

TROYE A. COOPER

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SUMMARY

Dairy Procurement leader who is a change agent with credibility and knowledge of operations in each of the links of the dairy supply chain. Can efficiently connect dairy farm producers to the end consumers' table. Honest and straightforward communicator who can effectively balance the role of a sales representative with that of a supply chain agent. Networked to a large organization of producers, haulers, processors and manufacturers throughout the industry. Known for passion of the entire dairy business. Expertise includes:

- Understanding of the relationship between CME, NASS and FMMO milk pricing
- Familiar with risk management tools to help mitigate concerns of volatility of both price and cost
- Quickly identify short and long term savings opportunities
- Develop effective sales and purchasing strategies to maximize returns and or savings
- Develop tools to measure and track savings over time
- Extensive experience with Dairy.com commodity trading platform and DairyPay quality and payroll system

PROFESSIONAL EXPERIENCE

MARYLAND & VIRGINIA MILK PRODUCERS

COOPERATIVE ASSOCIATION, INC, Reston, VA

2012 – Current

Director of Operations, Milk Marketing and Member Services

Direct day to day milk marketing operations across the Maryland & Virginia operating area.

- Oversee day to day field staff activities with the assistance of 3 Area Managers and 1 Quality Manager.
- Manage member milk supply across the Maryland & Virginia operating area.
- Establish and monitor member/producer pay programs while periodically adjusting to match market conditions.
- Oversee hauler relationships between cooperative, members and customers
- Present and uphold MDVA position in various industry groups including PADC, ADCNE, PAMFES and NCIMS.

DEAN FOODS COMPANY, Dallas, TX

2011 – 2012

Milk Supply Manager

Manage field staff of 3 Producer Relationship Specialists to grow and enhance existing supply of Grade A farm direct milk to northeast dairy plants. Develop patron programs to ensure competitive position in existing marketplace. Ensure producer compliance with Federal and State regulatory requirements and industry recognized GMP's.

- Led regional field staff through transition to centralized reporting by coaching through structure changes.
- Established producer quality premium programs and increased milk quality testing frequency to encourage focus on continuous improvement.
- Consolidated DairyPay payroll to streamline process and improve efficiency.

ALOUETTE CHEESE USA, INC, New Holland, PA

2008 – 2010

Director of Dairy Procurement

Responsible for sourcing, price negotiations and procurement of all dairy and non-dairy raw materials for manufacturing plants. Managed milk accountant and 4 employees to ensure compliance with Federal and State regulatory requirements. Supported Research and Development team in innovative project work on new products.

- Expanded direct supplier base to increase competition for business resulting in cost reduction of >\$500,000 per year for raw materials.
- Executed corporate dairy risk management strategy for milk, butter and NFDM using a combination of options, futures, swap agreements and fixed price contracts to reduce volatility of raw material costs.
- Determined a new supplier for crumbled cheese co-packing arrangement to improve quality and appearance of product while reducing cost by >\$100,000 per year.
- Eliminated >\$300,000 of potential lawsuit exposure by negotiating continuing contract with acid whey byproduct customer while also reducing disposal costs by >\$30,000 per year.
- Transitioned through successful SAP implementation.

DEAN FOODS COMPANY, Dallas, TX**1999 – 2008*****Director of Dairy Procurement***

(2005 – 2008)

Responsible for directing, sourcing, sales and procurement of >\$500M of cream and condensed skim milk produced by and purchased by 104 company owned processing facilities across the US. Collaborated with regional sales staff and local plant management to plan and implement utilization to generate the lowest cost, highest profit return of all fluid dairy commodities within the company. Analyzed daily and weekly dairy market data to determine the optimal strategy to maximize profits and/or minimize cost of transportation.

- Improved company relationships with suppliers and customers by networking within the industry.
- Coordinated with senior, regional and local quality and operations managers to identify routine quality deficiencies of milk and cream and improve through capital project inception and implementation.

Dairy Procurement Manager

(2003 – 2005)

Responsible for coordinating and scheduling transportation of cream within network of 104 company owned processing plants to maximize efficiency of scale.

- Introduced and trained plant personnel on implementation of Dairy.com commodity scheduling and trading platform to centralize view of plant needs.
- Utilized Dairy.com commodity transportation services to increase view of available movements to dairy haulers while maximizing backhaul opportunities.
- Reduced unnecessary purchasing at a premium and selling at a reduced price by coordinating load-out and receiving times between plants while continuing to meet customer orders.
- Monitored milk and butterfat shrink and provided solutions to correct excessive shrink.

Field Representative, Swiss Premium Dairy, Lebanon, PA

(1999 – 2003)

Responsible for milk procurement, quality assurance and regulatory compliance of all independent dairy farm suppliers. Managed all functions of the raw milk hauling business including the scheduling and organizing of farm pickup routes and supervision of 6 farm pickup drivers. Also responsible for general sanitation inside the plant and general maintenance of plant grounds.

- Increased independent direct farm supply from 65 producers to 85 producers by recruiting additional high quality independent dairy farm producers to accommodate Swiss Premium's growing business.
- Improved public perception of current farm practices on modern dairy farms.
- Reduced driver man hours by implementing 4 x 10 hour day work week schedule.
- Senior team leader in regulatory, customer and third party audit preparation.

MARYLAND & VIRGINIA MILK PRODUCERS**COOPERATIVE ASSOCIATION, INC, Reston, VA****1995 – 1999*****Hauling and Transportation Assistant***

(1997 – 1999)

Responsible for receiving milk orders from customer dairies and for scheduling milk routes to match customer needs. Served as liaison between milk haulers and the cooperative, and assisted in preparing annual production and sales estimates.

- Coordinated over 200 farm pick-up milk routes from approximately 1200 member dairy farms per day.
- Developed MS Excel spreadsheets to prepare weekly schedules to improve communication efficiency with 35 contracted milk hauling companies and 20 dairy customers in the Washington DC and Baltimore, MD area.
- Monitored daily receipts to reconcile gains and losses between producer weights and customer scale weights.

Meter Truck Operator

(1995 – 1997)

Responsible for operation of mobile milk meter equipment to verify the proper calibration of member bulk milk tanks while also enforcing proper milk pickup procedures with each farm pickup driver.

- Implemented hauler fax manifest system to streamline the transmission of daily producer weight information to the cooperative payroll department.

EDUCATION**B.S., Dairy and Animal Science (Business Option), Pennsylvania State University, University Park, PA****1993**

CERTIFICATIONS

Pennsylvania Grade A Approved Inspector License with Weigher/Sampler Permit

PROFESSIONAL ORGANIZATIONS

National Conference of Interstate Milk Shippers; Hauling Committee
Pennsylvania Association of Milk Food and Environmental Sanitarians; President
Pennsylvania Dairy Stakeholders
Delta Theta Sigma, Agriculture/Social/Professional Fraternity; Vice President