



Milk Quality and Products

Select the one best answer for each question

Please DO NOT write on exam

QUALITY MILK PRODUCTION

1. What is the maximum bacteria count per milliliter of milk allowed for pasteurized Grade “A” milk?
 - A. 20,000
 - 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
 - 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
 - D. 750,000
4. Which state had the most dairy farms in 2020?
 - A. California
 - B. Wisconsin
 - C. New York
 - D. Minnesota
5. Which of the following occurs during the HTST pasteurization process?
 - A. The amount of protein is decreased
 - B. Thermophilic spore-forming microorganisms are eliminated
 - C. Pathogenic microorganisms are killed
 - 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 counts of milk
 - 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
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
 - D. non-essential
9. Who appoints members of the Fluid Milk Processor Promotion Board?
- A. US Secretary of Agriculture
 - 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
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
 - 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
 - D. calcium carbonate
13. _____ is the hormone naturally released by the cow to stimulate milk letdown.
- A. Oxytocin
 - 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
 - C. exposing milk to sunlight
 - D. poorly 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
 - 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
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

18. 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
 - D. somatic cells
19. For removing biofilms from milk equipment, which of the following is expected to be most effective?
- A. Hot water
 - B. Peracetic acid
 - C. Detergent
 - D. Sodium Chloride
20. The two most common tests used for determination of unpasteurized milk quality are _____ and _____.
- A. standard plate count and color
 - B. somatic cell count and standard plate count
 - C. flavor and titratable acidity
 - D. somatic cell count 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?
- A. Chloride
 - B. Magnesium
 - C. Lime
 - D. Gypsum
22. Milk is a major nutritional source of which mineral that combined with vitamin D and exercise builds strong bones and teeth?
- A. calcium
 - B. iron
 - C. phosphorous
 - D. potassium
23. Salty flavor in milk can be attributed to which two things?
- A. Too much salt in the ration and impaired kidney function of the cow
 - B. Excessive feeding of minerals and dry roughage
 - C. Cows with mastitis and milk produced late in a cow's lactation period
 - D. 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?
- A. 10%
 - B. 20%
 - C. 30%
 - D. 40%
25. The major cause of oxidized flavor in milk is _____.
- A. the large intake of salt by the cow
 - B. mastitis
 - C. exposure to light
 - D. bacteria
26. After the first touch of the udder the milking unit should be attached within _____ seconds for optimal milking time.
- A. 10 to 25 second
 - B. 30 to 50 seconds
 - C. 60 to 90 seconds
 - D. 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?
- A. Hyperkeratosis
 - B. Carcinoma
 - C. Teat Canker
 - D. 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?
- A. 100,000 cells/ml
 - B. 200,000 cells/ml
 - C. 400,000 cells/ml
 - D. 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_____.
- A. delayed milk ejection
 - B. milk let-down
 - C. milk flow dynamics
 - D. vacuum delay
30. The map that describes a species' DNA sequence that geneticists use to evaluate and share genomic information is called_____.
- A. reference genome
 - B. whole sequence genome
 - C. single nucleotide polymorphism
 - D. recessive gene



Milk Quality and Products

Select the one best answer for each question

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MILK MARKETING

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?
- A. International Dairy Federation
 - B. Dairy Farmers of America
 - C. National Milk Producers Federation
 - D. International Dairy Foods Association
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?
- A. \$8.50
 - B. \$9.00
 - C. \$9.50
 - D. \$10.00
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).
- A. denaturation
 - B. increase
 - C. decrease
 - D. 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.
- A. Dairy for Kids Program
 - B. Food Bank Provision Program
 - C. Milk Donation Program
 - D. 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_____.
- A. dry whole milk
 - B. ice cream
 - C. mozzarella cheese
 - D. pasteurized milk
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?
- A. Dairy Marketing Inc.
 - B. National Milk Producers Federation
 - C. National Fluid Milk Processor Promotion Board
 - D. 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?
- A. Cost ratio
 - B. Make allowance
 - C. Competitive pay price
 - D. Producer Price differential
38. How many pounds of cheese do U.S. consumers eat annually per capita?
- A. 15 pounds
 - B. 29 pounds
 - C. 37 pounds
 - D. 45 pounds
39. One gallon of 40% cream weighs approximately _____ pounds.
- A. 7.7
 - B. 8.3
 - C. 8.6
 - D. 9.2

40. What state most recently entered the Federal Milk Marketing Order system?
- A. Wisconsin
 - B. California
 - C. New York
 - D. 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.
- A. two
 - B. three
 - C. four
 - D. five
42. While there were significant disruptions in trade throughout 2020, US dairy exports _____ when compared to the dairy exports of 2019.
- A. grew by 9%
 - B. decreased by 8%
 - C. grew by 25%
 - D. 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?
- A. Free market pricing
 - B. Classified pricing
 - C. Hedge pricing
 - D. 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.
- A. 2
 - B. 8
 - C. 15
 - D. 20

45. In ice cream, the term that refers to the volume of air relative to the initial volume of ice cream mix is?
- A. Fluffiness
 - B. Overrun
 - C. Airiness
 - D. Viscosity
46. Dairy herds now average more than 1,000 head in _____ states in 2020.
- A. four
 - B. eight
 - C. fifteen
 - D. 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?
- A. Florida
 - B. South Dakota
 - C. Oregon
 - D. California
48. Which variety of cheese represents the largest wholesale sales volume, annually, in the U.S.?
- A. Swiss
 - B. Cheddar
 - C. Mozzarella
 - D. Processed American
49. To make one pound of Cheddar cheese requires approximately _____ pounds of whole milk.
- A. 8
 - B. 10
 - C. 20
 - D. 44
50. How many states had an increase in dairy operations from 2019 to 2020?
- A. 20
 - B. 10
 - C. 5
 - D. 0

51. 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. producers supplying
 - C. cheese processors manufacturing
 - D. handlers processing
52. Which country purchased the most dairy products from the United States during 2020?
- A. Mexico
 - B. New Zealand
 - C. Canada
 - D. China
53. Which two states produced the most milk in 2020?
- A. New York and Wisconsin
 - B. Idaho and Texas
 - C. California and Idaho
 - D. California and Wisconsin
54. A Federal milk marketing order classifies milk based on its use. The classes of milk have different _____.
- A. percentages of fat
 - B. prices paid to producers
 - C. somatic cell counts
 - D. quality standards
55. The annual production of milk for the United States during 2020 was 223 billion pounds, which was _____ 2019 annual milk production.
- A. 2.2% higher than
 - B. 2.0 lower than
 - C. 3.1% higher than
 - D. unchanged from
56. What is the term for the actual amount received by a dairy producer for milk sold to a processor?
- A. Milk-feed ratio price
 - B. Cooperative bonus premium
 - C. Federal Order price
 - D. Mailbox price

57. Which country sold the most dairy products to the United States in 2020?

- A. Mexico
- B. Russia
- C. Canada
- D. New Zealand

58. The USDA-AMS standards for dry whey require that it be not more than _____, and not more than _____.

- A. 10% moisture and 0.5% milkfat
- B. 5% moisture and 1.5% milkfat
- C. 5% moisture and 5% milkfat
- D. 10% moisture and 1.5% milkfat

59. Who was the largest dairy products processor that filed bankruptcy in 2020?

- A. DFA (Dairy Farms of America)
- B. Kroger
- C. Land'O Lakes
- D. Borden

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
- D. Farm Bill



Milk Quality and Products

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QUALITY MILK PRODUCTION KEY

National
FFA
Organizat

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

[Type here]

25.	C			
26.	C			
27.	A			
28.	B			
29.	A			
30.	A			



Milk Quality and Products

Jul-24

Select the one best answer for each question

MILK MARKETING KEY

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

[Type here]

55.	A			
56.	D			
57.	C			
58.	B			
59.	D			
60.	C			



Milk Quality and Products

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QUALITY MILK PRODUCTION

1. Milk contains how many essential nutrients?
 - a. 11
 - b. 13
 - c. 7
 - d. 9

2. According to USDA-AMS Standards, Ice Cream must contain not less than _____.
 - a. 10 % Milk solids and 20% milkfat
 - b. 30% Milk Solids and 20% milkfat
 - c. 15% milk solids and 10% milkfat
 - d. 20% milk solids and 10% milkfat

3. The microbiological standard threshold for unpasteurized Grade A milk is _____ bacteria or less per milliliter of milk.
 - a. 20,000
 - b. 50,000
 - c. 100,000
 - d. 750,000

4. The activity/inactivity of the enzyme _____ is the basis for confirming the adequacy of pasteurization of milk.
 - a. Phosphatase
 - b. Lipase
 - c. Peroxidase
 - d. Catalase

5. What is the predominant method of pasteurization used for milk in the U.S?
 - a. Ultra-high temperature (UHT)
 - b. Vat pasteurization
 - c. Ultra-pasteurized (UP)
 - d. High-temperature, short-time (HTST)

6. To meet the definition of 100% fat-free, food must contain _____ and contain no added fat.
 - a. less than 0.05 g of fat per 100g
 - b. zero g of fat per 100 g
 - c. less than 0.5 g of fat per 100g
 - d. less than 1.0 g of fat per 100g

7. How often should a bulk tank be cleaned and sanitized?
 - a. Every time it is emptied
 - b. Every two days
 - c. Once a week
 - d. Once a month

8. A2 Milk is produced by cows that naturally produce only type?
 - a. A2 protein
 - b. A2 butterfat
 - c. A2 lactose
 - d. A2 carbohydrate

9. What is the most used feed ingredient on a farm?
 - a. Hay
 - b. Corn Silage
 - c. Water
 - d. Mineral mix

10. Raw milk somatic cell count must be _____ or less to meet Grade A government standards in the United States.
- a. 20,000
 - b. 50,000
 - c. 400,000
 - d. 750,000
11. Typical farm milk consists of _____.
- a. 87.3 % water, 4.00 fat, 3.2% protein, 5.5% other solids
 - b. 50.6 % water, 3.7% fat, 4.2% protein, 41.5% other solids
 - c. 80.6 % water, 6.7% fat, 4.2% protein, 8.5% other solids
 - d. 84.6 % water, 4.7% fat, 6.2% lactose, 4.5% other solids
12. Similar to human fingerprints, cow _____ are detailed, nearly unique, difficult to change, and remain the same over the life of an individual, making them ideal long-term markers of identity.
- a. hooves
 - b. eyes
 - c. tongues
 - d. noses
13. _____ is the main nutrient provided by soybean meal in a dairy feed ration.
- a. Protein
 - b. Fat
 - c. Vitamin D
 - d. Carbohydrate
14. The high acid flavor in milk is caused by
- a. feeding cows moldy hay
 - b. excessive agitation of warm raw milk
 - c. exposing milk to sunlight
 - d. bacterial growth

15. How long does it take for the cow to reach optimal oxytocin levels, after udder stimulation?
 - a. more than 4 minutes
 - b. 4 minutes
 - c. 1 to 2 minutes
 - d. 15 seconds
16. Compared to a Holstein cow, on a per gallon of milk basis, the average Jersey cow produces?
 - a. more fat and total milk solids
 - b. more fat but less total solids
 - c. less fat and total milk solids
 - d. less fat but more total milk
17. For removing biofilms from milk equipment, which of the following is expected to be most effective?
 - a. Hot water
 - b. Peracetic acid
 - c. Detergent
 - d. Sodium Chloride
18. What is the most common cause of high bacteria counts in milk?
 - a. Dirty milking equipment
 - b. Environmental contamination
 - c. Milkers not wearing gloves
 - d. 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.
 - a. 10,000
 - b. 15,000
 - c. 25,000
 - d. 30,000

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
- microbacteria count of milk
 - adulteration of milk with water
 - titratable acidity of milk
 - somatic cell count
21. The California Mastitis Test (CMT) test detects _____ in raw milk.
- bacteria
 - red blood cells
 - somatic cells
 - Antibiotics
22. What is the protein in milk that entraps milk fat within the curd matrix during the manufacture of cheese?
- casein
 - calcium
 - crude protein
 - whey protein
23. The off-flavor in milk generally caused by exposure to sunlight or fluorescent light is ____.
- Salty
 - Rancid
 - Oxidized
 - 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?
- predipping
 - forestripping
 - postdipping
 - drying

25. One gallon of milk weighs approximately _____ pounds
- a. 8.6
 - b. 6.8
 - c. 10.1
 - d. 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.
- a. Reticulum
 - b. Omasum
 - c. Abomasum
 - d. Rumen
27. In ice cream, the term that refers to the volume of air relative to the initial volume of ice cream mix is _____.
- a. Airiness
 - b. Viscosity
 - c. Fluffiness
 - d. Overrun
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?
- a. 100,000 cells/ml
 - b. 200,000 cells/ml
 - c. 400,000 cells/ml
 - d. 750,000 cells/ml
29. Certain types of bacteria form what kind of cell structure that are resistant to heat and sanitizers?
- a. Mycotoxin
 - b. Nuceli
 - c. Ribosomes
 - d. Endospores

30. In the past 50 years, milk production per cow in the United States has increased from 9,751 to _____ pounds.

- a. 13,666
- b. 23,777
- c. 41,888
- d. 50,479



Milk Quality and Products

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MILK MARKETING

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?
- a. International Dairy Federation
 - b. Dairy Farmers of America
 - c. National Milk Producers Federation
 - d. International Dairy Foods Association
32. Who is the U.S. Secretary of Agriculture?
- a. Tom Vilsack
 - b. Sonny Perdue
 - c. Ann Veneman
 - d. John Block
33. A recent survey conducted by Hoard's Dairyman reported that 55% of dairy farms feed waste milk to _____.
- a. A. first calf heifers
 - b. B. calves
 - c. C. 2-year-old cows
 - d. D. cats
34. Milk marketing cooperatives
- a. provide marketing power for dairy farmers.
 - b. control Federal Orders.
 - c. operate only outside Federal Orders.
 - d. 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 _____.
- a. A. dry whole milk
 - b. B. spoonable (soft) dairy products
 - c. C. mozzarella cheese
 - d. D. pasteurized milk
36. The reason Federal Milk Market Administrators test grade A milk for composition and audit records of purchases by dealers is to _____ .
- a. ensure an adequate supply of milk
 - b. ensure fairness in the marketing of the milk
 - c. help dealers with their business affairs
 - d. 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
- a. Cost ratio
 - b. Make allowance
 - c. Competitive pay price
 - d. 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.
- a. Dairy Marketing Inc.
 - b. National Milk Producers Federation
 - c. National Fluid Milk Processor Promotion Board
 - d. 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 totaling nearly _____ to producers who chose to be covered.
- a. \$990,000
 - b. \$1.2 million
 - c. \$1.2 billion
 - d. \$5.0 billion
40. Which was the top yogurt producing state in 2021?
- a. Wisconsin
 - b. California
 - c. New York
 - d. Idaho
41. Which cooperative marketed the most milk in 2021?
- a. Associated Milk Producers, Inc.
 - b. Dairy Farmers of America
 - 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%
 - 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
 - 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
 - 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
 - c. May
 - d. June
46. _____ has the greatest number of dairy cows in the world with over 40 million cows.
- a. India
 - b. China
 - c. United States
 - d. 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?
- a. Idaho
 - b. South Dakota
 - c. Oregon
 - d. Georgia
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:
- a. Calcium
 - b. Protein
 - c. Cholesterol
 - d. Iron



Milk Quality and Products

2022 - QUALITY MILK PRODUCTION KEY

Question	Answer	Standard	Standard	Standard
1.	B			
2.	D			
3.	C			
4.	A			
5.	D			
6.	C			
7.	A			
8.	A			
9.	C			
10.	D			
11.	A			
12.	D			
13.	A			
14.	D			
15.	C			
16.	A			
17.	B			
18.	A			
19.	D			
20.	B			
21.	C			
22.	A			
23.	C			
24.	B			
25.	A			
26.	C			
27.	D			
28.	B			
29.	D			
30.	B			



Milk Quality and Products

2022-MILK MARKETING KEY

Question	Answer	Standard	Standard	Standard
31.	C			
32.	A			
33.	B			
34.	A			
35.	B			
36.	A			
37.	B			
38.	C			
39.	C			
40.	C			
41.	B			
42.	A			
43.	A			
44.	B			
45.	B			
46.	A			
47.	D			
48.	C			
49.	C			
50.	D			
51.	D			
52.	D			
53.	B			
54.	A			
55.	A			
56.	D			
57.	B			
58.	C			
59.	C			
60.	C			



Milk Quality and Products

Select the one best answer for each question

Please DO NOT write on exam

QUALITY MILK PRODUCTION

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



MILK QUALITY AND PRODUCTS

Select the one best answer for each question

Please DO NOT write on exam

Please note - 31-60 on this exam aligns to 21-40 on the key.
This was a mistake by National FFA

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



Milk Quality and Products

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			



Milk Quality and Products

Jul-23

Select the one best answer for each question

MILK MARKETING KEY

Question	Answer	Standard	Standard	Standard
21	D			
22	A			
23.	D			
24.	B			
25.	C			
26.	D			
27.	D			
28.	C			
29.	B			
30.	A			
31.	C			
32.	C			
33.	B			
34.	A			
35.	D			
36.	B			
37.	B			
38.	D			
39.	A			
40.	D			



Milk Quality and Products Career Development Event

QUALITY MILK PRODUCTION

Updated: August 4, 2025

*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
 - d. Capper-Volstead Act
2. What state is home to the most organic dairy farms?
 - a. Tennessee
 - b. California
 - c. Oregon
 - d. New York
3. What is the maximum bacteria count per milliliter of milk allowed for pasteurized Grade "A" milk?
 - a. 20,000
 - 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
 - c. somatic cells
 - d. peroxide

5. Which of the following occurs during the HTST pasteurization process?
 - a. The amount of protein is decreased
 - b. Thermophilic spore-forming microorganisms are eliminated
 - c. Pathogenic microorganisms are killed
 - d. All the milk is heated to at least 171°F
6. U.S. farm milk contains on average approximately .
 - a. 87% water, 4% milkfat, and 9% skim solids
 - b. less than 8.0 % milk solids not fat
 - c. 90% water, 2% milkfat, and 8% skim milk solids
 - d. 85%water, 3.50% milkfat, and 11.50% skim milk solids
7. Which region of the country has the largest average dairy herd size?
 - a. Southeast
 - b. Northeast
 - c. West
 - d. 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).
 - a. 20,000; 100,000
 - b. 250,000; 400,000
 - c. 400,000; 750,000
 - d. 750,000; 400,000
9. _____ continues to be the top seller in the Lactose-free category.
 - a. Almond milk
 - b. Silk milk
 - c. Rice milk
 - d. Milk
10. Cracked and blistered rubber parts of milking machines are likely to cause_____.
 - a. high bacteria counts of milk
 - b. oxidation of milk
 - c. rancid flavor in milk
 - d. high freezing points of milk

11. The ability of lipase to attack milkfat and produce a rancid off flavor is enhanced by _____.
 - a. oxytocin
 - b. excessive agitation of warm raw milk
 - c. estrogen
 - d. feeding cows moldy hay
12. Which breed of dairy cattle typically has the highest percentage of A1 (versus A2) genes for the beta-casein protein?
 - a. Jersey
 - b. Brown Swiss
 - c. Guernsey
 - d. Holstien
13. Salty flavor in milk can be attributed to which two things?
 - a. Too much salt in the ration and impaired kidney function of the cow
 - b. Excessive feeding of minerals and dry roughage
 - c. Cows with mastitis and milk produced late in a cow's lactation period
 - d. 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?
 - a. 100,000 cells/ml
 - b. 200,000 cells/ml
 - c. 400,000 cells/ml
 - d. 750,000 cells/ml
15. The Jersey breed originated on the Isle of Jersey, which sits off the coast of what nation?
 - a. France
 - b. Ireland
 - c. Germany
 - d. Spain

16. Milk is a major nutritional source of which mineral that, when combined with vitamin D and exercise builds strong bones and teeth.
 - a. calcium
 - b. phosphorous
 - c. casein
 - d. lactose
17. The two most common tests used for determination of unpasteurized milk quality are _____ and _____.
 - a. standard plate count and antibiotic
 - b. somatic cell count and standard plate count
 - c. flavor and titratable acidity
 - d. 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 _____.
 - a. 50,000-100,000 cells/ml
 - b. 200,000-300,000 cells/ml
 - c. 400,000-500,000 cells/ml
 - d. 750,000-1,000,000 cells/ml
19. About half of the cost of a case of clinical mastitis is related to what?
 - a. Additional labor
 - b. Treatment
 - c. Discarded milk
 - d. 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?
 - a. $\geq 50^{\circ}\text{F}$
 - b. $\leq 45^{\circ}\text{F}$
 - c. $\approx 40^{\circ}\text{C}$
 - d. $\leq 55^{\circ}\text{F}$



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. a milk cooperative
 - b. a producer settlement fund
 - c. a producer supply-demand equalization board
 - d. a board of commissioners
22. Which variety of cheese represents the largest wholesale sales volume, annually, in the U.S.?
 - a. Cheddar
 - b. Swiss
 - c. Mozzarella
 - d. 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.
 - a. California
 - b. Northwest
 - c. Northeast
 - d. Southeast
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?
 - a. butter
 - b. hard cheese
 - c. cottage cheese
 - d. 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.
 - a. the Secretary of Agriculture
 - b. state legislatures
 - c. dairy cooperatives supplying the area
 - d. 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?
- a. Dairy Marketing Inc.
 - b. National Milk Producers Federation
 - c. National Fluid Milk Processor Promotion Board
 - d. International Dairy Foods Association
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, nonfat dry milk, or dry whey?
- a. Make allowance
 - b. Producer Price differential
 - c. Cost ratio
 - d. Competitive pay price
28. What share of the world's milk comes from cows?
- a. 97%
 - b. 92%
 - c. 86%
 - d. 81%
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?
- a. International Dairy Foods Association
 - b. Dairy Farmers of America
 - c. Fonterra
 - d. National Milk Producers Federation
30. 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

31. To make one pound of butter requires approximately ____ pounds of whole milk..
- a. 8
 - b. 12
 - c. 22
 - d. 40
32. Milk used to make ice cream would be priced in what Federal Order class?
- a. Class I
 - b. Class II
 - 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
 - c. 10
 - d. 13
34. What state has the greatest deficit of dairy products when comparing milk production to population?
- a. Iorida
 - b. South Dakota
 - c. Louisiana
 - 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

36. One gallon of 40% cream weighs approximately _____ pounds.
- a. 8.3
 - b. 8.6
 - c. 9.2
 - d. 10
37. Which state had the most dairy farms in 2023, totaling 5,920 dairy farms?
- a. California
 - b. New York
 - c. Pennsylvania
 - d. Wisconsin
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?
- a. California
 - b. Texas
 - c. Wisconsin
 - d. New York
39. What piece of US legislation made farmer cooperatives legal?
- a. Sherman Act
 - b. Capper-Volstead Act
 - c. Farm Bill
 - d. Barkley Act
40. As of May 2023, the current United States Secretary of Agriculture is _____ .
- a. Mike Johnson
 - b. Sonny Perdue
 - c. Tom Vilsack
 - d. Ann M. Veneman



Milk Quality and Products

Select the one best answer for each question

QUALITY MILK PRODUCTION KEY

National
FFA
Organizat

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



Milk Quality and Products

Aug-25

Select the one best answer for each question

MILK MARKETING KEY

Question	Answer	Standard	Standard	Standard
21	B			
22	C			
23.	D			
24.	B			
25.	A			
26.	D			
27.	A			
28.	D			
29.	D			
30.	A			
31.	C			
32.	B			
33.	B			
34.	C			
35.	D			
36.	A			
37.	D			
38.	A			
39.	B			
40.	C			



Milk Quality and Products

Select the one best answer for each question

Please DO NOT write on exam

2025 QUALITY MILK PRODUCTION

1. What is the main purpose of using the California Mastitis Test (CMT)?
 - A. To test for milk fat content
 - B. To identify bacterial species causing infection
 - C. To estimate the somatic cell count as an indicator of mastitis
 - D. To measure antibiotic residues in milk
2. When should you avoid using the CMT for accurate results?
 - A. During mid-lactation
 - B. On cows treated for parasites
 - C. Within the first three days after calving
 - D. After a cow has been milked
3. Why is the CMT considered a test for “invisible” mastitis?
 - A. It detects changes in milk color visible to the naked eye
 - B. It identifies increased leukocyte counts even when milk appears normal
 - C. It relies on laboratory culture tests for confirmation
 - D. It measures pH levels in milk
4. Which of the following is a reason the use of antibiotics in lactating dairy cows is carefully limited?
 - A. They are harmful to the cow’s health
 - B. They can remain in the milk after treatment
 - C. They stop working when mixed with milk
 - D. They are too expensive for most dairy operations
5. What is the required temperature that milk must be cooled to within two hours after milking in a farm bulk tank or via a cooling plate?
 - A. 45°f or lower
 - B. 50°f or lower
 - C. 40°f or lower
 - d. 32°f or lower

6. To effectively increase milk protein production, it is most important to deliver the correct amino acids to which part of the cow's digestive system?
- A. Rumen
 - B. Small intestine
 - C. Cecum
 - D. Stomach
7. What is a likely consequence of not sanitizing milking equipment right before use?
- A. Off-flavors in the milk
 - B. Elevated somatic cell count
 - C. Increased bacterial contamination
 - D. Higher freezing point of milk
8. When feeding distillers' grains in dairy rations, what are the essential building blocks of protein that need to be supplied?
- A. Dna
 - B. Carbohydrates
 - C. Nitrogen
 - D. Amino acids
9. The microbiological standard for grade a raw milk at the producer farm is _____ bacteria or less per milliliter of milk.
- A. 50,000
 - B. 100,000
 - C. 150,000
 - D. 200,000
10. For grade a milk, _____ adopts and enforces regulations to control milk used for the manufacturing of milk products.
- A. The federal government
 - B. Each state
 - C. The large dairy cooperatives
 - D. Each federal milk marketing orders area
11. The rolling herd average is defined as .
- A. An average of the herd's fat and protein percentages
 - B. An average of the number of cows in milk at any given time
 - C. The average number of hours a cow in the herd is milked per lactation
 - d. An estimate of annual milk production

12. What component in milk is most likely to decrease significantly as a result of poor-quality forage?
- A. Somatic cell count
 - B. Fat percentage
 - C. Bacteria count
 - D. Casein percentage
13. Which two tests are most commonly used to evaluate milk quality?
- A. Somatic cell count and standard plate count
 - B. Standard plate count and color
 - C. Flavor and titratable acidity
 - D. Somatic cell count and odor
14. Which hormone is naturally released by a cow to trigger milk letdown?
- A. Oxytocin
 - B. Progesterone
 - C. Estrogen
 - D. Adrenaline
15. What is a likely consequence of using cracked or blistered rubber parts in milking equipment?
- A. High bacteria counts in milk
 - B. Oxidation of milk
 - C. Rancid flavor in milk
 - D. High freezing point in milk
16. Lactose is the primary type of _____ found in milk.
- A. Mineral
 - B. Protein
 - C. Fat
 - D. Carbohydrate
17. Which of the following is the primary protein found in milk?
- A. Whey protein
 - B. Casein
 - C. Crude protein
 - D. Lactoglobulin
18. What condition increases the activity of lipase, leading to a rancid flavor in milk?
- A. Feeding moldy hay to cows
 - B. Excessive agitation of warm, raw milk
 - C. Exposing milk to sunlight
 - d. Using improperly cleaned milking equipment

19. Milk is a key dietary source of which mineral that, along with vitamin d and physical activity, helps strengthen bones and teeth?

- A. Calcium
- B. Iron
- C. Phosphorus
- D. Potassium

20. What is the proper method for removing fat residues from milking equipment?

- A. Alkaline cleaner in hot water
- B. Alkaline cleaner in cold water
- C. Acid cleaner in cold water
- D. Acid cleaner in hot water



Milk Quality and Products

Aug-26

Select the one best answer for each question

QUALITY MILK PRODUCTION KEY

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



Milk Quality and Products

Select the one best answer for each question

Please DO NOT write on exam

2025 MILK MARKETING

31. How many state and regional dairy checkoff organizations are in the U.S.?
- a. 16
 - b. 12
 - c. 8
 - d. 4
32. In 2024, how much of the U.S. milk supply (on a milkfat basis) went into butter production?
- a. 10%
 - b. 18%
 - c. 25%
 - d. 42%
33. What is the primary benefit of Dairy Revenue Protection (DRP) for producers?
- a. It guarantees milk prices will rise
 - b. It allows producers to avoid government subsidies
 - c. It provides a price and revenue floor with no cap on payouts
 - d. It eliminates the need for risk management
34. What trend in consumer behavior is influencing the current and future focus of the U.S. dairy industry?
- a. Increasing demand for fluid milk
 - b. Decreasing interest in cheese and butter
 - c. Higher consumption of milk solids in manufactured dairy products
 - d. Preference for imported dairy products
35. Which three dairy products have seen significant per capita growth over the past 25 years?
- a. Cheese, milk, and ice cream
 - b. Yogurt, cheese, and butter
 - c. Cream, milk, and sour cream
 - d. Yogurt, milk, and cottage cheese

36. Which state led the nation in total milk production and number of dairy cows in 2024?
- Wisconsin
 - Texas
 - California
 - Idaho
37. Which state recorded the highest milk production per cow in 2024?
- Michigan
 - Texas
 - Wisconsin
 - Iowa
38. Which state led the nation in most cows per herd in 2024?
- California
 - Texas
 - Arizona
 - New Mexico
39. In multiple Federal Milk Marketing Orders, milk pricing is primarily determined by the levels of:
- Water and free fatty acids
 - Mastitis and aflatoxins
 - Bacteria and antibiotic residues
 - Fat, protein, and other milk solids
40. What do Federal Milk Marketing Orders establish to ensure fair distribution of payments to producers supplying milk to a market?
- A milk cooperative
 - A producer settlement fund
 - Supply-demand equalization
 - A board of commissioners
41. In the Federal Milk Marketing Orders, how is milk pricing determined based on its end use in dairy products?
- Minimum pricing
 - Maximum pricing
 - Creative pricing
 - Classified pricing
42. What is the term for the final amount of money a dairy farmer receives for their milk after all adjustments?
- Milk-feed ratio price
 - Cooperative bonus premium
 - Federal Order price
 - Mailbox price

43. In a four-class milk pricing system, Class III milk is primarily used in the production of:
- a. Fluid milk and beverages
 - b. Cottage cheese and other soft dairy products
 - c. Cheese
 - d. Butter and powdered milk products
44. While prices for milk used in manufactured products are consistent across all Federal Orders, Class I milk prices vary by region. The highest Class I milk prices are typically found in which region of the United States?
- a. Southeast
 - b. Midwest
 - c. Northwest
 - d. Northeast
45. Approximately how many pounds of whole milk are needed to produce one gallon of ice cream?
- a. 8
 - b. 12
 - c. 22
 - d. 44
46. What term refers to the processing credits that represent the average costs of producing cheese, butter, nonfat dry milk, or dry whey?
- a. Cost ratio
 - b. Make allowance
 - c. Competitive pay price
 - d. Producer Price differential
47. Under Federal Milk Marketing Orders, milk used for ice cream production falls under which class?
- a. Class I
 - b. Class II
 - c. Class III
 - d. Class IV
48. A Federal Milk Marketing Order can only be established if two-thirds of the _____ in the proposed marketing area vote in favor of it.
- a. dairy cooperatives supplying milk
 - b. producers supplying milk
 - c. cheese processors using local milk
 - d. milk handlers in the region

49. Federal Milk Marketing Orders are a _____ program that sets the conditions for how milk handlers buy milk from dairy farmers within a designated marketing area.

- a. Mandatory
- b. congressionally required
- c. Elected
- d. Voluntary

50. Approximately how many pounds of whole milk are needed to produce one pound of Cheddar cheese?

- a. 8
- b. 10
- c. 20
- d. 44



Milk Quality and Products

Aug-26

Select the one best answer for each question

MILK MARKETING KEY

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