

NEW YEARS RESOLUTIONS III

David R. Bray

Happy New Year to you all! It's time again to plan for a successful new year on your dairy, which means we should repeat the successful things we did last year and not repeat last year's screw-ups. This time of year is a good time for planning, not only for this year but for the future. This means how do we continue to improve the things we do well and what do we change or eliminate that we don't do well. If you don't know what these are, sell out. Here are 13 New Year's resolutions:

- 1- Have a business plan. If you don't have one, get one. Dr. De Vries, or that Giesy guy or Dr. Ely in Georgia or your County Extension Agent can set you up.
- 2- Set goals for all the enterprises or areas of your dairy. These should have employee inputs also as this is the road map for success. These goals will then set the goals for your employees to strive to make the whole dairy's performance and safety improve.
- 3- These performance goals then are translated to employee job descriptions and compensation for their part of meeting the dairy's goals; these are explained at the employee performance review.
- 4- Implement some sort of employee training program to insure they understand their responsibilities in this quest for excellence.
- 5- Do only what you can do well. If you can't raise calves, use a calf raiser or buy replacements. If you can't grow crops, buy them or have them custom grown and or harvested.
- 6- Go visit other dairies in the Southeast. You see these people at SMI meeting. See what other people are doing. Some of the most innovative dairymen in the world live here. Go elsewhere in the country and see what's new there. This can help in the future planning process.
- 7- Replace outdated, worn out milking equipment. It's hard to preach great milking practices when nothing works half of the time.
- 8- Milk clean dry udders and post-dip.
- 9- Keep cows as clean, cool and comfortable as possible.

10- If your help can't walk and chew gum at the same time, have them chew tobacco; it's easier to swallow.

11- Hire help with more teeth than tattoos.

12- If you get out of breath tying your shoes, loose weight or wear boots.

13- Keep a smile on your face, people will wonder what you are up to.

STAY-GREEN RANKING EFFECTS ON CORN SILAGE QUALITY AND MILK PRODUCTION

A. T. Adesogan, K. Arriola, and C.R. Staples

Due to producer concerns about a possible link between corn silage stay-green (SG) ranking, poor silage quality and Hemorrhagic bowel syndrome in dairy cows, we conducted two Check-Off funded experiments to determine when to harvest corn hybrids with high SG rankings, and how SG ranking affects nutritive value, silage fermentation and milk production by dairy cows. In the first experiment, two high SG hybrids (Pioneer 31Y43 and Croplan Genetics 827) were compared against two average SG hybrids (Pioneer 32D99 and Croplan Genetics 799) and the results were previously summarized in this newsletter. The conclusions were as follows: 1) High SG corn hybrids should be harvested at about 34% DM to optimize nutritive value and yield; 2) SG ranking did not affect silage fermentation or aerobic stability; 3) Higher SG rankings were associated with lower DM and sugar concentrations and were less digestible.



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

Further analysis has revealed that some of the effects of SG ranking on nutritive value were affected by hybrid source. Though stover DM and whole-plant sugar concentrations were lower in hybrids with higher SG rankings from both companies, the Pioneer high SG hybrid had greater ear and whole plant DM than their average SG hybrid. However, unlike Pioneer hybrids, the Croplan Genetics high SG hybrid had greater fiber concentration and lower in vitro digestibility in the unensiled whole-plant, in the stover, and in the silage than their average SG hybrid. This indicates that among the hybrids tested, lower nutritive value was associated

with the high SG hybrid from Croplan Genetics but not Pioneer.

Experiment 2 determined the effect of SG ranking and maturity of corn hybrids and simulated rainfall on the health, feed intake and milk production of dairy cows. Two corn hybrids with high (Croplan Genetics 691) or low (Croplan Genetics 737, LSG) SG rankings were harvested at 26% (Maturity 1) or 35 %DM (Maturity 2) and ensiled. A further treatment involved addition of water to the high SG, Maturity 1 hybrid during packing to simulate rainfall. Each of the resulting silages was fed as part of a total mixed ration to 30 Holstein cows in two periods. Harvesting corn silage at 35% instead of 26% DM decreased intakes of CP and NDF, digestibility of NDF and starch, and milk yield, but increased the efficiency of feed utilization for milk production. This suggests that corn silage should be harvested at about 35% DM to enhance the efficiency of milk production. Corn hybrids with high SG rankings did not affect silage fermentation, milk production, incidence of digestive upsets or counts of organisms thought to cause Hemorrhagic bowel syndrome (*Aspergillus fumigatus* and *Clostridium perfringes*). However, higher SG rankings resulted in lower nutrient intake and digestibility, and led to higher, though physiologically normal, rectal temperature and higher blood concentrations of an inflammatory stress index. Simulated rainfall at harvest increased yeast and mold counts and decreased aerobic stability. In conclusion, no link between the incidence of hemorrhagic bowel syndrome and corn silage SG ranking was found in this study. For more information, contact Dr. Adegbola Adesogan by email at adesogan@ufl.edu, or (352) 392-7527.

FIRST SOUTHERN REGIONAL DAIRY CHALLENGE A GREAT SUCCESS

Albert De Vries

On November 19-21, 2006, 41 students from nine southern colleges and universities participated in the first annual Southern Regional Dairy Challenge held at the Hotel Roanoke & Conference Center in Roanoke, VA. Program chairman Dave Winston from Virginia Tech welcomed students from Alabama A & M University, Clemson University, University of Georgia, Ferrum College, Louisiana State University, North Carolina State University, Virginia Tech, Western Kentucky University and the University of Florida. The four University of Florida students were coached by Albert De Vries who also serves as the Southern Dairy Challenge committee chairman.

The Southern Regional Dairy Challenge is an innovative three-day event designed by industry and university professionals to strengthen the Southern dairy industry's future. Working in mixed-university teams of five students, contestants assessed all aspects of a working dairy farm and presented recommendations for

improvement to a panel of judges and the participating farm family. The host farm was L.R. Hammock and Sons in Chatham, VA.

Students arrived at the Hotel Roanoke & Conference Center on the afternoon of Nov. 19. After check-in and registration, participants were split into mixed-university teams. The composite team approach provided a unique opportunity for students to build team skills as well as learn more about dairy programs at other universities. At the end of the evening, teams received detailed production, financial, nutrition and reproduction records, and began brainstorming in preparation of their farm visit.

The next morning, teams traveled to the host farm to evaluate cows, facilities and management practices. After a two-hour farm visit, teams returned to the hotel to analyze their data and develop recommendations for improvement. Each team prepared a 20-minute presentation that detailed their observations and suggestions.



On the program's final day, each team presented their evaluation and recommendations to a panel of industry judges. Teams were ranked as platinum, gold or silver – based on how well their evaluations matched the judges' evaluations of the dairy operation. The Dairy Challenge ended with dinner and an awards ceremony.

Dave Winston stated, "It's amazing what the students accomplished in a short time period. They built a team from scratch, analyzed the dairy farm from multiple perspectives, and made outstanding presentations to our judges to report their findings. The skills they learned through their participation in the Dairy Challenge will help them significantly as they prepare for their careers."

A major sponsor was Florida-based Dairy Production Systems in High Springs. Other Florida-based sponsors were Southeast DHIA and Southeast Milk, Inc. Many other sponsors in the South and nationally contributed to the event. In addition, Southeast Milk, Inc. awarded lifetime memberships in the National Dairy Shrine to all participants in the 2006 contest. National Dairy Shrine preserves the heritage of the dairy industry and provides awards and scholarships for a bright future for the dairy industry.

Louisiana State University will host the second Southern Regional Dairy Challenge on Nov. 15-17, 2007. If you have questions about the Southern contest, contact Gary Hay at ghay@agctr.lsu.edu or Albert De Vries at devries@ufl.edu. The Southern Regional Dairy Challenge is under the guidance and support of the North American Intercollegiate Dairy Challenge, which

was established in April 2002, as a management contest to incorporate evaluation of all aspects of a specific dairy business. For more information, call (217) 485-3441 or visit <http://www.dairychallenge.org>.

18th FLORIDA RUMINANT NUTRITION SYMPOSIUM: JANUARY 30-31, 2007

The 18th Annual Meeting of the Florida Ruminant Nutrition Symposium will be held Tuesday, January 30 - Wednesday, January 31, 2007 at the Best Western Gateway Grand Hotel located at 4200 NW 97th Blvd. in Gainesville, Florida (I-75 exit 389). Program:

AM Tuesday, January 30, 2007

- 9:30 Registration starts
- 11:45 Buffet Lunch
- PM
- 1:00 Welcome & Introductions
- 1:05 **Dietary Energy Density for the Close-Up Dry Cow – Postpartum Performance** - Dr. Gabriella Varga, The Pennsylvania State University, College Park
- 1:45 **Ruminal Acidosis in Dairy Cows: Balancing Physically Effective Fiber With Starch Availability** - Dr. Karen Beauchemin, Agriculture and Agri-Food Canada, Research Centre, Lethbridge, Alberta
- 2:25 **Nutritional Strategies to Enhance Immunity During the Transition Period of Dairy Cows** -- Dr. Matt Waldron, University of Vermont, Burlington
- 3:05 Refreshment Break
- 3:35 **Vitamins and Minerals Functioning as Antioxidants with Supplementation Considerations** - Dr. Lee McDowell, University of Florida, Gainesville
- 4:15 **Effect of Selenium Source on Production, Reproduction, and Immunity of Lactating Dairy Cows** - Dr. William Thatcher, University of Florida, Gainesville
- 4:55 **Effects of Pre-shipment Management on the Performance of Florida Beef Calves in the Receiving Feedlot** - Dr. John Arthington, University of Florida, Range Cattle REC, Ona
- 5:30 Welcome Reception

AM Wednesday, January 31, 2007

- 7:30 Morning Refreshments
- 8:00 **Strategic Addition of Dietary Fibrolytic Enzymes for Improved Performance of Lactating Dairy Cows** - Dr. Gbola Adesogan, University of Florida, Gainesville
- 8:40 **Use of Milk or Blood Urea Nitrogen to Identify Feed Management Inefficiencies and Estimate Nitrogen Excretion by Dairy Cattle and Other Animals** - Dr. Rick Kohn, University of Maryland, College Park

- 9:20 **Strategies, Benefits, and Challenges of Feeding Ethanol Byproducts to Dairy and Beef Cattle** - Dr. David Schingoethe, South Dakota State University, Brookings
- 10:00 Refreshment Break
- 10:40 **Nutrition and Management During Gestation: Impacts on Lifelong Performance** - Dr. Joel Caton, North Dakota State University, Fargo
- 11:20 **Do Grazing Beef Cows Benefit From Supplemental Anionic Salts?** - Dr. Matt Hersom, University of Florida, Gainesville
- 12:00 Adjourn

Registration: Visit the symposium website at <http://conference.ifas.ufl.edu/ruminant/>. You may also register by phone by calling the UF/IFAS Office of Conferences and Institutes at (352) 392-5930. The Onsite Registration Desk at the Symposium will be open from 9:30am - 5:00pm on Tuesday, January 30th.

Lodging: Contact the Best Western Gateway Grand Hotel directly at 1-877-464-2378 and be sure to specify you are attending the Ruminant Nutrition Symposium.

For a detailed symposium program or sponsor information, please contact the symposium organizers, Dr. Charles Staples at chasstap@ufl.edu or Dr. Adegbola Adesogan at adesogan@ufl.edu.

E-LEARNING: SEE AND LISTEN TO THE 3rd DAIRY ROAD SHOW PRESENTATIONS ON YOUR COMPUTER

Albert De Vries and Brent Broaddus

In case you missed it, or want to listen again, you can now hear and see six of the presentations given during the 3rd Florida and Georgia Dairy Road Show in 2006 right from behind your computer with fast internet access. Using rapid e-learning software, the narration and the slides used during the presentations were combined into Flash presentations that most internet browsers support.



Simply visit the Dairy Road Show website at <http://dairy.ifas.ufl.edu/drs> and click on Listen.

The six presentations are: Management of transition dairy cows to improve reproductive efficiency (Pedro Melendez); Mastitis control (David Bray); How to reduce mastitis and somatic cell counts in your dairy herd with DairyMetrics and custom PCDART reports (Brent Broaddus); PCDART protocol system (Dan Webb); Developing quality dairy replacement heifers (John Bernard), and Ranking dairy cows for future profitability and culling decisions (Albert De Vries).

2006 CORN SILAGE HYBRID PERFORMANCE TRIAL RESULTS

Results of the corn silage hybrid performance trials in 2006 at the Plant Science Unit in Citra, Florida, are now available on the Florida Dairy Extension website <http://dairy.ifas.ufl.edu>. For further information, contact Jerry Wasdin (352-392-1120; jwasdin@animal.ufl.edu), Charles Staples (352-392-1958; staples@animal.ufl.edu), or Adegbola Adesogan, (352-392-7527; adesogan@ufl.edu).

33rd ANNUAL SOUTHERN DAIRY CONFERENCE

The 33rd annual Southern Dairy Conference will be held at the Westin Atlanta Airport Hotel, Atlanta, GA, on January 30 - February 1. This program is planned and presented to focus on issues and opportunities affecting the entire dairy industry of the Southern United States. The conference is sponsored by the Southern Land Grant Universities, including the University of Florida. For more information, contact Dan Webb at (352) 392-5592 or dwwebb@ufl.edu.

AM Wednesday, January 31, 2007

- 7:30 Continental breakfast
- 8:00 Registration
- 9:15 Welcome
- 9:30 **National Dairy Situation and Outlook** - Ken Bailey, Penn State University
- 10:15 **Trade, Farm Bill and Dairy Policy Developments** - Scott Brown, University of Missouri
- 11:00 **Energy Outlook/Ethanol & Biodiesel Production** - Matt Roberts, Ohio State University
- 11:30 **Ethanol & Biofuel Production: Impacts on Dairy & Feed Costs** - David Anderson, Texas A&M University

PM

- 12:00 Lunch
- 1:15 **SUDIA Update** - Cheryl Hayn, SUDIA General Manager
- 1:35 **Overview of U.S. Dairy Products Trade: Impact on U.S. Dairy Prices** - Ken Bailey, Penn State University
- 2:05 **State Dairy Incentives/Legislation and Program Overview** - Hal Harris, Clemson University
- 2:45 Break
- 3:15 **Successful Dairying in the Southeast: A Dairy Producer Panel** - David Sumrall, large MS dairy producer; Will Maloney, dairy producer in TN; Al Wehner, GA pasture based/value added dairy producer; Kerry Chestnut, NZ Dairy Group in GA

- 4:30 **Panel Discussion: Developing Successful Dairies in the South** - Moderator: Steve Nickerson
- 5:00 Adjourn

AM Thursday, February 1, 2007

- 7:00 Continental breakfast
- 8:15 **New Zealand Dairy Farm Expansion in the U.S.: Why Southern Missouri?** - Kyle Bounous, Dairy Farmers of America, field representative; Charles Fletcher, MO dairy producer
- 8:45 **Update on the Status of the EPA Air Quality Study** - Jim Tillison, NMPPF
- 9:15 **Crossbreeding Dairy Cattle: Impact on Milk Volumes & Components** - Bennet Cassell, Virginia Tech University
- 9:35 **New Opportunities for Managing Heat Stress: Impact on Milk Volumes & Components** - Joe West, University of Georgia
- 10:00 Break
- 10:30 **Visions for the Future of the Southeast Dairy Industry** - Rick Smith, CEO of Dairy Farmers of America
- 11:30 **Discussion and Wrap Up...Evaluation** - Jodie Pennington, University of Arkansas
- 12:00 Adjourn

Registration: for on-line registrations (credit card only) visit <http://www.pware.com/2532>. A mail-in registration form can be found at <http://dairy.ifas.ufl.edu> (click on Southern Dairy Conference). On-site registration at the conference will be held adjacent to the meeting room. For lodging reservations at the Westin Atlanta Airport Hotel, you may call 1-888-627-7211. The Westin Atlanta Airport Hotel is located at 4736 Best Road, Atlanta, GA.

OTHER 2007 DAIRY MEETINGS

A Spanish language **Master Hoof Care** technician training program will be held in Gainesville on January 29-31, 2007. For more information, contact Jan or Leslie Shearer at jks@ufl.edu, (352) 392-4700 ext. 4112 or visit <http://lacs.vetmed.ufl.edu/MasterHoofCare>.

The 4th **Dairy Road Show** is planned to be held in the Fall of 2007. This is a change from previous years when the Dairy Road Show was held in February and March.

The 44th **Florida Dairy Production Conference** is scheduled for Tuesday, May 1st, 2007 in Gainesville. For more information, contact Albert De Vries, devries@ufl.edu, (352) 392-7563.