

# New World News



## The Importance of Public Relations

By Cecilia Conway

Dairy farms are now operating in an environment of high public and regulatory scrutiny. It is important that dairy owners invest effort into developing relationships and educating the community on how the farm is operated and managed.

Maintaining open communication with key people and groups will create support for your facility.

Here's a few helpful public relations suggestions:

- Get to know your local township trustees, county

commissioners, health department officers, and local state officials

- Become actively involved in local farm and dairy groups

- Get to know your neighbors.

If they have a future issue, they are more likely to make contact with you directly

- Open your dairy to tours; don't turn away visitors if possible, they may be the future neighbor of another dairy



Above: Open your dairy to tours; don't turn away visitors, if possible.

- Develop a relationship with your regulatory inspectors; the more familiar the relationship, the more cooperative the inspector will be.

- Make contact with your local extension agent and soil and water conservation office

A small amount of effort can make a significant impact.

## New World News

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### Reminder— Check your I-94 Card Expiration Dates

Please check the dates on the I-94 card (little white card) in your passport.

Letting your I-94 expire has great consequences. We have had a situation where a person's I-94 expired, and the individual was sent back to the Netherlands and their E2-visa was revoked immediately. You will have to apply all over again for a new E2-visa.

When entering the USA by air, the I-94 is valid for 2 years. When you enter the USA from Canada, this may vary from 1 to 3 years. Please also remember that your American driver's license will expire together with your I-94.

## Market Update

The Mideast Federal Milk Marketing Order, which includes Michigan, Ohio and the majority of Indiana, experienced increases in the class I and class III milk price classes.

Class I milk is used primarily for fluid milk consumption (bottled milk) and class III milk is used for cheese.

October 2003 Milk Prices (announced on 10/03/03)		
Class of Milk	Price per 100 pounds (or 45.36 kg.)	Change from Previous Month
I	\$15.91	+\$2.74
II	\$10.76	-\$0.05
III	\$14.30	+\$0.50
IV	\$10.05	-\$0.09

\*The Class I price is adjusted based on location and will range from \$15.51—\$16.01.

## Nieuwenhuis Joins Vreba-Hoff Staff

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As a new face in the Vreba-Hoff arena, I was asked to introduce myself in this issue of the newsletter.

My name is Ad Nieuwenhuis and I am the new Chief Financial Officer for the Vreba-Hoff companies. I am married to Guusje and we have four young children in the ages of 10, 8, 6 and 4. Guusje

and the kids are still in the Netherlands as we plan to move to the Toledo area in the spring.

I have had no relationship to dairy farming. However, throughout my entire career I have been working in the agricultural processing industry. I started my career in the sugar refining industry as a management trainee for Suiker Unie, currently known as Royal Cosun, a cooperative of sugar beet growers. I have worked in several subsidiaries of Cosun.



In 1997 we moved to Jamestown, North Dakota as I was appointed CFO for Aviko USA, a subsidiary of the leading European potato processor Aviko. Aviko was a 30% subsidiary of Cosun (they currently own 100% of Aviko). During my presence in North Dakota, I worked closely with the potato growers and learned about crop farming in the US.

Unfortunately, Aviko USA did not survive the fierce competition from the major US potato processors. The plant was sold and we moved back to the Netherlands in June 2001.

After 4 years in the US, I was offered a job with Delta Daily Food, a company that produced frozen meals, primarily for the airline industry. This was a 100% subsidiary of another large Dutch ag-cooperative, Royal Cebeco. Delta Daily Food did not survive the events of 9/11 and the Cebeco

Board of Directors asked me to liquidate the company and sell its main assets.

Early spring of this year, Willy van Bakel contacted me and asked if I was interested in a CFO position for the Vreba-Hoff companies. A possible move back to the USA was very appealing to us and as a result, I started working for Vreba-Hoff on September 1. I will be closely involved with all aspects of the financial management of Vreba-Hoff Dairy Development and all other activities. Currently, I am trying to get my feet on the ground in understanding the business processes of the dairy business and the dairy construction business.

In my new capacity of CFO for the Vreba-Hoff companies, I am looking forward to a successful and pleasant working relationship with you. From a personal perspective, my family and I are looking forward to meet with you all and share all the joys of life in the US.

## World Dairy Expo Results

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The annual World Dairy Expo was held Sept. 30—Oct. 4 in Madison, Wisconsin. Here's a few highlights of the dairy show:

### **Brown Swiss Named Supreme**

Old Mill E Snickerdoodle took top honors as World Dairy Expo's 2003 Supreme Champion.

### **Holstein Named Junior Show Supreme**

Pine-Shelter Cheyenne Lee was not only selected as the Reserve Open Show Supreme she was also named the Junior Show Supreme.

### **Attendees from 79 Countries**

At the end of the show a total of 2,117 international guests from 79 countries

made the trip to Madison for World Dairy Expo 2003.

### **Holstein Sale Averages \$10,861**

Ernest-Anthony Alaina-ET was the top seller for \$40,000 at the World Classic '03. She was purchased by Arethusa Farm LLC of Litchfield, Connecticut.

The next expo will be held Sept. 28-Oct. 2, 2004.

# How to Obtain a U.S. Work Permit

By Yvonne van de Kolk & Monique van Zelst

For people who are in the USA as a **dependent** of a E2 VISA holder, such as a spouse or a minor child, there is an opportunity to obtain a U.S. work permit. Dependents of a principal J1; L1 VISA holder may also be able to apply for a work permit. This permit allows the individual to work for any U.S. employer.

Here's what is needed for the application:

- Employment Authorization Document (EAD) application I-765 form;

-Evidence of your lawful status;

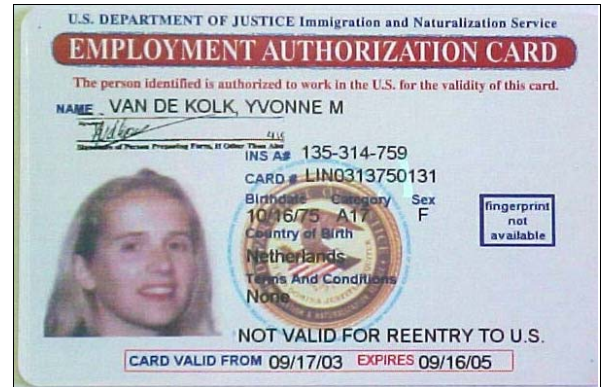
-Evidence that you are the spouse or minor child of a principal J1; L1; E2;

-Copy of your I-94;

-2 passport photos with a white background;

Cost: \$120 filing fee

For all the exact information please go to: [www.immigration.gov/graphics/formsfee/forms/files/I-765.pdf](http://www.immigration.gov/graphics/formsfee/forms/files/I-765.pdf)



Above: The timeframe for the application processing varies. Yvonne van de Kolk received her Employment Authorization card about 5-6 months after sending in the application.

## Milker Wage Survey Indicates Wages Stable

Researchers at the University of California conducted their second informal survey of U.S. dairy farmers to learn about milkers and wages paid for milking.

Of the 112 responses, 46 were from the West; 37 from the Midwest; 10 from the Southeast; and 19 from the Northeast.

Milker wages in 2000 were \$9.26 and today they have remained steady at \$9.25 per hour.

the USA in the table below makes it appear as if the Western states pay more. In some instances this is true, but for the most part, the differences in wages across the USA represent a difference in the number of years employees have been on the job.

	West	Mid West	S. East	N. East
Avg. Hourly Pay	\$10.00	\$8.60	\$9.30	\$8.70
Avg. Years Worked	5.8	3.5	3.9	3.6

A comparison between wages across

Some numbers here could be of value for those dairy farmers who wish to get a better idea of how they compare with other dairy farms. The data across all regions showed that milkers employed for less than three years were earning an average of \$7.74 per hour. The average earnings for 3.5 to 6 years is from \$8.60 to \$10, respectively. In the West, dairy farmers were more likely to increase the average pay for those having worked 7 or more years, which was \$11 per hour.

For more information on dairy labor go to <http://www.cnr.berkeley.edu/ucce50/ag-labor/>

Source: Gregorio Billikopf, Univ. Of California Extension

### New World News

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## Announcements



### New Arrivals

Congratulations to Arno and Lisa Schot on the birth of their daughter, Carmen who was born on August 13, 2003.

Simon de Jong relocated from Grolloo, NL and previously worked as a trainee in Canada. Simon currently resides in Fayette, Ohio and works at Vreba-Hoff Dairy.

A special welcome to the Antuma family, Simon de Jong and the Goltstein family.

Tony and Ivonne Goltstein farmed in Germany prior to moving back to Selfkant, NL. The family has relocated to eastern Indiana with their children: Rob, 12; Sanne, 10; and Maike who is almost 4.

The Antumas relocated from Zuidhorn, NL, to Ohio with their children: Cynthia, 12; Ramon, 11; Rick, 8; Christiaan, 6

Their new address is:  
1436 Pinehurst Drive  
Defiance, Ohio 43512  
Home: 419.782.6264

Their new address is:  
4560 S. Indiana Trail Rd.  
Farmland, Indiana 47340  
Home: 765.853.6168



### Special Insert

Enclosed with this issue of New World News is a complimentary issue of the Netherlands American Society of Ohio newsletter.

## A Look at NPDES Permits

Address: <http://cfpub.epa.gov/npdes/>

**U.S. Environmental Protection Agency**  
**National Pollutant Discharge Elimination System (NPDES)**

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**NPDES Current Issues**

- Stormwater Education Materials
- 2003 Construction General Permit
- CAFO Final Rule
- Wastewater Education Materials
- Status of SSO Proposed Rule

**OVERVIEW**

Water pollution degrades surface waters making them unsafe for drinking, fishing, swimming, and other activities. As authorized by the Clean Water Act, the National Pollutant Discharge Elimination System (NPDES) permit program controls water pollution by regulating point sources that discharge pollutants into waters of the United States. Point sources are discrete conveyances such as pipes or man-made ditches. Individual homes that are connected to a municipal system, use a septic system, or do not have a surface discharge do not need an NPDES permit; however, industrial, municipal, and other facilities must obtain permits if their discharges go directly to surface waters. In most cases, the NPDES permit program is administered by [authorized states](#). Since its introduction in 1972, the NPDES permit program is responsible for significant improvements to our Nation's water quality.

**WHAT CAN I FIND ON THIS WEB SITE?**

The site contains technical and regulatory information about the NPDES permit program. The NPDES Permits

The NPDES permit is required by state for dairy farms. Each state has flexibility in setting their own requirements for the permit and these requirements will be outlined in the next newsletter. Here's a general overview about NPDES permits.

Water pollution degrades surface waters making them unsafe for drinking and other activities. As authorized by a governmental act, the National Pollutant Discharge Elimination System (NPDES) permit program controls water pollution by regulating point sources that discharge pollutants into waters of the United States.

Examples of point sources are pipes or man-made ditches. Industrial, municipal, and other facilities must obtain permits if their discharges go directly to surface waters.

Details on NPDES permits can be found at: <http://cfpub.epa.gov/npdes/>