

PRODUCTION EXAM  
2008

1. Antibiotics are prohibited in milk because
  - A. they illegally preserve the milk
  - B. some people are hypersensitive (react adversely) to them
  - C. they can inhibit growth of “good” bacteria used in making cheese
  - D. both B and C
  
2. A cryoscope is an important tool that tests for \_\_\_\_\_ in milk.
  - A. butterfat
  - B. antibiotics
  - C. pesticides
  - D. added water
  - E. provitamin “D”
  
3. Adulteration of milk with water is unlawful and can be detected by testing
  - A. by the Babcock test
  - C. for boiling point
  - B. for a high freezing point
  - D. for total solids
  
4. If one wishes to remove water spots, or milkstone from equipment he/she should use
  - A. quaternary ammonium compound
  - C. iodophor
  - B. chlorinated alkaline detergent
  - D. acid cleaner
  
5. Failure to clean milking equipment before it is sanitized may result in
  - A. detergent flavor in milk
  - C. high somatic cell counts
  - B. high bacteria counts
  - D. foreign flavor
  
6. According to Cheese Reporter, despite higher feed costs in 2008, U.S. milk production continues to increase, and the year-over-year increase is projected to be about \_\_\_\_\_ percent this year, to 189.3 billion pounds.
  - A. 12
  - B. 10
  - C. 20
  - D. 30
  
7. Chemical sanitizers containing \_\_\_\_\_ are most widely used for sanitizing milking equipment.
  - A. bromine
  - B. saline
  - C. iodine
  - D. chlorine
  - E. fluorine

8. Fluid milk contains an average of \_\_\_\_\_ percent total solids.  
A. 9                      B. 11                      C. 13                      D. 15                      E. 17
9. The sugar of milk that souring bacteria change to acid is  
A. sucrose              B. glucose              C. galactose              D. lactose
10. About \_\_\_\_\_ of the calcium available in our food supply is provided by milk and milk products.  
A. 5%                      B. 50%                      C. 70%                      D. 95%
11. Milk with a high somatic cell count is expected to have a lowered content of \_\_\_\_\_.  
A. catalase              B. lipase activity              C. whey              D. casein              E. chlorides
12. Milk production increases for two reasons: there are more cows being milked and those cows are  
A. more stressed                      B. from cold climates  
C. from California                      D. more productive
13. Milk producers should avoid the use of metals that contain copper or that tend to rust because  
A. these conditions promote oxidation of the milk and bacterial contamination  
B. these kinds of equipment are quite costly  
C. these metals release radioactive particles  
D. they stimulate the growth of bacteria
14. Sour milk contains a high amount of  
A. free fatty acids                      C. lactic acid  
B. sulfuric acid                      D. conjugated linoleic acid
15. The major result of storing milk cold is the  
A. stopping of all bacterial growth                      C. killing of all bacteria  
B. slowing of bacterial growth                      D. killing of all microorganisms

16. A bulk milk hauler detected a sour odor in the raw milk in a farm bulk tank. Upon further examination he/she was likely to find
- A. a high somatic cell count
  - B. water had been added to the milk
  - C. that the milk had been exposed to pesticide
  - D. that the temperature of the milk was high
17. Somatic Cell Score (SCS) is expressed in somatic cell score units. Just like with somatic cell counts, \_\_\_\_\_ numbers are better for somatic score.
- A. even
  - B. higher
  - C. medium
  - D. lower
18. Expect a feed flavor in milk when
- A. agitation during cooling is very slow
  - B. agitation during cooling is too vigorous
  - C. milk is not cooled immediately after milking
  - D. cows are milked soon after eating succulent pastures or silage
19. Metallic/oxidized flavor of milk is **unlikely** to occur if milk is
- A. protected from exposure to dust and heat
  - B. protected from exposure to copper, sun light and fluorescent light
  - C. cooled quickly to less than 40°F
  - D. not adulterated with water and antibiotics
20. The natural lipase enzyme contained in all raw milk is kept away from milk fat globules, thus preventing development of rancidity because the
- A. fat globule membrane, a protective layer, covers the fat globules
  - B. the major protein, casein, ties up the lipase
  - C. fat globules are too small to attract the enzyme until they are homogenized
  - D. enzyme has to be activated by the heat of pasteurization

21. Cooperatives Working Together (CWT) is the \_\_\_\_\_ program that aims to strengthen and stabilize milk prices by balancing supply and demand.
- A. state –funded                      B. farmer - funded
- C. federal – funded                  D. none of the above
22. How long should Calf hutches be left empty between calves to prevent disease spread?
- A. 2 to 3 days                      B. 3 weeks
- C. 10 to 14 days                      D. 1 month
23. Cheese has driven milk prices in 2008. Which cheese prices are responsible for higher Class III prices this year?
- A. American                      B. Colby
- C. Cheddar                      D. Cream
24. What stomach is a magnet typically used in to remove metal objects that cause hardware disease?
- A. abomasums
- B. omasum
- C. reticulum
- D. rumen
25. Body condition scoring is one way to measure cow health. What is the ideal score for a milking cow?
- A. 1                      B. 3
- C. 4                      D. 5

MARKETING EXAM  
2008

26. In regard to retail prices paid for milk by consumers, Federal Milk Marketing Orders are intended to
- A. leave them to be determined in the marketplace
  - B. adjust them according to demand
  - C. adjust them according to supply
  - D. set them fairly
27. Who pays directly for the operation of Federal Milk Marketing Orders?
- A. producers of the milk
  - B. the U. S. Department of Agriculture
  - C. retail store owners
  - D. processors of the milk (called handlers)
  - E. consumers of grade A milk
28. 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
29. The bacteriological quality of grade A milk is
- A. a part of the testing by Market Administrators
  - B. the first consideration in pooling milk
  - C. not controlled by Federal Orders
  - D. only checked when the milk fails the freezing point test
30. There are four classes of milk under federal orders and they provide for
- A. classification according to the relative safety of each class
  - B. payment for milk according to its quality
  - C. payment for milk according to its cost of production
  - D. payment for milk according to the product in which it ends up
31. Milk classified by use under Federal Orders has different
- A. prices
  - B. bacteria counts
  - C. fat tests
  - D. all of these
32. A milk producer would receive the highest price for milk delivered within a milk marketing order if all of it were to be used to make into
- A. nonfat dry milk and butter
  - B. cheddar and mozzarella cheeses
  - C. ice cream and yogurt
  - D. fluid milk products
  - E. butter and anhydrous milk fat

33. Federal Milk Marketing Orders describe
- A. how payment is to be made to milk producers for milk
  - B. from whom milk is to be purchased by processors
  - C. to whom milk is to be sold by producers
  - D. grade A sanitary standards
34. The Federal Orders of today are based on the Agricultural Agreement Act of
- A. 1927
  - B. 1937
  - C. 1956
  - D. 1966
35. The **milk fat differential** used in paying for raw milk is
- A. a value set to penalize milk producers who have too little fat in their milk
  - B. a value established to penalize milk producers who have too much fat in their milk
  - C. the value to be added or subtracted per 0.1% of milk fat above or below 3.5%
  - D. all of the above
  - E. none of the above
36. The **average annual number of pounds** of milk produced per cow in the United States is approximately
- A. 2,000      B. 20,000      C. 1,500      D. 15,000
37. On a milk supply utilization basis, from highest to lowest usage, which list reflects quantities of milk needed to make these products?
- A. Frozen dairy products, cheeses, fluid milk and cream, butter
  - B. Fluid milk and cream, cheeses, frozen dairy products, butter
  - C. Cheeses, fluid milk and cream, butter, frozen dairy products
  - D. Butter, fluid milk and cream, cheeses, frozen dairy products
38. The practice that fairly distributes payments for milk among the producers in a given Federal Milk Marketing Order is called
- A. classified pricing
  - B. pooling
  - C. support pricing
  - D. differential pricing
  - E. distributive payments

39. Since 1984, dairy farmers have been contributing \_\_\_\_ cents for each hundredweight of milk they sell to fund state and national dairy promotion programs. (**Checkoff**)
- A. 10
  - B. 15
  - C. 25
  - D. 35
40. What percent of exported U.S. dairy products are sold without a subsidy?
- A. 0%
  - B. 50%
  - C. 80%
  - D. 95%
41. What percent of today's youth consume the recommended amount of dairy products?
- A. 10%
  - B. 30%
  - C. 50%
  - D. 75%
42. According to USDA, what percentage of milk do our U.S. cooperatives market?
- A. 44%
  - B. 62%
  - C. 86%
  - D. 100%
43. Which time of year is demand for dairy products typically the lowest?
- A. spring
  - B. summer
  - C. fall
  - D. winter
44. Milk prices on average are the lowest in
- A. summer
  - B. fall
  - C. winter
  - D. spring

45. In Federal Order markets, milk sold for consumption in fluid form is
- A. Class I
  - B. Class II
  - C. Class III
  - D. Class IV
46. Which country or region has the world's largest dairy herd?
- A. Canada
  - B. European Union
  - C. India
  - D. United States
47. According to a report compiled by the Institute for Food Technologists, \_\_\_\_\_ is now America's favorite at-home snack.
- A. Cheese
  - B. Yogurt
  - C. Ice cream
  - D. Chocolate milk
48. Organic milk makes up about what percent of U.S. milk sales?
- A. 1.8
  - B. 3.4
  - C. 16.7
  - D. 24.8
49. Cottage cheese is breaking a long cycle of flat sales and enjoying a revived popularity not seen since the 1970's because of its versatility and the popularity of
- A. Jenny Craig
  - B. Low-carbohydrate diets
  - C. Slim Fast
  - D. Spa Slim
50. The Dairy Export Incentive Program is used by USDA to subsidize the exports of
- A. fluid milk & butter
  - B. ice cream & butter
  - C. cheese & butter
  - D. nonfat dry milk & butter