

**President's Letter**  
**Al Squire**  
**July, 2015**

Hopefully, most NM dairymen attended the DPNM Annual Convention in Ruidoso June 5th and 6th . Over 100 vendors who paid to get a booth or outside exhibit spot were there, hoping to showcase their products and earn our business. I thank them for their support of our industry. The silent auction that Kaye (and others) spent months preparing was a rousing fundraising success! We were fortunate to have Lt. Gov. John Sanchez, NM Department of Ag Secretary Jeff Witte, and NM Department of Environment Secretary Ryan Flynn at the meeting as well since they knew that it was an important event for the New Mexico dairy industry.

Unfortunately, nearly ½ of New Mexico dairies and dairy owners were not represented. Why? Because they had chosen not to be a dues paying member of our statewide dairy organization. The rest of this letter is dedicated to our New Mexico dairy producing neighbors who are not currently members of DPNM.

The 1 cent per cwt dues for an average NM dairy producer with 2,500 milking cows is around \$20-30 per day. It is equivalent to a savings of feed waste of only about 200 lbs of feed daily out of the hundreds of thousands of pounds that we feed each day. It is slightly more than 1 bull calf per month. If a dairyman spent a few minutes of management time in the milking parlor slowing down his speedy milking crew so that they would extract just 1# of milk more per cow in a pen of 200 cows (or leave 1# less residual milk in those cows), it would pay his dues to DPNM.

What a superb return on investment! Just think about it. You, the dairyman, would get representation at not only the state level but also throughout the western dairy industry and at the national level. You would be represented with other ag and business groups along with DPNM. You would get motivated and interested individuals protecting your dairy business investment on a daily basis. It's kind of like "Lifelock" for your dairy business future. For this minor investment you receive full time representation by professionals like Executive Director Beverly Idsinga, Deputy Executive Director Kaye Whitefoot, Administrative Assistant Susan Curry, Dr. Robert Hagevoort of NMSU, and Ryan Miltner, our nationally recognized attorney on milk marketing and legislation. In addition, you will get representation by your fellow dairymen who have given up their time to serve as Board Members of Dairy Producers of New Mexico. They will be representing you as they represent all of NM dairy producers against ever encroaching over regulation. You will have an "Early Warning System" that detects problems heading your way from the anti-animal agriculture folks or the overzealous bureaucrats

at EPA, FDA, and Homeland Security, just to name a few. You will also get access to free seminars and information like Dr. Hagevoort's very successful "Animal Handling and Welfare" and "Antibiotic Residue Prevention Training"

It's easy, just sign up, sit back and let DPNM help represent you. Better yet, volunteer to be a Board Member of DPNM so you can help the whole dairy industry work toward a better future.

If you have more than one dairy and only sign up on one, it is not "One and Done" All of your investment is at risk every day. Sign up all of your places.

As one member casually mentioned during spring district meetings this year, "Why would any dairyman NOT be a member of DPNM?"

I want to thank the girls in the office for their tireless efforts on behalf of our industry. Thank you Beverly, Kaye and Susan for all you do for the dairy industry and agriculture in New Mexico.