

**44<sup>th</sup> ANNUAL FLORIDA DAIRY PRODUCTION  
CONFERENCE: TUESDAY, MAY 1, 2007**

The 2007 Florida Dairy Production Conference will be held on Tuesday May 1, 2007 at the Hilton University of Florida Conference Center, located at 1714 SW 34<sup>th</sup> Street, Gainesville, Florida. This is the same location as the previous two years. A PCDART workshop will be held on Wednesday, May 2, 2007 at the same location. The 56<sup>th</sup> Beef Cattle Short Course is scheduled from May 2-4, 2007 at the Hilton.

**Program Florida Dairy Production Conference****Tuesday, May 1, 2007, Century Ballroom**9:00 AM **Registration**Presiding – *Albert De Vries*, UF Animal Sciences9:45 **Welcome** – *Geoff Dahl*, Professor and Chair, Department of Animal Sciences, University of Florida, Gainesville, FL10:00 **Hot Issues that Affect Milk Production (Inter)Nationally** – *Steve Larson*, Managing Editor, Hoard's Dairyman, Fort Atkinson, WI11:00 **Feeding Dairy Cows when Corn Prices are High** – *Charles Staples*, Professor, Department of Animal Sciences, University of Florida, Gainesville, FL11:45 **UF/IFAS Dairy Update** – *Geoff Dahl*, Professor and Chair, Department of Animal Sciences, University of Florida, Gainesville, FL12:00 PM **Luncheon**Presiding – *Adegbola Adesogan*, UF Animal Sciences1:00 **Improving Dairy Cow Fertility Through Genetics** – *Peter Hansen*, Professor, Department of Animal Sciences, University of Florida, Gainesville, FL1:45 **The Direction of Milk Marketing: from r-BST-Free to the Future of Federal Orders** – *Mary Keough Ledman*, Keough Ledman Associates, Libertyville, IL2:45 **Refreshment Break**3:15 **Employee Management for Producing Results on Your Dairy** – *Jorge Estrada*, President, Leadership Coaching International, Inc., Graham, WA4:15 **Employee Management Producer Panel** – Participants: *Ron St. John, Don Bennink, John Gilliland, Jorge Estrada*. Moderator: *Steve Larson*5:00 **Reception** – Hors d'oeuvres and a cash bar are available for your enjoyment.**Wednesday, May 2, 2007, Dogwood Room**9:00 AM **PCDART Workshop** – *Dan Webb*, Professor, Department of Animal Sciences, University of Florida, Gainesville, FL12:00 PM **Adjourn**

**Directions** to the Hilton: From I-75, take Exit 384 (Archer Road). Go east on Archer Road and proceed one mile to the intersection of Archer Road and SW 34<sup>th</sup> Street. Take a left (no north) onto 34<sup>th</sup> Street and the hotel will be three blocks down on the left-hand side.

**Registration** for the Dairy Production Conference on Tuesday May 1, 2007 includes the program, one copy of the proceedings, refreshment breaks, the luncheon, and reception. The early registration fee is \$65 for fees postmarked on or before April 20, 2007. The regular registration fee is \$80 for fees postmarked after April 20, 2007, or at the door. To register, please visit <http://dairy.ifas.ufl.edu> or contact Pam Gross at (352) 392-1916 (e-mail [pjg352@ufl.edu](mailto:pjg352@ufl.edu)). A \$35 processing fee will be deducted from all refunds. The conference is approved for 9 ARPAS CEUs.

Advance registration for the PCDART workshop is requested. Please e-mail [dore@animal.ufl.edu](mailto:dore@animal.ufl.edu) or call (352) 392-5592 by April 30, 2007.

**Conference Sponsorships** are available at \$250 per company. In addition to one free registration for the Dairy Production Conference, sponsors may submit educational and product information for inclusion in a packet for all registrants. For more information regarding sponsorship, please contact David Bray at (352) 392-5594 or e-mail [drbray@ufl.edu](mailto:drbray@ufl.edu).

For more information about the conference, contact Albert De Vries, (352) 392-5594, or e-mail [devries@ufl.edu](mailto:devries@ufl.edu).

## SPREADSHEET TO CALCULATE THE ECONOMIC FEASIBILITY OF ANAEROBIC MANURE DIGESTERS AVAILABLE

Albert De Vries, Russ Giesy, Ann Wilkie,  
and Roger Nordstedt

An Excel Spreadsheet is available to help dairy producers and their consultants to evaluate the economic feasibility of anaerobic manure digesters that use flushing systems for manure management. The spreadsheet considers both sales of gas and/or sales or reduced purchases of electricity and is based on standard investment analysis techniques. The documentation is UF/IFAS Extension Publication AN176, found at <http://edis.ifas.ufl.edu/AN176>. The latest version of the spreadsheet can be downloaded from the Florida Dairy Extension site at <http://dairy.ifas.ufl.edu/manure.html>. Contact Russ Giesy, [rgiesy@ufl.edu](mailto:rgiesy@ufl.edu), (352) 793-2728, or Ann Wilkie, [acwilkie@ufl.edu](mailto:acwilkie@ufl.edu), (352) 392-8699, for more information.

## CORN SILAGE / FORAGES FIELD DAY: THURSDAY, JUNE 14, 2007

The 2007 Corn Silage / Forage Field Day will be held in Tifton, GA, on Thursday June 14, 2007. The Field Day includes presentations on forages, forage management, and feed quality, as well as exhibits and field demonstrations.

For more information, contact Jerry Wasdin, [wasdin@animal.ufl.edu](mailto:wasdin@animal.ufl.edu), (352) 392-1120, or visit the Florida Dairy Extension website at <http://dairy.ifas.ufl.edu>.

## PROCEEDINGS FLORIDA RUMINANT NUTRITION SYMPOSIUM NOW AVAILABLE ON HTTP://DAIRY.IFAS.UFL.EDU

Albert De Vries

The proceedings of the 18<sup>th</sup> Florida Ruminant Nutrition Symposium are now available at the Florida Dairy Extension website (<http://dairy.ifas.ufl.edu/rns>). Papers include:

- Dietary Energy Density for the Close-Up Dry Cow – Postpartum Performance
- Ruminal Acidosis in Dairy Cows: Balancing Physically Effective Fiber With Starch Availability
- Nutritional Strategies to Enhance Immunity During the Transition Period of Dairy Cows
- Vitamins and Minerals Functioning as Antioxidants with Supplementation Considerations
- Effect of Selenium Source on Production, Reproduction, and Immunity of Lactating Dairy Cows

- Effects of Pre-shipping Management on the Performance of Florida Beef Calves in the Receiving Feedlot
- Strategic Addition of Dietary Fibrolytic Enzymes for Improved Performance of Lactating Dairy Cows
- Use of Milk or Blood Urea Nitrogen to Identify Feed Management Inefficiencies and Estimate Nitrogen Excretion by Dairy Cattle and Other Animals
- Strategies, Benefits, and Challenges of Feeding Ethanol Byproducts to Dairy and Beef Cattle
- Nutrition and Management During Gestation: Impacts on Lifelong Performance
- Do Grazing Beef Cows Benefit From Supplemental Anionic Salts?

## DAIRYVIP COMPUTER PROGRAM MANUAL AND UPDATED VERSION AVAILABLE

Albert De Vries

DairyVIP is an Excel-based computer program that assists dairy farm consultants and dairy producers to evaluate the consequences of changes in herd management and prices on dairy farms. The user-friendly program uses farm-specific inputs related to prices, milk production, reproduction, involuntary culling, body weights, breeding and culling decisions, and other important inputs. Seasonal effects can be included. DairyVIP first determines the herd demographics that follow from these inputs. The herd demographics then determine over 40 herd statistics such as profit/slot/year, cull rates, calving interval, and many more. Results can also be displayed per cwt milk yield. Two sheets with over 70 figures based on the results are also shown. The consequences of two different sets of inputs can be compared side by side. The latest version of DairyVIP, including documentation, can be downloaded from the Florida Dairy Extension website at <http://dairy.ifas.ufl.edu/tools>. For more information, contact Albert De Vries, [devries@ufl.edu](mailto:devries@ufl.edu), (352) 392-5594.



**Southeast Milk, Inc.  
Dairy Check-Off**

## POSITION AVAILABLE: UF/IFAS DAIRY HERD MANAGER

The Department of Animal Sciences is looking for a Dairy Manager for its 500 head Dairy Research Unit located in Gainesville, Florida. The DRU has free stall barns, a double 12 parlor, an automated milk recording system, a heifer replacement rearing unit, a manure flushing system, waste water and waste solids land application, and a forage operation.

Qualifications: Minimum bachelor's degree in agriculture with 3 years of experience managing and supervising a multi personnel dairy operation. Ability to plan and direct dairy cattle and farming operations, ability to determine work priorities, assign work and ensure completion; ability to supervise people; ability to delegate as needed; ability to understand and apply applicable rules, regulations, policies and procedures; ability to maintain accurate records; ability to understand computer record keeping systems; ability to communicate effectively verbally and in writing; ability to maintain effective working relations with others; knowledge of correct procedures and techniques used in dairy and farm management operations. Knowledge of pesticide and safety regulations required. Salary: Commensurate with experience and qualifications.

For more information, or to apply, contact Jerry Wasdin, (352) 392-1120; [jwasdin@animal.ufl.edu](mailto:jwasdin@animal.ufl.edu).

---

**POSITION AVAILABLE:  
ASSISTANT/ASSOCIATE PROFESSOR OF  
DAIRY NUTRITION**

This is a 12-month, tenure-track position that will be 60% research and 40% extension in the Department of Animal Sciences at the University of Florida. The person filling this position will be responsible for developing a strong research and extension program in dairy cattle nutrition and associated management schemes used by the Florida dairy industry. The person filling this position will be expected to recruit and advise graduate students, develop a nationally and internationally recognized research program, publish findings in peer-reviewed journals, and obtain extramural funding. An earned Ph.D. in Animal or Dairy Science or a related discipline is required. Postdoctoral experience is recommended but not required. Review of application materials will begin on or before May 1, 2007, and will continue until a qualified applicant is identified. Women and minorities are encouraged to apply. Please refer to position #00013096. For more information, contact Dr. Adegbola Adesogan, [adesogan@ufl.edu](mailto:adesogan@ufl.edu) or call (352) 392-7527. See the link at <http://dairy.ifas.ufl.edu> for a full description of the position.

---

**POSITION AVAILABLE:  
REGIONAL SPECIALIZED LIVESTOCK AGENT  
(DAIRY)**

UF/IFAS Extension is looking for candidates for a position as Regional Specialized Livestock (Dairy) agent in the Northeast District (Dixie, Gilchrist, Lafayette, Levy, Suwannee, Madison). The successful candidate will have district and collaborative statewide dairy (80%) and 4-H youth (20%) responsibilities that focus on the following areas:

- The individual will be responsible for planning, developing, implementing and evaluating programs in dairy production and management, forages and pastures, and other livestock species as appropriate.
- The individual will be expected to serve as a resource person and work cooperatively with producer groups, associations, state and local governmental and regulatory agencies in topic areas relevant to the dairy industry, and other livestock species as appropriate.
- This individual will provide district wide leadership in dairy management, generating training programs, written and electronic resources, and quality Extension educational programs.
- The individual will provide district-wide leadership to support effective and efficient planning, implementation and reporting of dairy 4-H youth development programs (e.g., clubs, camps, fairs, school enrichment, etc.) at the county, district and state levels in cooperation with faculty, staff, and volunteers.
- The individual will serve as a liaison between county faculty, state specialists, and other partners and collaborators.
- The individual will identify and secure funding (i.e. gifts, grants, donations) that supports programming needs.

A full description of the position can be found at [http://personnel.ifas.ufl.edu/vacancies/00023525\\_dairy.pdf](http://personnel.ifas.ufl.edu/vacancies/00023525_dairy.pdf). For more information, contact Dr. Geoff Dahl, [gdahl@ufl.edu](mailto:gdahl@ufl.edu), (352) 392-1981.

---

**MOVE YOUR AIR / HOLD YOUR WATER**

**David R. Bray**

Since it's time to cool cows again, it's time to tune up your cow cooling systems. The first thing is to clean your fans; dirty fans reduce air speed by 50%. With the price of energy these days it is important to keep the fans clean. It is not against the law to clean fans twice a year, especially if you have dusty roads near the barns. The faster the air movement around the cow, the faster the sprinkler water will evaporate from the cow's skin and the cooler they will be. The cooler the cow is the more food she will eat and the more milk she will produce. Fans will use the same amount of electricity if they are dirty or clean, so keep fans clean.

The second part of the cow cooling process is the use of water to be evaporated off the cow body to take the heat with it and cool the cow. This means that you only need enough water to get the cow wet to the skin, then turn the water off and the fans will evaporate the water from the cow. Adding too much water reduces the efficiency of this process. The excess water runs off the cow to the floor to the lagoon.

To conserve water you should adjust your sprinklers to just add enough water to soak the cow's skin and start to run off the cow. The length of the off cycle should be long enough to let the fans evaporate the water off the cow and then start again. There are some very good sprinkling controls on the market that are easy to adjust and will add more cycles as heat increases.

One of last year's Dairy Check Off Projects was to determine the results of turning sprinklers off on one side of a barn at the Dairy Research Unit at midnight and turn them on again (by timer) for one hour after the cows came back from the milking parlor. Our night time cycle for this particular barn is one minute of water every ten minutes. This is a very short cycle compared to most dairies. The water saving was 600 gallons of water per cow from the end of May to the first week in October. On a 1000 cow dairy this will be 600,000 gallons of water saved, 1.2 million gallons on a 2000 cow dairy. Remember that the less water you use, the drier the floors and the lower the humidity in the barn.

Sprinklers are stationary, cows are mobile. All it takes is a timer in front of the sprinkler controller to shut off the water when cows are in the parlor, laying down etc. If you don't have timers on the sprinklers, you are wasting water, and have soggy cows and are filling your lagoon. Less Is More!

Contact Dave Bray at [drbray@ufl.edu](mailto:drbray@ufl.edu), or call (352) 392-5594.



**Southeast Milk, Inc.  
Dairy Check-Off**

---

## PCDART ENHANCEMENTS

**Dan W. Webb**

PCDART is used by 113 herds in Florida and Georgia. A new program release, version 7.9, is expected any day now. This release will include the *Protocols and Chores* system which has been under development for the last 30 months. The new system allows each herd to define an unlimited number of *chores*, each of which can be a drug, vaccine, treatment or therapeutic action. This major enhancement will allow users a new way of listing cows for action based on pre-designed set of chores called a *protocol*. A dynamite feature is the ability to designate milk and/or meat withholding time for each chore. The use of these allows automatic listing of cows for which milk or meat should be withheld from market or conversely, when cows can be moved out of the hospital herd. Herd managers can summarize chores by date, count or percentage. This is truly a major enhancement that offers comprehensive herd health management options.

For herds where protocols don't fit the management plan, the use of chores alone can offer a way to simplify and improve the recording of health events and treatments. Also, significant use of chores can be applied to heifers.

To get a first-hand view and details on the new version, **plan now to attend the PCDART workshop in Gainesville on May 2** as a part of the 2007 Florida Dairy Production Conference. The workshop starts at 9 a.m. and the location is the Hilton University of Florida Conference Center, located at 1714 SW 34<sup>th</sup> Street, Gainesville, Florida.

---

## DAIRY BUSINESS ANALYSIS PROJECT: 2005 FINANCIAL SUMMARY AVAILABLE

**Albert De Vries, Russ Giesy, and Lane Ely**

Summary results of the 2005 financial and production Dairy Business Analysis Project (DBAP) survey are now available at the Florida Dairy Extension site at <http://dairy.ifas.ufl.edu/dbap> (look for "Dairy Business Analysis Project: 2005 Financial Summary"). Both an html and a PDF version of the report can be viewed and downloaded for free.

Twenty-one dairy producers in Florida and Georgia participated with their completed 2005 data. The summary consists of 16 tables and 5 figures detailing the collected information. Data is grouped by business size, production efficiency, revenues and expenses, financial performance indicators, and balance sheet information. Sorts are by state, herd size, milk per cow, net farm income per cwt, rate of return on assets, assets per cow, and liabilities per cow.

Interested dairy producers can still enroll to participate with their 2006 data. In return, participants will receive a report that benchmarks their financial and production performance with other participants in the project. Anonymity of data and participants is guaranteed.

New this year is that we will provide a benchmark report early in the year for those producers who submit their data timely. A second, final benchmark report will be provided when all data has been collected this year.

For more information, contact Russ Giesy, [rgiesy@ufl.edu](mailto:rgiesy@ufl.edu), (352) 793-2728; Albert De Vries, [devries@ufl.edu](mailto:devries@ufl.edu), (352) 392-5594, or Lane Ely, [laneely@arches.uga.edu](mailto:laneely@arches.uga.edu), (706) 542-9107.

