



**AGRI-KING**

KEY TO PROFIT

# PROGRESS



**Harold And Donald Bollinger**

## REGISTERED HOLSTEINS — WILLOW MAPLE FARM

COMPARE THE PROFIT OVER FEED COST OF 1972 WITH 1975 ★ ALL FIGURES ARE DONE ON TODAY'S PRICES

<b>Year 1972 — 365 day average - 12,414 lb. 4 percent milk</b>	
<b>Average per day</b>	
milk 34 lb. x 48 cows —	1632 lb. x \$.10 — <b>\$163.20</b>
feed cost \$2.18 per cow per day x 48 cows —	<b>\$104.64</b>
profit over feed cost per day on 48 cows —	<b>\$ 58.56</b>
- Feed and cost	
outside grain 7 lb. x \$.045 —	<b>\$.31</b>
inside supplement 10 lb. x \$.10 —	<b>\$1.00</b>
corn silage & haylage (D.M.) 29 lb x \$.03 —	<b>\$.87</b>
	<b>\$2.18</b>
per day profit over feed cost	<b>\$ 58.56</b>
per month profit over feed cost	<b>\$ 1,756.80</b>
per year profit over feed cost	<b>\$21,374.40</b>
<b>Feed cost per hundred lb. milk</b>	<b>\$6.41</b>

ALL  
(.10 milk 3.5%)  
(.10 differential)

**365 DAYS ROLLING HERD AVG.**

NO. COW	YEAR	MILK LBS.	FAT LBS.	FAT TEST	GROSS INCOME
48	1967	13,431	554	4.1%	<b>\$1423.68</b>
49	1968	12,202	503	4.1%	<b>1293.41</b>
49	1969	12,215	506	4.1%	<b>1294.79</b>
45	1970	13,482	557	4.1%	<b>1429.09</b>
51	1971	12,485	492	3.9%	<b>1298.44</b>
55	1972	12,414	489	3.9%	<b>1291.05</b> Started
51	1973	15,256	610	4.0%	<b>1601.88</b> Agri-King
47	1974	17,008	657	3.9%	<b>1768.83</b>
47	1975	19,598	678	3.5%	<b>1959.80</b>
48	Dec. 1975	20,219	688	3.4%	<b>2001.68</b>

The last cows purchased Nov. 1971.

This is only talking about milk production and feed cost and these are only one-half of the overall net profit picture. You must also consider the health of your cows and heifers because this means you won't have to replace as many. It also means you will be able to sell replacement animals to other farmers and this must also be considered in net profit.

<b>Year 1975 - 365 day average - 19,598 lb. 3.4 percent milk</b>	
<b>Average per day</b>	
milk 53.7 lb. x 48 cows —	2577.6 lb. x \$.0940 — <b>\$242.29</b>
feed cost \$2.36 per cow per day x 48 cows —	<b>\$113.28</b>
profit over feed cost per day on 48 cows —	<b>\$129.01</b>
- Feed and cost	
outside grain 4.1 lb. x \$.0866 —	<b>\$.35</b>
inside grain 12 lb. x \$.0930 —	<b>\$1.11</b>
haylage & corn silage (D.M.) 30 lb. x \$.03 —	<b>\$.90</b>
	<b>\$2.36</b>
per day profit over feed cost	<b>\$129.01</b>
per month profit over feed cost	<b>\$3,870.30</b>
(1975) per year profit over feed cost	<b>\$47,088.65</b>
(1972) per year profit over feed cost	<b>\$21,374.40</b>
1975 increased net profit over 1972	<b>\$25,714.25</b>
Feed cost per hundred lb. milk	<b>\$4.39</b>

See Individual Cow Records of Willow Maple Farm Registered Holsteins on Page 67 of this issue.

### Testimonial

At the time we started Agri-King (March 1973) the cows were doing as good as they had ever done. But I knew from past years that they did not hold production very long. At that time no one seemed to talk much about a balanced feeding ration. I was trying to work with my local feed mill by using averages to try to balance my feeding program. I could get milk production up, then I would have trouble - down would come the milk and out would go the cows. It was hard for us to hold high milk production for any length of time.

Some people ask what we have changed in our operation to make such an increase in milk. Yes, I will not deny that we have more interest in our cows now than in 1972, but we can't say that we spend a lot more time in the barn in 1975 than we did in 1972. The way we do things is not always the best way, but this is what we do. We fed the cows grain three times a day in 1972 and in 1975. We fed silage three times a day in 1972 and in 1975. We use very little bedding under the cow along with rubber mats and grates over the gutter. We milk in the stall barn and feed the grain there also. We feed the silage outside in the bunk, except over winter when we feed in the barn and in the bunk. The biggest thing we have changed is that now we know what to feed — Agri-King tells us how much grain to feed and how much silage to feed. We take a silage sample every two weeks. This helps us to change the grain ration when the silage changes. After all what you put into the grain mix should supply what is not in the silage.

There is another thing we have done to help and I think it is a must to get 20,000 lb. of milk and hold it. We cultured all the cows' milk and treated them. Now we culture the cows as they go dry. This way we know which cows to treat and what to treat them with. If a cow has no infection, we do not treat her because if the nutrition is right, the cow will take care of that herself. We also have made some changes in our milking equipment to get it to function properly. When milking equipment is in good condition there is one less stress on the cow's udder, and this is important to high production.

No, I do not live with the cows - I married my wife, not the cows. I try to take care of the cows as well as I can, but sometimes I don't think I get the job done like I should. It seems like there is always more to do than I get done.

I have heard from other people that we are going to quit the Agri-King program. No, we are not. Once a farmer understands what Agri-King does, and what they provide for the farmer; I can't see why he would quit. If he is having trouble with his cows there is a reason and I feel he should look for the real reason and not just hunt excuses.

I have found that we must work closely with the Agri-King serviceman and the Agri-King office so we all can work in the same direction.

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