



Ron and Jodi Ditter, Chilton, Wisconsin

Every Drop Counts

Member producer

Ron and Jodi Ditter, producers who ship milk with Family Dairies USA (a division of FarmFirst Dairy Cooperative).

Facts about Ron and Jodi Ditter's farm

- Third-generation family dairy farm, a dairy farm since 1983.
- Married in 1987, they have a daughter (now married) and has three kids – grandkids to Ron and Jodi) and a son who has a strong interest in

the farm, particularly the machinery and mechanics.

- Currently milking 170 cows, mainly Holstein, but they enjoy adding a few unique breeds to their herd mix, including a few Swedish Reds and German Flechvieh.
- 10,000 pounds of milk are produced in a day SCC averages around 120.
- In the past few years, they have begun to focus just as much on butterfat components in addition to milk volume. They feel their milk is of greater value when

they can consistently produce high levels of protein and butterfat with their level of milk volume. Therefore, these breeds (and a few are mixed breeds between a Holstein and a Flechvieh) help contribute a higher butterfat and protein content.



Milk gets picked up

Their milk hauler is Paul Roehrig, who is actually a neighbor who lives down the road. The dairy industry truly is a community business.



Milk gets shipped to Galloway Company

The milk truck arrives at Galloway in Neenah, Wisconsin, and a sample of the milk gets tested for any presence of antibiotics.



These ingredients are transported through complex pipeline systems to various departments in the plant to be blended into specific formulas for each of the products Galloway manufactures.



Some of the milk is separated into cream and skim milk. The skim milk is further concentrated with a reverse osmosis system, which removes some of the water in the skim milk. All the products made at the plant use combinations of milk, cream and concentrated skim milk as ingredients.

If the antibiotic test is negative, the milk is then transferred into a milk silo and ready for processing.



Cream from the separator is stored in these tanks. This cream will be part of the ingredients for most of the products made in the plant.

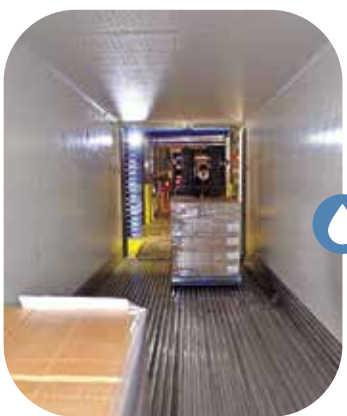


These are the vats where all of the ingredients to make ice cream mixes are blended together.



Sugar is one of the ingredients used to sweeten most of the products Galloway manufactures. This ingredient is received and unloaded from railcars.

This is the mix packaging room where boxes and plastic cases are conveyed to the filling machines.



These mixes are shipped to a variety of restaurant locations all over the country to be served as delicious dairy treats we all love!

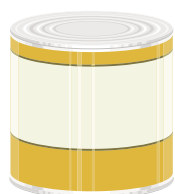


These different blends are pasteurized and processed to make the following:

Ice cream mixes: Liquid mixes used for soft-serve, ice cream, custard, gelato, sorbet and other custom formulations. (You may have enjoyed ice cream made by Galloway Company at several of your favorite restaurants and various ice cream parlors.)



Sweetened condensed milk: A variety of sweetened condensed milk, candy mixes and sweetened dairy blends are made on an evaporator and used by customers to manufacture caramels, candy, confectionery, bakery, pies and toppings. (You've likely enjoyed these products as well as an important ingredient in many major candy bars, cream pies and ice cream toppings.)



Dairy beverage bases: These bases are used to manufacture New-Age dairy-based beverages and are also used to manufacture a variety of alcoholic cream liquor bases.



Statistics

- Galloway Company purchases more than **200 million pounds** of milk per year.
- About **60 to 70 percent** of this milk is from producers of Family Dairies USA (a division of FarmFirst Dairy Cooperative).
- Making ice cream requires more butterfat than the **3.7 percent** butterfat typically found in milk. This is the reason to separate the milk into cream and skim milk. Galloway also purchases many truckloads of cream in addition to milk each year to have the butterfat required to make ice cream.
- An average milk truck unloading at Galloway carries nearly **48,000 pounds** of milk.
- The plant receives an average of 10 to 15 truckloads of milk a day and between **15 and 20 truckloads** during peak times.
- The ice cream mix produced at Galloway annually would make more than **200 million** ice cream cones.
- Galloway Company uses **fresh farm milk**, employing Midwestern family dairy farms.
- Galloway Company ships the sweetened condensed milk, dairy beverage bases and the ice cream mix **nationally**.
- Galloway Company is a **third-generation**, family-owned business.

Facts and information about FarmFirst Dairy Cooperative

- Established in 2013, FarmFirst Dairy Cooperative, based in Madison, Wisconsin, is a dairy marketing cooperative in the Midwest.
- The cooperative represents more than 4,800 farms in Wisconsin, Minnesota, South Dakota, Michigan, Iowa, Illinois and Indiana.

—Information and photos provided by Julie Martin, Director of Communications & Marketing, FarmFirst Dairy Cooperative

- The cooperative is dedicated to its members and advocates on their behalf through policy bargaining, dairy marketing services, laboratory testing opportunities and industry promotion. The cooperative actively seeks out leadership and growth opportunities for its members, in addition to providing youth educational opportunities such as dairy camp sponsorships and higher education scholarships. **PD**