

## Efficient Production Holds Key To Future Profits, Dairyman Says

Making a profit in the dairy business is still the same—having some money left over at the end of the year. But when you're the owner of an 800-acre, \$400,000 dairy farm, you better come up with the right answers or you'll soon be out of business.

Such a farm owner is Allie Messer, dairyman from Church Hill, Md.; He believes he can keep right on coming up with the answers that spell profit. Messer told the audience at the University of Delaware's Farm and Home Week recent-

ly that dairying can pay, even today, for efficient managers who keep up with the times. Profit has to be geared to production per man, as well as production per cow, according to Messer. High-producing cows alone won't offset the high cost of labor, equipment and land. "Farm land costs ten times as much as it did when I went into this business; the corn planter I bought then for \$99 costs me \$400 now. Feed costs more and labor is pretty hard to find at all. Dairyman have to be ef-

### LIQUID PROTEIN

"We can not recommend free choice feeding of liquid protein supplements, at present," says associate county agent Victor Plastow. He suggests there is a lack of data to indicate that dairy cows will balance their protein or nitrogen needs with free choice feeding. In fact, he stresses, there is considerable indication to the contrary.

In some research studies, dairy heifers have averaged as much as 5 to 6 pounds of liquid supplement per head daily, he reports. Cows have aver-

aged as high as 8 pounds per head daily with some consuming as much as 12 to 15 pounds daily. "Recently we have seen cows in several herds averaging about 2 pounds per head daily, when pinwheel feeders were used. However, some high-producing cows ate little or none; while others consumed 6 to 8 pounds. A group of dry cows averaged about 4 pounds per head daily," Plastow said.

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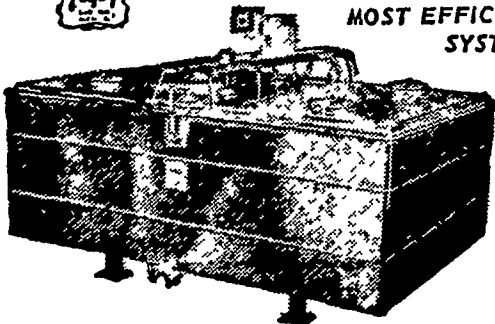
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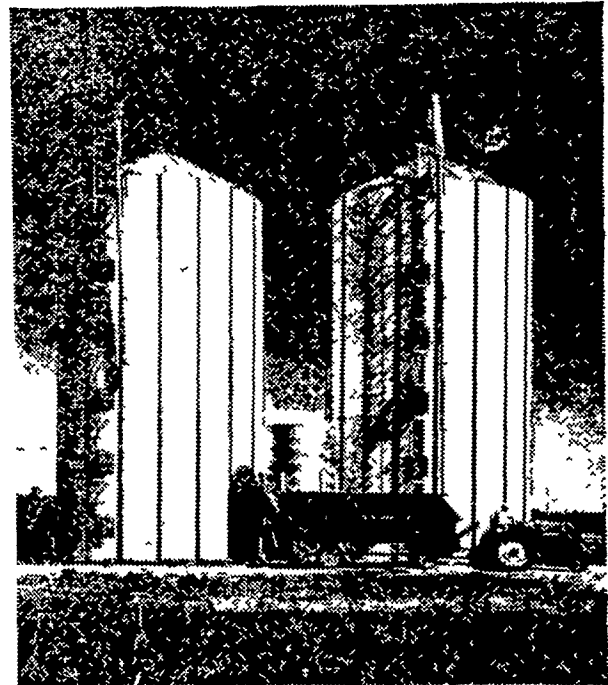
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