. Even when there are no clinical signs, a cow's milk production begins to decline when its somatic cell count is greater than how many cells/ml?
- 100,000 cells/ml
 - 200,000 cells/ml** - correct answer
 - 400,000 cells/ml
 - 750,000 cells/ml
29. Certain types of bacteria form what kind of cell structure that are resistant to heat and sanitizers?
- Mycotoxin
 - Nuclei
 - Ribosomes
 - Endospores** - correct answer
30. In the past 50 years, milk production per cow in the United States has increased from 9,751 to _____ pounds.
- 13,666
 - 23,777** - correct answer
 - 41,888
 - 50,479

MILK QUALITY AND PRODUCTS

MILK MARKETING

Select the one best answer for each question.

Please DO NOT write on the exam.

31. Many U.S. dairy cooperatives belong to an organization that is the dairy farmers' chief lobbying voice in the nation's capital. What is the name of the organization?
- International Dairy Federation
 - Dairy Farmers of America
 - National Milk Producers Federation** - correct answer
 - International Dairy Foods Association
32. Who is the U.S. Secretary of Agriculture?
- Tom Vilsack** - correct answer
 - Sonny Perdue
 - Ann Veneman
 - John Block

33. A recent survey conducted by Hoard's Dairyman reported that 55% of dairy farms feed waste milk to _____.
- first calf heifers
 - calves** - correct answer
 - 2-year-old cows
 - cats
34. Milk marketing cooperatives
- provide marketing power for dairy farmers.** - correct answer
 - control Federal Orders.
 - operate only outside Federal Orders.
 - are not permitted by Federal Orders.
35. Classified pricing under Federal Milk Marketing is a system that assigns value to milk based on the end use of the product. Class II pricing includes milk used to make _____.
- dry whole milk
 - spoon able (soft) dairy products** - correct answer
 - mozzarella cheese
 - pasteurized milk
36. The reason Federal Milk Market Administrators test grade A milk for composition and audit records of purchases by dealers is to _____.
- ensure an adequate supply of milk** - correct answer
 - ensure fairness in the marketing of the milk
 - help dealers with their business affairs
 - keep the government informed
37. What is the term that is an estimate of what it costs to transform milk into a finished dairy product like butter or cheese? These estimates are important because the values are used by USDA in setting the monthly minimum prices that regulated plants must pay for the components in your milk checks
- Cost ratio
 - Make allowance** - correct answer
 - Competitive pay price
 - Producer Price differential
38. Created by the Fluid Milk Promotion Act of 1990, this organization collects an assessment from processors marketing more than 3 million pounds of milk and develops and finances generic advertising programs to expand markets and uses of US fluid milk products.
- Dairy Marketing Inc.
 - National Milk Producers Federation
 - National Fluid Milk Processor Promotion Board** - correct answer
 - International Dairy Federation
39. The Dairy Margin Coverage (DMC) program offers protection to dairy producers when the difference between the all-milk-price and the average feed price (the margin) falls below a certain dollar amount selected by the producer. In 2021, the DMC program made indemnity payments totalling nearly _____ to producers who chose to be covered.

- a. \$990,000
- b. \$1.2 million
- c. **\$1.2 billion** - correct answer
- d. \$5.0 billion

40. Which was the top yogurt producing state in 2021?

- a. Wisconsin
- b. California
- c. **New York** - correct answer
- d. Idaho

41. Which cooperative marketed the most milk in 2021?

- a. Associated Milk Producers, Inc.
- b. **Dairy Farmers of America** - correct answer
- c. Land O'Lakes
- d. Southwest Dairy Farmers

42. While there were significant disruptions in trade throughout 2021, total US dairy export value _____ when compared to the dairy exports of 2020.

- a. **grew by 18%** - correct answer
- b. decreased by 18%
- c. grew by 25%
- d. declined significantly by 20%

43. Federal Milk Market Orders provide _____ to distribute moneys fairly among producers supplying milk to a market.

- a. **a producer settlement fund** - correct answer
- b. a board of commissioners
- c. classified pricing
- d. creative product pricing

44. Most dairy cows are milked two to three times per day. On average, a Holstein dairy cow will produce _____ gallons of milk each day.

- a. 1 to 2
- b. **8 to 9** - correct answer
- c. 15 to 16
- d. 20 to 21

45. Since 1984, when President Ronald Reagan proclaimed a National Ice Cream Month, it has been celebrated annually, every _____.

- a. August
- b. **July** - correct answer
- c. May
- d. June

46. _____ has the greatest number of dairy cows in the world with over 40 million cows.
- India** - correct answer
 - China
 - United States
 - Canada
47. Although, some states produce more milk than their population can consume (net exporters of milk), other states do not produce enough milk to fulfill their population needs (net importers of milk). Which of the following states is a net importer of milk?
- Idaho
 - South Dakota
 - Oregon
 - Georgia** - correct answer
48. Traditionally, Mozzarella cheese is made from the milk of water buffalo. When compared to mozzarella from dairy cattle milk, mozzarella from water buffalo milk is lower in:
- Calcium
 - Protein
 - Cholesterol** - correct answer
 - Iron
49. To make one pound of butter requires approximately _____ pounds of whole milk.
- 8
 - 10
 - 21** - correct answer
 - 44
50. Which state recorded the largest percentage gain of milk production with an increase of 16.7% during 2021?
- California
 - Wisconsin
 - South Dakota
 - Wyoming** - correct answer
51. The combining total classified value of producer milk received by every handler regulated under a milk order is defined as _____.
- minimum pricing
 - producers' production pricing
 - classified pricing
 - market wide pooling** - correct answer
52. Which country purchased the most dairy products from the United States during 2021?
- Mexico
 - New Zealand

- c. Canada
- d. **China** - correct answer

53. California, Wisconsin and Idaho were the three largest milk producing states in 2021. Their production accounted for _____ percent of the U.S. milk production in 2021.

- a. 20
- b. **40** - correct answer
- c. 60
- d. 80

54. _____ is an effective natural choice exercise recovery drink due to its powerful nutrient package that supplies the nutrition the body needs after a workout. It has carbohydrates to help refuel the body; protein to help reduce muscle breakdown and stimulate growth; and fluid and electrolytes to aid in rehydration. Drinking it after resistance training has been shown to increase the body's ability to make new muscle and may help improve body composition

- a. **Chocolate milk** - correct answer
- b. Greek yogurt
- c. Gatorade
- d. Whey protein concentrate

55. Which countries lead the world in milk production and cattle milk production, respectively?

- a. **India and United States** - correct answer
- b. China and New Zealand
- c. China and United States
- d. India and New Zealand

56. Which of the following is true of Kefir?

- a. It is a fermented milk drink
- b. It is made from the milk of cattle, goats, or sheep
- c. It is fermented with a culture of bacteria and yeasts
- d. **All of the above** - correct answer

57. Milk from this species is the most widely consumed milk in the world?

- a. Cattle
- b. **Goat** - correct answer
- c. Sheep
- d. Water buffalo

58. The Dairy Research and Promotion Program, also known as the Dairy Checkoff Program, is a national producer and importer program for dairy product promotion, research, and nutrition education. To fund the program, U.S. dairy farmers pay a 15-cents- per hundred-weight assessment on their milk and importers pay _____ per hundred-weight on dairy products imported into the U.S.

- a. 30-cents
- b. 22-cents
- c. **7.5 cents** - correct answer

d. 5-cents

59. The actual milk check amount received by a dairy farmer is called the _____.

- a. fair market price
- b. cooperative uniform price
- c. **mailbox price** - correct answer
- d. Federal Order uniform price

60. What item of federal legislation authorized the legality of farmer cooperatives and provided them with legal rights of negotiation for their members in matters related to the pricing structures and marketing of milk products?

- a. Morrill Act
- b. Sherman Act
- c. **Capper-Volstead Act** - correct answer
- d. Farm Bill

2021 Milk Quality and Products

QUALITY MILK PRODUCTION

Select the one best answer for each question.

Please DO NOT write on exam.

1. What is the maximum bacteria count per milliliter of milk allowed for pasteurized grade “a” milk?

- a. **20,000** - correct answer
- b. 50,000
- c. 100,000
- d. 400,000

2. The general recommendation for holstein calves weighing about 90 pounds is to feed _____ quarts of colostrum within four hours of birth.

- a. 1
- b. **4** - correct answer
- c. 6
- d. 8

3. The microbiological standard for unpasteurized grade a milk is _____ bacteria or less per milliliter of milk.

- a. 20,000
- b. 50,000
- c. **100,000** - correct answer
- d. 750,000

4. Which state had the most dairy farms in 2020?

- a. California
- b. **Wisconsin** - correct answer

- c. New York
 - d. Minnesota
5. Which of the following occurs during the HTST pasteurization process?
- a. The amount of protein is decreased
 - b. Thermoduric spore-forming microorganisms are eliminated
 - c. **Pathogenic microorganisms are killed** - correct answer
 - d. All the milk is heated to at least 170°F
6. Cracked and blistered rubber parts of milking machines are likely to cause _____.
- a. **high bacteria count of milk** - correct answer
 - b. oxidation of milk
 - c. rancid flavor in milk
 - d. high freezing points of milk
7. How long after birth should fermented feed first be introduced into a calf's diet?
- a. 10 days
 - b. 1 month
 - c. 6 weeks
 - d. **4 months** - correct answer
8. What is the term used to describe amino acids that must come from the food humans eat because they cannot be made by the body?
- a. whey protein
 - b. casein
 - c. **essential** - correct answer
 - d. non-essential
9. Who appoints members of the fluid milk processor promotion board?
- a. **U.S. Secretary of Agriculture** - correct answer
 - b. Food and Drug Administration (FDA)
 - c. Chair of the DMI Board
 - d. Chair of National Milk Producers Federation
10. Raw milk somatic cell count must be_ or less to meet grade a government standards in the united states and _____ or less to meet export standards required by the European Union (EU).
- a. 20,000; 100,000
 - b. 250,000; 400,000
 - c. 400,000; 750,000
 - d. **750,000; 400,000** - correct answer
11. The document used by the U.S. Dairy industry that contains the rules for producing today's fresh pasteurized milk supply is _____.

- a. The Code of Federal Regulations
 - b. Standard Methods for the Examination of Dairy Products
 - c. **The Grade A Pasteurized Milk Ordinance** - correct answer
 - d. The Codex Alimentations of the World Health Organization
12. Cows produce a lot of saliva while chewing, which contains a _____ compound that helps to reduce the acidity levels in the rumen.
- a. magnesium oxide
 - b. sodium bentonite
 - c. **bicarbonate** - correct answer
 - d. calcium carbonate
13. _____ is the hormone naturally released by the cow to stimulate milk letdown.
- a. **Oxytocin** - correct answer
 - b. Progesterone
 - c. Estrogen
 - d. adrenaline
14. The ability of lipase to attack milkfat and produce a rancid off flavor is enhanced by _____.
- a. feeding cows moldy hay
 - b. **excessive agitation of warm raw milk** - correct answer
 - c. exposing milk to sunlight
 - d. Dpoorly cleaned milking equipment
15. Bacteria silage inoculants should be frozen or refrigerated below what temperature when storing?
- a. 10°F
 - b. 30°F
 - c. **40°F** - correct answer
 - d. 50°F
16. Which breed of dairy cattle typically has the highest percentage of a1 (versus A2) genes for the beta-casein protein?
- a. Jersey
 - b. Normande
 - c. Guernsey
 - d. **Holstein** - correct answer
17. At what temperature should the water be maintained at the beginning of the alkaline detergent wash cycle while cleaning milking equipment?
- a. At least 100°F
 - b. 100° to 115°F
 - c. At least 120°F
 - d. **160° to 170°F** - correct answer

18. Adulteration of milk with water is unlawful and can be detected by testing for _____.
- titratable acidity
 - total milk solids
 - a high freezing point** - correct answer
 - somatic cells
19. For removing biofilms from milk equipment, which of the following is expected to be most effective?
- Hot water
 - Peracetic acid
 - Detergent
 - Sodium Chloride
20. The two most common tests used for determination of unpasteurized milk quality are _____ and _____.
- standard plate count and color
 - Somatic cell counts and standard plate count** - correct answer
 - flavor and titratable acidity
 - somatic cell counts and odor
21. What product has grown in popularity as a bedding material because it is recycled from manufacturing and construction waste, making it an affordable product that has good moisture absorption, low bacteria growth, and soil benefits?
- Chloride
 - Magnesium
 - Lime
 - Gypsum** - correct answer
22. Milk is a major nutritional source of which mineral that combined with vitamin d and exercise builds strong bones and teeth?
- calcium** - correct answer
 - iron
 - phosphorous
 - potassium
23. Salty flavor in milk can be attributed to which two things?
- Too much salt in the ration and impaired kidney function of the cow
 - Excessive feeding of minerals and dry roughage
 - Cows with mastitis and milk produced late in a cow's lactation period** - correct answer
 - Salt based sanitizers or alkaline water for drinking
24. On an annual basis, what percentage of the total U.S. Dairy herd is culled each year?
- 10%
 - 20%
 - 30%** - correct answer
 - 40%

25. The major cause of oxidized flavor in milk is _____.
- the large intake of salt by the cow
 - mastitis
 - exposure to light** - correct answer
 - bacteria
26. After the first touch of the udder the milking unit should be attached within _____ seconds for optimal milking time.
- 10 to 25 seconds
 - 30 to 50 seconds
 - 60 to 90 seconds** - correct answer
 - 120 to 160 seconds
27. Frequently caused by over milking, what is the name of the condition in cows when cells in the inner lining of the teat end begin to overgrow?
- Hyperkeratosis** - correct answer
 - Carcinoma
 - Teat Canker
 - Hairy Warts
28. Even when there are no clinical signs, a cow's milk production begins to decline when its somatic cell count is greater than how many cells/ml?
- 100,000 cells/ml
 - 200,000 cells/ml** - correct answer
 - 400,000 cells/ml
 - 750,000 cells/ml
29. The term used to describe a lag of at least 30 seconds between the milking unit attachment and the incline phase of milk flow is _____.
- delayed milk ejection** - correct answer
 - milk let-down
 - milk flow dynamics
 - vacuum delay
30. The map that describes a species' DNA sequence that geneticists use to evaluate and share genomic information is called _____.
- reference genome** - correct answer
 - whole sequence genome
 - single nucleotide polymorphism
 - recessive gene

Milk Quality and Products

MILK MARKETING

Select the one best answer for each question.
Please DO NOT write on exam.

31. Many U.S. dairy manufacturing companies belong to an organization that is the dairy processors' chief lobbying voice in the nation's capital. What is the name of the organization?
- International Dairy Federation
 - Dairy Farmers of America
 - National Milk Producers Federation
 - International Dairy Foods Association** - correct answer
32. In comparison to the margin protection program for dairy, the dairy margin coverage program offers three new higher levels of margin coverage on a producer's first 5 million pounds. Which of the following is not one of those levels?
- \$8.50
 - \$9.00
 - \$9.50
 - \$10.00** - correct answer
33. Mastitis has severe economic consequences. The high somatic cell count causes a decrease in cheese yield and the bacteria causes a (an) _____ in the lactose (milk sugar).
- denaturation
 - increase
 - decrease** - correct answer
 - gram-negative infection
34. The 2018 Farm Bill established the _____ that makes it easier for producers, cooperatives, and processors to offer milk to food banks.
- Dairy for Kids Program
 - Food Bank Provision Program
 - Milk Donation Program** - correct answer
 - Producer Food Bank Alliance
35. A milk producer would receive the maximum price for milk delivered within a milk marketing order if all of it was used to make _____.
- dry whole milk
 - ice cream
 - mozzarella cheese
 - pasteurized milk** - correct answer

36. Created by the Fluid Milk Promotion Act of 1990, this organization collects an assessment from processors marketing more than 3 million pounds of milk. This organization develops and finances generic advertising programs to expand markets and uses of us fluid milk products. What is the name of this organization?
- Dairy Marketing Inc.
 - National Milk Producers Federation
 - National Fluid Milk Processor Promotion Board** - correct answer
 - International Dairy Federation
37. What is the term used to describe the processing credits that are designed to reflect the average processing costs associated with producing cheese, butter, nonfat dry milk, or dry whey?
- Cost ratio
 - Make allowance** - correct answer
 - Competitive pay price
 - Producer Price differential
38. How many pounds of cheese do U.S. consumers eat annually per capita?
- 15 pounds
 - 29 pounds
 - 37 pounds** - correct answer
 - 45 pounds
39. One gallon of 40% cream weighs approximately _____ pounds.
- 7.7
 - 8.3** - correct answer
 - 8.6
 - 9.2
40. What state most recently entered the federal milk marketing order system?
- Wisconsin
 - California** - correct answer
 - New York
 - Florida
41. In the updated 2020-2025 dietary guidelines for Americans, USDA upheld dairy's standing as a major food group critical to maintaining healthy diets, recommending the equivalent of _____ one-cup servings of milk per day for adults ages 19 through 59.
- two
 - three** - correct answer
 - four
 - five

42. While there were significant disruptions in trade throughout 2020, us dairy exports _____ when compared to the dairy exports of 2019.
- grew by 9%** - correct answer
 - decreased by 8%
 - grew by 25%
 - declined significantly by 20%
43. What is the name given to the system utilized by the federal milk marketing orders that sets milk prices based on the finished dairy product in which the milk was used?
- Free market pricing
 - Classified pricing** - correct answer
 - Hedge pricing
 - Creative product pricing
44. Milk has more protein than you may think. An 8-ounce glass of real milk has _____ times more protein than plant-based beverages, like almond milk. In addition, milk protein is a complete protein, while most plant protein sources are missing some of the essential amino acids your body needs.
- 2
 - 8** - correct answer
 - 15
 - 20
45. In ice cream, the term that refers to the volume of air relative to the initial volume of ice cream mix is?
- Fluffiness
 - Overrun** - correct answer
 - Airiness
 - Viscosity
46. Dairy herds now average more than 1,000 head in _____ states in 2020.
- four
 - eight
 - fifteen** - correct answer
 - eighteen
47. Although, some states produce more milk than their population can consume (net exporters of milk), other states do not produce enough milk to full fill their population needs (net importers of milk). Which of the following states is a net importer of milk?
- Florida** - correct answer
 - South Dakota
 - Oregon
 - California

48. Which variety of cheese represents the largest wholesale sales volume, annually, in the U.S.?
- Swiss
 - Cheddar
 - Mozzarella** - correct answer
 - Processed American
49. To make one pound of cheddar cheese requires approximately _____ pounds of whole milk.
- 8
 - 10** - correct answer
 - 20
 - 44
50. How many states had an increase in dairy operations from 2019 to 2020?
- 20
 - 10
 - 5
 - 0** - correct answer
51. A federal milk marketing order is not authorized unless two-thirds of the affected _____ milk to the proposed marketing area approves its implementation.
- Dairy Cooperatives Supplying
 - producers supplying** - correct answer
 - cheese processors manufacturing
 - handling processing
52. Which country purchased the most dairy products from the United States during 2020?
- Mexico** - correct answer
 - New Zealand
 - Canada
 - China
53. Which two states produced the most milk in 2020?
- New York and Wisconsin
 - Idaho and Texas
 - California and Idaho
 - California and Wisconsin** - correct answer
54. A federal milk marketing order classifies milk based on its use. The classes of milk have different _____.
- percentages of fat
 - prices paid to producers** - correct answer
 - somatic cell counts
 - quality standards

55. The annual production of milk for the United States during 2020 was 223 billion pounds, which was _____ 2019 annual milk production.
- 2.2% higher than** - correct answer
 - 2.0 lower than
 - 3.1% higher than
 - unchanged from
56. What is the term for the actual amount received by a dairy producer for milk sold to a processor?
- Milk-feed ratio price
 - Cooperative bonus premium
 - Federal Order price
 - Mailbox price** - correct answer
57. Which country sold the most dairy products to the United States in 2020?
- Mexico
 - Russia
 - Canada** - correct answer
 - New Zealand
58. The USDA-AMS standards for dry whey require that it be not more than _____, and not more than _____.
- 10% moisture and 0.5% milkfat
 - 5% moisture and 1.5% milkfat** - correct answer
 - 5% moisture and 5% milkfat
 - 10% moisture and 1.5% milkfat
59. Who was the largest dairy products processor that filed bankruptcy in 2020?
- DFA (Dairy Farms of America)
 - Kroger
 - Land'O Lakes
 - Borden** - correct answer
60. What item of federal legislation authorized the legality of farmer cooperatives and provided them with legal rights of negotiation for their members in matters related to the pricing structures and marketing of milk products?
- Morrill Act
 - Sherman Act
 - Capper-Volstead Act** - correct answer
 - Farm Bill

2019 MILK QUALITY AND PRODUCTS

Select the one best answer for each question.

1. A major reason for limiting the use of antibiotics with lactating dairy cows is that antibiotics
 - a. are toxic to cows
 - b. **may be found in the milk for many hours after treatment** - correct answer
 - c. are ineffective when they contact milk
 - d. cost more than dairymen can afford

2. A baby dairy animal is called a calf, weighting approximately _____ pounds at birth.
 - a. 20 to 40
 - b. **80 to 100** - correct answer
 - c. 150 to 160
 - d. 200

3. The microbiological standard for unpasteurized Grade A milk is _____ bacteria or less per millilitre of milk.
 - a. 50,000
 - b. 75,000
 - c. **100,000** - correct answer
 - d. 750,000

4. A young female calf is called a heifer. An adult female that has a calf is called a cow. A heifer will give birth to a calf when she is approximately _____ old.
 - a. 9 months
 - b. 12 months
 - c. **24 months** - correct answer
 - d. 36 months

5. To what temperature must a farm bulk tank, or cooling plate, have the capacity to chill milk within two hours of the end of a milking?
 - a. $\geq 50^{\circ}\text{F}$
 - b. **$\leq 45^{\circ}\text{F}$** - correct answer
 - c. $\approx 40^{\circ}\text{C}$
 - d. $\leq 42^{\circ}\text{K}$

6. Adulteration of milk with water is unlawful and can be detected by testing for
 - a. titratable acidity
 - b. total milk solids
 - c. **a high freezing point** - correct answer
 - d. somatic cells

7. Dairy cows begin to produce milk after giving birth to a calf. This milk production continues for approximately a 10-month period. This 10-month period is called the cow's _____ period.
- lactation** - correct answer
 - gestation
 - dry
 - calving
8. The principal protein in milk is _____.
- whey protein
 - casein** - correct answer
 - crude protein
 - lactoglobulin
9. _____ is an organization that meets biennially in odd-numbered years. The main purpose of the Conference is to deliberate proposals submitted by various individuals from state or local regulatory agencies, FDA, USDA, producers, processors, consumers, etc., who have an interest in ensuring that the dairy products we consume are safe.
- National Conference on Interstate Milk Shipments (NCIMS)** - correct answer
 - Food and Drug Administration (FDA)
 - AOAC
 - United States Dairy Export Council (USDEC)
10. Raw milk somatic cell count must be _____ or less to meet Grade A government standards in the United States.
- 100,000
 - 250,000
 - 400,000
 - 750,000** - correct answer
11. When pasteurizing milk, the minimum that raw milk must be heated to for 15 seconds is _____.
- 111°F
 - 121°F
 - 161°F** - correct answer
 - 171°F
12. The key to boosting milk protein lies largely in getting the correct amino acids to which part of the cow's digestive tract?
- rumen
 - small intestine** - correct answer
 - omasum
 - reticulum

13. The CMT test detects _____ in raw milk.
- bacteria
 - red blood cells
 - somatic cells** - correct answer
 - antibiotics
14. The off-flavor in milk generally caused by exposure to sunlight or fluorescent light is _____.
- rancid
 - oxidized** - correct answer
 - acid
 - malty
15. What were the top three milk producing states during 2018?
- South Dakota, Texas, and New York
 - California, Wisconsin, and Idaho** - correct answer
 - Wisconsin, New York, and New Mexico
 - California, New York, and Texas
16. Post dipping a cow's teats helps control _____.
- contagious pathogens** - correct answer
 - milk flow
 - hair growth
 - antibiotics
17. Failure to sanitize milking equipment immediately before use may result in a _____.
- foreign flavor
 - high somatic cell count
 - high bacteria count** - correct answer
 - high freezing point
18. By volume, milk consists of approximately _____ percent water.
- 3.7
 - 50
 - 87** - correct answer
 - 92
19. To remove fat from milking equipment, use _____.
- alkaline cleaner in hot water** - correct answer
 - alkaline cleaner in cold water
 - acid cleaner in cold water
 - acid cleaner in hot water

20. What hormone is naturally released by the cow to stimulate milk letdown?
- oxytocin** - correct answer
 - progesterone
 - estrogen
 - adrenaline
21. The U.S. dairy industry is increasingly complex, with dynamic trends in consumer preferences, farm production, product manufacturing and government regulations. The U.S. dairy industry is considered to be a _____ a year industry.
- \$628 billion** - correct answer
 - \$125 billion
 - \$500 million
 - \$100 million
22. The ability of lipase to attack milk fat and produce a rancid off flavor is enhanced by _____.
- feeding cow's moldy hay
 - excessive agitation of warm raw milk** - correct answer
 - exposing milk to sunlight
 - poorly cleaned milking equipment
23. _____ is the time after processing during which a dairy product normally remains suitable for human consumption.
- Packaged date
 - Shelf life** - correct answer
 - Product code
 - Product life
24. The document used by the U. S. dairy industry that contains the rules for producing today's fresh pasteurized milk supply is _____.
- the Code of Federal Regulations
 - Standard Methods for the Examination of Dairy Products
 - the Grade A Pasteurized Milk Ordinance** - correct answer
 - The Codex Alimentarius of the World Health Organization
25. The major cause of salty flavor in milk is _____.
- the large intake of salt by the cow
 - mastitis** - correct answer
 - exposure to sunlight
 - bacteria

26. The two most important diseases of cattle transmissible to man through milk are
- scarlet fever and Q fever
 - tuberculosis and anthrax
 - brucellosis and scarlet fever
 - tuberculosis and brucellosis** - correct answer
27. Marketing cooperatives often offer incentives to dairy farmers for producing milk having which of the following special characteristics?
- low volume milk production per cow
 - low protein content
 - high somatic cell count
 - low bacteria count** - correct answer
28. Even when there are no clinical signs, a cow's milk production begins to decline when its somatic cell count is greater than how many cells/ml?
- 100,000 cells/ml
 - 200,000 cells/ml** - correct answer
 - 400,000 cells/ml
 - 750,000 cells/ml
29. When feeding distillers grains in dairy feed rations, there are concerns regarding the supply of protein building blocks. What are the building blocks of protein?
- DNA
 - carbohydrates
 - nitrogen
 - amino acids** - correct answer
30. Milk is a major nutritional source of which mineral that combined with vitamin D and exercise builds strong bones and teeth?
- calcium** - correct answer
 - iron
 - phosphorous
 - potassium
31. What piece of US legislation made farmer cooperatives legal?
- Sherman Act
 - Capper-Volstead Act** - correct answer
 - Farm Bill
 - Barkley Act

32. with few exceptions U.S. commercial disappearance of dairy products in 2018 was better than 2017 levels. However, products that fell short of the 2017 levels were significant. Two of these products were _____.
- cheese and butter
 - yogurt and cheese
 - butter and fluid milk
 - non-fat dry milk and skim milk powder** - correct answer
33. A Federal Milk Marketing Order is not authorized unless two-thirds of the affected _____ the proposed marketing area approves its implementation.
- dairy cooperatives supplying milk to
 - producers supplying milk to** - correct answer
 - cheese processors manufacturing with milk from
 - handlers processing milk in
34. Under the Federal Milk Marketing Orders, Class I milk is the highest priced utilization. In 2018, the highest Class I price was in the _____ federal milk order.
- Upper Midwest
 - Northeast
 - Southeast** - correct answer
 - California
35. Milk has more protein than you may think. An 8-ounce glass of real milk has _____ times more protein than plant-based beverages, like almond "milk". In addition, milk protein is a complete protein, while most plant protein sources are missing some of the amino acids your body needs.
- 2
 - 8** - correct answer
 - 20
 - 31
36. A Federal milk order is a regulation, issued by _____, which places certain requirements on the first buyers of milk from dairy farmers within a certain geographical area.
- the Secretary of Agriculture** - correct answer
 - Congress
 - each state's Governor
 - state legislatures
37. Federal Milk Marketing Orders are a _____ program that defines the terms under which handlers of milk within a specific marketing order purchase milk from dairy farmers.
- mandatory
 - congressionally required
 - elected
 - voluntary** - correct answer

38. _____ cheese is the nation's biggest cheese category reflecting amazing production growth. Every single month during 2018 this cheese topped 2017 monthly production totals.
- Cheddar
 - Swiss
 - Edam
 - Mozzarella** - correct answer
39. One gallon of milk weighs approximately _____ pounds.
- 5.5
 - 7.8
 - 8.6** - correct answer
 - 10.1
40. What is the name of the USDA program that pays dairy farmers that signed up if the margin of the monthly measures for the price of milk and the cost of feed is less than \$9.50?
- Margin Protection Program
 - Whole herd buy out
 - Dairy Margin Coverage** - correct answer
 - Dairy Support Price
41. _____ is an effective natural choice exercise recovery drink due to its powerful nutrient package that supplies the nutrition the body needs after a workout. It has carbohydrates to help refuel the body; protein to help reduce muscle breakdown and stimulate growth; and fluid and electrolytes to aid in rehydration. Drinking it after resistance training has been shown to increase the body's ability to make new muscle and may help improve body composition.
- Chocolate milk** - correct answer
 - Greek yogurt
 - Gatorade
 - Whey protein concentrate
42. The trading fees paid by other countries to import dairy products into the United States are called _____.
- import fees
 - export expenses
 - margin prices
 - tariffs** - correct answer
43. The Federal Milk Marketing Orders primary objective is to provide _____.
- a framework to make buying and selling of milk a more orderly process** - correct answer
 - ensure fairness in the marketing of the milk
 - help handlers with their business affairs
 - keep the government informed

44. Children's bodies and minds develop quickly, so they need all the nutrition they can get. Yet, more than half of the elementary school-aged children do not get enough calcium. Milk is the answer. One 8-ounce glass of milk provides _____ of the daily minimum allowance of calcium.
- 100%
 - 60%
 - 30%** - correct answer
 - 15%
45. What is the major milk production cost on most dairy farms?
- calf care
 - labor** - correct answer
 - milking supplies
 - A.I. breeding supplies
46. The current United States Secretary of Agriculture is _____.
- Sonny Bono
 - Sonny Perdue** - correct answer
 - Tom Vilsack
 - Ann M. Veneman
47. A milk producer would receive the maximum price for milk delivered within a milk marketing order if all of it was used to make _____.
- dry whole milk
 - ice cream
 - mozzarella cheese
 - pasteurized milk** - correct answer
48. Which of the following flavors of ice cream is the most popular, by sales volume?
- Chocolate
 - Vanilla** - correct answer
 - Strawberry
 - Butter Pecan
49. To make one pound of butter requires approximately _____ pounds of whole milk.
- 8
 - 12
 - 22** - correct answer
 - 44

50. According to the U.S. Dairy Export Council _____ received the most dairy products exported from the United States in 2018.
- Japan
 - Mexico** - correct answer
 - Canada
 - China
51. Over half of the top 50 U.S. dairy cooperatives belong to an organization that is dairy farmers' chief lobbying voice in the nation's capital. What is the name of the organization?
- International Dairy Federation
 - Dairy Farmers of America Federation
 - National Milk Producers Federation** - correct answer
 - International Dairy Foods Association
52. Milk used to make ice cream would be priced in what Federal Order class?
- Class I
 - Class II** - correct answer
 - Class III
 - Class IV
53. Which state, which did not participate in the Federal Milk Marketing Order program, voted to implement a new Federal order starting in November of 2018?
- Montana
 - Idaho
 - California** - correct answer
 - Pennsylvania
54. Under several Federal Milk Marketing Orders, milk is priced based on the amount of _____.
- water and free fatty acids
 - mastitis and aflatoxins
 - bacteria counts of milk and antibiotics
 - fat, protein, and other solids** - correct answer
55. The annual production of milk for the United States during 2018 was 218 billion pounds, which was _____ 2017.
- higher than** - correct answer
 - lower than
 - equal to
 - unchanged from

56. What is the name given to the system utilized by the Federal Milk Marketing Orders that sets producer prices based on the finished dairy product in which the milk was used?
- Market pricing
 - Classified pricing** - correct answer
 - Creative pricing
 - Hedge pricing
57. Which two countries in the world produce the largest volume of cow's milk?
- United States and New Zealand
 - Germany and Russia
 - United States and China
 - United States and India** - correct answer
58. Most dairy cows are milked two or three times per day. On average, a cow will produce _____ gallons of milk each day.
- 1 to 2
 - 6 to 7** - correct answer
 - 15 to 16
 - 20 to 21
59. The actual milk check amount received by dairy farmers is called the _____.
- milk-feed ratio price
 - cooperative bonus premium
 - Federal Order price
 - mailbox price** - correct answer
60. Milk marketing cooperatives _____.
- provide marketing power for dairy farmers** - correct answer
 - control Federal Milk Marketing Orders
 - are not permitted by the Federal Milk Marketing Orders
 - operate only outside the Federal Milk Marketing Orders

2018 Milk Quality and Products Career Development Event

Milk Production

1. Antibiotics are not permitted in milk because _____.
- they artificially lower bacteria counts
 - off flavors are produced
 - fat becomes rancid
 - some persons are hypersensitive to certain antibiotics** - correct answer

2. Adulteration of milk with water is unlawful and can be detected by testing for _____.
- titratable acidity
 - total milk solids
 - a high freezing point** - correct answer
 - somatic cells
3. The ideal cleaning agent for removing milkstone from equipment surfaces is _____.
- acidic detergent** - correct answer
 - phosphate
 - chelating agent
 - surfactant
4. The microbiological standard for unpasteurized Grade A milk is _____ bacteria or less per milliliter of milk
- 50,000
 - 75,000
 - 100,000** - correct answer
 - 750,000
5. The principal protein in milk is _____.
- whey protein
 - casein** - correct answer
 - crude protein
 - lactoglobulin
6. Compared to a Holstein cow, on a per gallon of milk basis, the average Jersey cow produces _____.
- more fat and total milk solids** - correct answer
 - more fat but less total solids
 - less fat and total milk solids
 - less fat but more total milk
7. Raw milk somatic cell count must be _____ or less to meet Grade A government standards in the United States.
- 100,000
 - 250,000
 - 400,000
 - 750,000** - correct answer
8. The activity/inactivity of the enzyme _____ is the basis for confirming the adequacy of pasteurization of milk.
- phosphatase** - correct answer
 - lipase
 - peroxidase
 - catalase

9. Aflatoxins sometimes found in milk are produced on corn by _____.
- bacteria
 - viruses
 - molds** - correct answer
 - yeast
10. Poor quality forage will cause _____ in milk to decrease significantly.
- somatic cells
 - bacteria count
 - casein percentage
 - fat percentage** - correct answer
11. To what temperature must a farm bulk tank, or cooling plate, have the capacity to chill milk within two hours of the end of milking?
- $\geq 50^\circ$
 - $\leq 45^\circ$** - correct answer
 - $\approx 40^\circ$
 - $\leq 42^\circ$
12. The California Mastitis Test (CMT) test detects _____ in raw milk.
- bacteria
 - red blood cells
 - somatic cells** - correct answer
 - antibiotics
13. The off-flavor in milk generally caused by exposure to sunlight or fluorescent light is _____.
- rancid
 - oxidized** - correct answer
 - acid
 - malty
14. Raw milk somatic cell count must be _____ or less to meet export standards required by the European Union (EU).
- 100,000
 - 250,000
 - 400,000** - correct answer
 - 750,000
15. Post dipping a cow's teats helps control _____.
- contagious pathogens** - correct answer
 - milk flow
 - hair growth
 - antibiotics

16. What milk quality test measures organisms that grow at low temperatures, called psychotropic organisms, which often cause premature milk spoilage?
- Standard Plate Count
 - Coliform Count
 - Preliminary Incubation Count** - correct answer
 - Lab Pasteurization Count
17. By volume, milk consists of approximately _____ percent water.
- 3.7
 - 50
 - 87** - correct answer
 - 92
18. What is the greatest milk production cost on most dairies?
- feed** - correct answer
 - labor
 - milking supplies
 - A.I. breeding supplies
19. What hormone is naturally released by the cow to stimulate milk letdown?
- oxytocin** - correct answer
 - progesterone
 - estrogen
 - adrenaline
20. The ability of lipase to attack milk fat and produce a rancid off-flavor is enhanced by _____.
- feeding cow's moldy hay
 - excessive agitation of warm raw milk** - correct answer
 - exposing milk to sunlight
 - poorly cleaned milking equipment
21. The document used by the U. S. dairy industry that contains the rules for producing today's fresh pasteurized milk supply is _____.
- The Code of Federal Regulations
 - Standard Methods for the Examination of Dairy Products
 - The Grade A Pasteurized Milk Ordinance (PMO)** - correct answer
 - The Codes Alimentarius of the World Health Organization
22. The two most important diseases of cattle transmissible to man through milk are _____.
- scarlet fever and Q fever
 - tuberculosis and anthrax
 - brucellosis and scarlet fever
 - tuberculosis and brucellosis** - correct answer

23. Even when there are no clinical signs, a cow's milk production begins to decline when its somatic cell count is greater than how many cells/ml?
- 100,000 cells/ml** - correct answer
 - 200,000 cells/ml
 - 400,000 cells/ml
 - 750,000 cells/ml
24. The major result of storing milk cold is the _____.
- stopping of all bacterial growth
 - slowing of bacterial growth** - correct answer
 - killing of all bacteria
 - killing of all microorganisms
25. For most dairies in the U. S., the value of milk is primarily based upon the pounds of milk components (milkfat and protein). Milkfat depression can be caused by feed within a cow's diet.
- too much unsaturated fats** - correct answer
 - not enough unsaturated fats
 - too much fiber
 - too much fatty acids
26. One gallon of milk weighs approximately _____ pounds.
- 5.5
 - 7.8
 - 8.6** - correct answer
 - 10.1
27. Milk is a major nutritional source of which mineral that combined with vitamin D and exercise builds strong bones and teeth?
- calcium** - correct answer
 - iron
 - phosphorous
 - potassium
28. Which portion of milking procedure is recommended because it flushes potential mastitis-causing bacteria from the end of the teat canal, allows you to observe early signs of clinical mastitis and helps promote milk letdown?
- Pre dipping
 - forest ripping** - correct answer
 - post dipping
 - drying

29. Bulk tanks that are used to store raw milk should have what mechanical component to assure thorough mixing of the milk to prevent fat separation?
- thermometer
 - agitator** - correct answer
 - air vent
 - automated control box
30. Cracked and blistered rubber parts of milking machine are likely to cause _____.
- high bacteria count of milk** - correct answer
 - oxidation of milk
 - rancid flavor in milk
 - high freezing points of milk

2018 MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT

MILK MARKETING

31. The reason Federal Milk Market Administrators test Grade A milk for composition and audit records of purchases by handlers is to _____.
- ensure an adequate supply of pure and wholesome milk for the consumer** - correct answer
 - ensure a market for milk
 - help handlers with their business affairs
 - keep government informed
32. A Federal Milk Marketing Order is not authorized unless two-thirds of the affected _____ milk to the proposed marketing area approves its implementation.
- dairy cooperatives supplying
 - producers supplying** - correct answer
 - cheese processors manufacturing
 - handlers processing
33. To make one gallon of ice cream requires approximately _____ pounds of whole milk.
- 8
 - 12** - correct answer
 - 22
 - 44
34. Which of the following flavors of ice cream is the most popular, by sales volume?
- Raspberry
 - Strawberry
 - Vanilla** - correct answer
 - Chocolate

35. Milk has more protein than you may think. An 8-ounce glass of real milk has _____ times more protein than plant-based beverages, like almond milk. In addition, milk protein is a complete protein, while most plant protein sources are missing some of the amino acids your body needs.
- 2
 - 8** - correct answer
 - 20
 - 31
36. As dairy cow numbers recently climbed to a 22-year high point during 2017, dairy farm numbers reached a modern-day low of approximately _____ farms.
- 30,000
 - 40,000** - correct answer
 - 45,000
 - 55,000
37. The Cooperatives Working Together (CWT) Program focuses on sales of what two dairy products?
- cheese and butter** - correct answer
 - yogurt and milk
 - ice cream and cheese
 - butter and milk
38. A milk producer would receive the maximum price for milk delivered within a milk marketing order if all of it was used to make _____.
- dry whole milk
 - ice cream
 - mozzarella cheese
 - pasteurized milk** - correct answer
39. What is the process called that disintegrates fat globules in milk in order to reduce the separation of cream? The fat globules are typically broken down by forcing the milk through a small passage at a high velocity.
- pasteurization
 - ultra-pasteurization
 - homogenization** - correct answer
 - standardization
40. What two dairy product prices are largely determined by export opportunities and greatly affect the milk price paid to farmers?
- Non-fat dry milk and skim milk powder** - correct answer
 - Cheese and skim milk powder
 - Ice cream and whole milk
 - Non-fat dry milk and yogurt

41. To make one pound of butter requires approximately _____ pounds of whole milk.
- 8
 - 12
 - 22** - correct answer
 - 44
42. Dairy Product imports into the U. S. comprised _____ percent of U. S. industry product sales in 2017. USDA projects that percent to hold steady for 2018.
- 3** - correct answer
 - 15
 - 25
 - 30
43. What piece of legislation made farmer cooperatives legal?
- Sherman Act
 - Capper-Volstead Act** - correct answer
 - Farm Bill
 - Barkley Act
44. Over half of the top 50 U. S. dairy cooperatives belong to a federation that is dairy farmers' chief lobbying voice in the nation's capital. What is the name of the federation?
- International Dairy Federation
 - Dairy Farmers of America Federation
 - National Milk Producers Federation** - correct answer
 - International Dairy Foods Association
45. Milk used to make ice cream would be priced in what Federal Order class?
- Class I
 - Class II** - correct answer
 - Class III
 - Class IV
46. The actual cost of producing dairy products that is used in the Class III and IV pricing formula is called the _____.
- milk-feed ratio price
 - cooperative bonus premium
 - Federal Order price
 - make allowance** - correct answer
47. Dividing the total dollars a dairy has in assets by the number of cows determines which economic indicator?
- equity
 - total investment per cow** - correct answer
 - debt per cow
 - debt to asset ratio

48. Under several Federal Milk Marketing Orders, milk is priced based on the amount of _____.
- water and free fatty acids
 - mastitis and aflatoxins
 - bacteria count of milk and antibiotics
 - fat, protein, and other solids** - correct answer
49. Federal Milk Market Orders provide _____ to distribute moneys fairly among producers supplying milk to a market
- a milk cooperative
 - a producer settlement fund** - correct answer
 - supply-demand equalization
 - a board of commissioners
50. What is the name given to the system utilized by the Federal Milk Marketing Orders that sets producer prices based on the finished dairy product in which the milk was used?
- Market pricing
 - Classified pricing** - correct answer
 - Creative pricing
 - Hedge pricing
51. The _____ is a voluntary risk management program for dairy producers authorized by the 2014 Farm Bill through December 31, the program offers protection to dairy producers when the difference between all milk price and the average feed cost (margin) falls below a certain dollar amount selected by the producer.
- Milk Income Loss Contract
 - Price Support Program
 - Classified Pricing
 - Margin Protection Program for Dairy** - correct answer
52. Mastitis has severe economic consequences. The high somatic cell count causes a decrease in cheese yield, and the bacteria causes a (an) _____ in the lactose (milk sugar).
- denaturation
 - decrease** - correct answer
 - increase
 - gram-negative infection
53. Most dairy cows are milked two to three times per day. On average, a cow will produce _____ gallons of milk each day.
- 1 to 2
 - 6 to 7** - correct answer
 - 15 to 16
 - 20 to 21

54. The actual milk check amount received by dairy farmers is called the _____.
- milk-feed ratio price
 - cooperative bonus premium
 - Federal Order price
 - mailbox price** - correct answer
55. _____ is an effective natural choice exercise recovery drink due to its powerful nutrient package that supplies the nutrition the body needs after a workout. It has carbohydrates to help refuel the body; protein to help reduce muscle breakdown and stimulate growth; and fluid and electrolytes to aid in rehydration. Drinking it after resistance training has been shown to increase the body's ability to make new muscle and may help improve body composition.
- Chocolate milk** - correct answer
 - Greek yogurt
 - Gatorade
 - Whey protein concentrate
56. A mixture of milk and cream containing not less than 10.5 percent milkfat, but less than 18% milkfat is defined as _____.
- light whipping cream
 - half-and-half** - correct answer
 - light cream
 - heavy cream
57. Federal Milk Marketing Orders are a _____ program that defines the terms under which handlers of milk within a specific marketing order purchase milk from dairy farmers.
- mandatory
 - congressionally required
 - elected
 - voluntary** - correct answer
58. Which variety of cheese represents in the largest wholesale sales volume, annually, in the U.S.?
- Swiss
 - Cheddar
 - Mozzarella** - correct answer
 - Process American

2017 MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT

MILK PRODUCTION

1. Cheese manufacturers realize greater yields from milk when the somatic cell counts are low and the _____.
- protein content is low
 - milkfat content is low
 - protein content is high** - correct answer
 - carbohydrate content is high

2. 98% of the microorganisms that call a cow's rumen stomach home are what type?
 - a. Archaea
 - b. **bacteria** - correct answer
 - c. diatoms
 - d. fungi

3. The microbiological standard for Grade A unpasteurized milk is _____ bacteria or less per milliliter of milk.
 - a. 50,000
 - b. 75,000
 - c. **100,000** - correct answer
 - d. 750,000

4. According to the National Animal Health Monitoring System data, what do most farmers site as the most common criteria for weaning a calf?
 - a. **age** - correct answer
 - b. starter intake
 - c. weight
 - d. space constraints

5. The major cause of salty flavor in milk is _____.
 - a. the large intake of salt by the cow
 - b. **mastitis** - correct answer
 - c. exposure to sunlight
 - d. bacteria

6. Which of the following fatty acids found in milk have been associated with health benefits in humans?
 - a. oleic acid
 - b. **conjugated linoleic acid** - correct answer
 - c. butyric acid
 - d. lactic acid

7. Stainless steel equipment is used to produce, store and process milk because _____.
 - a. **surfaces do not corrode easily** - correct answer
 - b. stainless steel is a relatively low-cost metal
 - c. surfaces cannot be easily polished
 - d. stainless has a dull finish

8. Lactose is the principal _____ in milk.
 - a. mineral
 - b. protein
 - c. fat
 - d. **carbohydrate** - correct answer

9. Excessive agitation of raw milk is a common cause of the off-flavor _____.
- oxidized
 - acid
 - rancid** - correct answer
 - metallic
10. Historically, the two most important diseases of cattle transmissible to man through raw milk are _____ and _____.
- tuberculosis and brucellosis** - correct answer
 - brucellosis and scarlet fever
 - scarlet fever and Q fever
 - tuberculosis and anthrax
11. _____ is the test used to check for water added to milk.
- acid degree value
 - cryoscope** - correct answer
 - Kjeldahl
 - titratable acidity
12. When pasteurizing milk, the minimum temperature that raw milk must be heated to for 15 seconds is _____.
- 111 degrees F
 - 121 degrees F
 - 161 degrees F** - correct answer
 - 171 degrees F
13. What is a test used to screen for antibiotics in milk?
- direct microscopic
 - cryoscope
 - Kjeldahl
 - Charm** - correct answer
14. When cooling milk on the farm, what temperature must the bulk storage system reach within two hours of the end of a milking?
- > 40 degrees F
 - < 40 degrees F
 - < 45 degrees F** - correct answer
 - < 38 degrees F
15. Distiller's grains provide primarily what two nutrients to a dairy cattle diet?
- carbohydrates and minerals
 - vitamins and fat
 - fat and protein** - correct answer
 - fatty acid and minerals

16. The principal protein in milk is _____.
- casein** - correct answer
 - whey protein
 - crude protein
 - lactoglobulin
17. Raw milk somatic cell count must be _____ or less to meet Grade A standards in the United States.
- 100,000
 - 250,000
 - 400,000
 - 750,000** - correct answer
18. In a herd milked three times a day, no cows should have a long lag time. The time from when the cow is stimulated to milker attachment should be less than _____ seconds.
- 30
 - 90** - correct answer
 - 120
 - 150
19. What is the number one reason for culling cows on American dairy farms, according to National Health Monitoring System data?
- lameness
 - reproduction problems
 - high somatic cell count
 - low production** - correct answer
20. The off-flavor in milk generally caused by exposure to sunlight or fluorescent light is _____.
- rancid
 - oxidized** - correct answer
 - acid
 - malty
21. The document used by the U.S. dairy industry that contains the rules for producing today's fresh pasteurized milk supply is _____.
- The Code of Federal Regulations
 - Standard Methods for the Examination of Dairy Products
 - The Grade A Pasteurized Milk Ordinance (PMO)** - correct answer
 - The Codes Alimentarius of the World Health Organization

22. Somatic cells occurring in large numbers in milk indicates _____.
- a cow has mastitis** - correct answer
 - cows consume too much protein
 - milking machines are dirty
 - poor cooling of the milk in the bulk tank
23. People who consume full-fat dairy are less likely to develop what disease?
- Tuberculosis
 - Diabetes** - correct answer
 - Cancer
 - Pneumonia
24. Typical farm milk consists of _____.
- 87.6% water, 3.7% fat, 3.2% protein, 5.5% other solids** - correct answer
 - 50.6% water, 3.7% fat, 4.2% protein, 41.5% other solids
 - 80.6% water, 6.7% fat, 4.2% protein, 8.5% other solids
 - 84.6% water, 4.7% fat, 6.2% protein, 4.5% other solids
25. What hormone, which blocks the let-down of milk, is released into the cow's bloodstream when it is stressed?
- oxytocin
 - parathyroid hormone
 - adrenaline** - correct answer
 - gonadotrophin-releasing hormone
26. Poor quality forage will cause _____ to decrease significantly.
- somatic cells
 - bacteria count
 - casein percentage
 - fat percentage** - correct answer
27. The CMT test detects _____ in raw milk.
- bacteria
 - red blood cells
 - somatic cells** - correct answer
 - antibiotics
28. Among the various food groups, dairy products serve as the leading source of _____ in the American diet.
- iron
 - magnesium
 - carbohydrates
 - calcium** - correct answer

29. The rolling herd average is defined as _____.
- an average of the herd's fat and protein percentages
 - an average of the number of cows in milk at any given time
 - the average number of hours a cow in the herd is milked per lactation
 - an estimate of annual milk production** - correct answer

30. One gallon of milk weighs approximately _____ pounds.
- 5.5
 - 7.8
 - 8.6** - correct answer
 - 10.1

2017 MILK QUALITY AND PRODUCTS CAREER DEVELOPMENT EVENT

MILK MARKETING

31. During 2016 the state that held a hearing to listen to testimony for a proposal to create a Federal Milk Marketing Order was....
- New York
 - Wisconsin
 - California** - correct answer
 - Idaho
32. Under Federal Orders milk is priced based on the finished dairy product in which it is used. This is called _____.
- minimum pricing
 - maximum pricing
 - creative pricing
 - classified pricing** - correct answer
33. The actual milk check amount received by a dairy farmer is called the _____.
- milk -feed ratio price
 - cooperative bonus premium
 - Federal Order price
 - mailbox price** - correct answer
34. What piece of legislation made farmer cooperatives legal?
- Capper-Volstead Act** - correct answer
 - Sherman Act
 - Farm Bill
 - Barkley Act

35. A primary reason for establishing minimum farm milk prices through the Federal milk orders is...
- to ensure all dairymen, have a market for milk
 - to ensure all processors, have adequate milk for manufacture of butter and feeds
 - to insure an adequate supply of milk for the consumer** - correct answer
 - to provide federal control of the production of milk
36. Dairy consumption growth in the United States is only 0.8 percent, but foreign consumption is growing much more quickly. Which country has increased in dairy consumption the most?
- Mexico
 - New Zealand
 - China** - correct answer
 - European Union (EU)
37. Which cheese variety produced in the U.S. is the most commonly consumed in recent years?
- Cheddar
 - Mozzarella** - correct answer
 - Italian style cheese
 - Queso fresco
38. A milk producer would receive the maximum price for milk delivered within a milk market order, if all of the milk was used to make _____.
- dry whole milk
 - ice cream
 - mozzarella cheese
 - fluid pasteurized milk** - correct answer
39. Federal Milk Marketing Orders are _____ programs that define the terms under which haulers of milk within a specific marketing order purchase milk from dairy farmers.
- mandatory
 - congressionally required
 - voluntary** - correct answer
 - elected
40. Over half of the top 50 U.S. dairy cooperatives belong to a federation that is dairy farmers' chief lobbying voice in the nation's capital. What is the name of the federation?
- International Dairy Federation
 - Dairy Farmers of America Federation
 - National Milk Producers Federation** - correct answer
 - International Dairy Foods Association

41. To make one pound of Cheddar cheese requires approximately _____ pounds of whole milk.
- 8
 - 10** - correct answer
 - 22
 - 44
42. A Federal Milk Marketing Order is authorized only if two-thirds of the affected _____ milk to the proposed marketing area approves its implementation.
- dairy cooperatives supplying
 - producers supplying** - correct answer
 - cheese processors manufacturing
 - handlers processing
43. Federal Milk Marketing Orders provide _____ to distribute moneys fairly among producers supplying milk to a market.
- a milk cooperative
 - a board of commissioners
 - supply-demand equalization
 - a producer settlement fund** - correct answer
44. According to the Food and Nutrition Board of the National Academy of Sciences, all people need at least _____ milligrams of calcium per day.
- 10
 - 100
 - 1,000** - correct answer
 - 1,000,000
45. The _____ is a voluntary program to help score a farm's animal welfare practices against the industry recommendations. It is operating as a partnership of the National Milk Producers Federation and Dairy Management Inc.
- National F.A.R.M. program (Farmers Assuring Responsible Management)** - correct answer
 - National Dairy Checkoff Program
 - Agriculture's Animal and Plant Health Inspection Service (APHIS)
 - Animal Welfare Act (AWA)
46. A system of fairly distributing payment among producers in a Federal Milk Market is called _____.
- quota options
 - base-excess pricing
 - seasonal incentive pricing
 - pooling** - correct answer

47. Dividing the total dollars a dairy has in assets by the number of cows determines which economic indicator?
- equity
 - total investment per cow** - correct answer
 - debt per cow
 - debt to asset ratio
48. Marketing cooperatives often offer incentives to dairy farmers for producing milk having which of the following special characteristics?
- low volume milk production per cow
 - low protein content
 - high somatic cell count
 - low bacteria count** - correct answer
49. _____ is an effective exercise recovery due to its powerful nutrient package that supplies the nutrition the body needs after a workout. It has carbohydrates to help refuel the body; protein to help reduce muscle breakdown and stimulate growth; and fluid and electrolytes to aid in rehydration. Drinking it after resistance training has been shown to increase the body's ability to make new muscle and may help improve body composition.
- Chocolate milk** - correct answer
 - Greek yogurt
 - Gatorade
 - Whey protein concentrate
50. Since 1984 President Ronald Reagan proclaimed a National Ice Cream Month. It has been celebrated annually, every _____.
- June
 - July** - correct answer
 - August
 - September
51. USDA Farm Service Agency administers _____ that offers dairy producers a catastrophic coverage when the difference between the all-milk price and average feed costs falls below a specified level.
- Margin Protection Program** - correct answer
 - Cooperatives Working Together
 - Federal Market Orders
 - DEIP Exports
52. Milk marketing cooperatives...
- are not permitted by Federal Orders
 - provide marketing power for dairy farmers** - correct answer
 - control Federal Orders
 - operate only outside Federal Orders

53. Most dairy cows are milked two or three times per day. On average, a cow will produce _____ gallons of milk each day.
- 1 to 2
 - 8 to 9** - correct answer
 - 15 to 16
 - 20 to 21
54. Dairy is the second largest organic food category accounting for what percentage of total organic food sales?
- 5 percent** - correct answer
 - 15 percent
 - 25 percent
 - 35 percent
55. Which of the following flavors of ice cream is the most popular, by sales volume?
- Raspberry
 - Strawberry** - correct answer
 - Vanilla
 - Chocolate
56. In a milk market with four classes of milk, Class III milk is commonly used for...
- fluid products
 - cottage cheese and cream products
 - cheese** - correct answer
 - butter and dry products
57. According to the Dietary Guidelines for Americans 2015-2020, what percentage of the population is not getting the recommended three servings of dairy daily?
- less than 12 percent
 - 50 percent
 - 85 percent** - correct answer
 - 90 percent
58. Milk has more protein than you may think. An 8-ounce glass of real milk has _____ times more protein than a similar sized serving of a plant-based beverage, like almond milk. In addition, milk protein is a complete protein, while most plant protein sources are missing some of the amino acids your body needs.
- 2
 - 8
 - 20
 - 31** - correct answer

59. Federal milk order hearings can be lengthy because _____ can testify and _____ can cross-examine the witness.

- a. only Federal employees, no one
- b. **only cooperative managers, anyone** - correct answer
- c. only Federal lawyers, anyone
- d. any interested party, anyone