



MILK QUALITY AND PRODUCTS

Select the one best answer for each question

Please DO NOT write on exam

MILK MARKETING

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?
- A. Market pricing
 - B. Hedge pricing
 - C. Producer equity pricing
 - D. Classified pricing
32. Americans ate how many pounds of cheese per person in 2022.
- A. 40
 - B. 45
 - C. 30
 - D. 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_____.
- A. dry whole milk
 - B. spoonable (soft) dairy products
 - C. mozzarella cheese
 - D. pasteurized milk
34. Butterfat levels set a new record in 2022. Federal order pools with multiple component pricing averaged butterfat.
- A. 3.25%
 - B. 4.08%
 - C. 5.06%
 - D. 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.
- A. dairy cooperatives supplying
 - B. handlers processing
 - C. producers supplying
 - D. 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.
- A. Dairy Marketing Inc.
 - B. National Milk Producers Federation
 - C. National Fluid Milk Processor Promotion Board
 - D. International Dairy Federation
37. Which of the following is not a current asset?
- A. Savings accounts
 - B. Accounts receivable
 - C. Cash
 - D. Accounts payable
38. Which country was the largest producer of milk in 2022?
- A. USA
 - B. China
 - C. India
 - D. New Zealand
39. Which cooperative was the largest supplier of raw milk in the world in 2022?
- A. Danone
 - B. Dairy Farmers of America
 - C. Fonterra
 - D. Saputo
40. What two dairy product prices are largely determined by export opportunities and greatly affect the milk price paid to farmers?
- A. Nonfat dry milk and skim milk powder
 - B. Cheese and skim milk powder
 - C. Ice cream and whole milk
 - D. Nonfat 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.
- A. 3.0%
 - B. 5.0%
 - C. 6.4%
 - D. 7.1%
42. In what season of the year are butter sales typically strongest?
- A. Spring
 - B. Summer
 - C. Fall
 - D. Winter

43. What type of dairy product is skyr?
- A. Sour cream
 - B. Yogurt
 - C. Flavored milk
 - D. Ice cream
44. What state has the greatest deficit of dairy products when comparing milk production to population?
- A. Florida
 - B. South Dakota
 - C. Oregon
 - D. North Carolina
45. Despite the market volume decreasing across the last couple of decades, _____ still remains the most popular kind of dairy product.
- A. yogurt
 - B. ice cream
 - C. cheese
 - D. fresh fluid milk
46. To make one gallon of ice cream requires approximately ____ pounds of whole milk.
- A. 8
 - B. 12
 - C. 22
 - D. 44
47. Which country is the world's largest dairy product importer?
- A. Mexico
 - B. China
 - C. Canada
 - D. Japan
48. About what share of the US milk is priced under the Federal Milk Marketing orders multiple component pricing?
- A. 62%
 - B. 76%
 - C. 85%
 - D. 92%
49. As of 2022, the U.S. dairy industry has a market size of _____.
- A. \$120.5 billion
 - B. \$99.5 billion
 - C. \$12.4 billion
 - D. \$105.5 million
50. Federal Orders are written to provide or describe?
- A. sanitary standards for manufacturing grade milk
 - B. to whom milk is sold by dealers
 - C. from whom milk is purchased by dealers
 - D. payment to milk producers for milk



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1. What piece of legislation made farmer cooperatives legal?
 - A. Farm Bill
 - B. Sherman Act
 - C. Cooperative Incentive Act
 - D. Capper-Volstead Act
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.
 - A. Lactose intolerance
 - B. Diabetes
 - C. Hyperglycemia
 - D. Hypoglycemia
3. The microbiological standard threshold for pasteurized Grade A milk is _____ bacteria or less per milliliter of milk.
 - A. 20,000
 - B. 50,000
 - C. 100,000
 - D. 750,000
4. Which of the following is not a teat dip approved for use on farms?
 - A. Chlorhexidine
 - B. Chlorine dioxide
 - C. Formaldehyde
 - D. Peroxide
5. Which pasteurization method makes milk shelf stable for six months to a year?
 - A. Aseptic Processing and Packaging
 - B. Vat pasteurization
 - C. Ultra-pasteurized (UP)
 - D. 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.
 - A. less than 0.05%

- B. less than 8.0 % milk solids not fat
 - C. less than 2%
 - D. at least 3.25%
7. How many states in the US have dairy farms?
- A. 50
 - B. 48
 - C. 35
 - D. 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.
- A. 20,000
 - B. 40,000
 - C. 400,000
 - D. 750,000
9. _____ continues to be the top seller in the Lactose-free category.
- A. Almond milk
 - B. Silk milk
 - C. Rice milk
 - D. Milk
10. The ideal cleaning agent for removing milkstone from equipment surfaces is?
- A. acidic detergent
 - B. phosphate
 - C. chelating agent
 - D. surfactant
11. What hormone is naturally released by the cow to stimulate milk let down?
- A. oxytocin
 - B. progesterone
 - C. estrogen
 - D. adrenaline
12. The ability of lipase to attack milk fat and produce a rancid off flavor is enhanced by _____
- A. feeding cows moldy hay
 - B. excessive agitation of warm raw milk
 - C. exposing milk to sunlight
 - D. poorly cleaned milking equipment

13. The flush season for milk production is usually during the _____.
- A. fall
 - B. winter
 - C. spring
 - D. 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.
- A. Ice cream
 - B. Cheese
 - C. Non-fat-dry milk
 - D. Yogurt
15. The milk let down response may be inhibited if cows suffer acute stress up to how long before milking?
- A. 1 hour
 - B. 15 minutes
 - C. 30 minutes
 - D. 5 minutes
16. The principal protein in milk is _____.
- A. crude protein
 - B. whey protein
 - C. casein
 - D. lactose
17. The _____ concentration in the bulk milk tank helps the producers monitor the efficacy of their feeding programs.
- A. antibiotic
 - B. somatic cell (SCC)
 - C. bacteria
 - D. milk urea nitrogen (MUN)
18. A CMT test indicating a slight precipitate which tends to disappear with paddle movement is scored a '2' represents approximately_____.
- A. A. 50,000-100,000 cells/ml
 - B. B. 200,000-300,000 cells/ml
 - C. C. 500,000-600,000 cells/ml
 - D. D. 750,000-1,000,000 cells/ml

19. 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
 - C. are ineffective when they contact milk
 - D. 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.
- A. dairy brokers
 - B. dairy farmers
 - C. dairy consultants
 - D. dairy traders



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Select the one best answer for each question

MILK MARKETING KEY

Question	Answer	Standard	Standard	Standard
31.	D			
32.	A			
33.	D			
34.	B			
35.	C			
36.	D			
37.	D			
38.	C			
39.	B			
40.	A			
41.	C			
42.	C			
43.	B			
44.	A			
45.	D			
46.	B			
47.	B			
48.	D			
49.	A			
50.	D			



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Select the one best answer for each question

QUALITY MILK PRODUCTION KEY

National
FFA
Organizat

Question	Answer	Standard	Standard	Standard
1.	D			
2.	A			
3.	A			
4.	C			
5.	A			
6.	D			
7.	A			
8.	C			
9.	D			
10.	A			
11.	A			
12.	B			
13.	C			
14.	B			
15.	C			
16.	C			
17.	D			
18.	B			
19.	B			
20.	B			