



Facts for dairymen

By Alan Bair

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LEAKS IN THE MANAGEMENT BUCKET
The effect that a leaking milk pail would have on profits should seem obvious to most dairymen - but, How many small "profit leakers" are keeping you from reaching the income levels that you deserve from your labors?

Just for the moment let's forget about the big management decisions affecting dairy farm income such as feeding, breeding and farm financial management. Let's focus our attention on some of

those little noticed but quite obvious "leaks" in your management bucket.

Proper maintenance of milking equipment has to be one of the most neglected jobs on the farm. A daily check of oil level, belts and proper regulation function takes less time than it does to read this article, yet this job is often given once-a-month priority. A new pump, improper milking function or a severe outbreak of mastitis is a stiff penalty to pay for the lack of simple and very inexpensive maintenance.

Ever stop to think how

Lancaster Co. DHIA

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Paul V. Nissley						
Judy	RH	6-2	301	18,750	4.4	824
Jan	RH	4-2	305	17,128	4.6	794
Dixie	GrH	6-11	305	20,566	3.7	756
Curtis E. Akers						
Anita	RH	8-4	305	18,103	4.5	818
Joseph DeLong						
11B	GrH	3-4	305	19,987	4.1	817
52C	GrH	8-4	305	16,708	4.2	704
Robert Kauffman Jr.						
Dinah	RH	3-5	299	17,067	4.8	817
Millie	RH	3-10	305	20,130	4.0	803
Samuel B. Lapp						
Ann	RH	7-6	305	20,389	4.0	807
Donna	RH	5-3	305	18,133	4.1	752
Karen	RH	8-9	305	18,518	3.8	712
Roy H. & Ruth H. Book						
Marlo	RH	6-0	305	22,453	3.6	806
Ellis D. Kreider						
73	GrH	5-7	305	22,153	3.6	802
Edwin J. Landis						
Carol	RH	7-2	305	20,833	3.8	802
Twinkle	RH	6-6	305	19,906	3.6	715
Moses N. Good						
Irene	RH	6-10	305	17,560	4.6	802

many containers of medication, sanitizers, treatments, miracle products, and general cures - all you have around? Your business seems to demand them today, but have you purchased wisely. Right - each of them only cost a few dollars to purchase, but how much did they cost you to use. Legitimate companies spent millions of dollars testing products and properly labeling them and then you either buy an unlabeled product that a friendly salesman says will work or misuse a properly labeled product. It makes more sense to me to believe the pros rather than the misguided judgement of the friendly idiot.

What about waste around the farm? Just a little mineral spilled here and some feed there. Doesn't amount to much you say. Well, add it all up. Odds and ends of feeds, treatments, pesticides, rat and rodent damage, loss and spoilage

due to improper storage, etc. The possibilities are endless - consider the dairyman who is using energy to heat his milkhouse when the door doesn't close and the window is broken out!

Yes, the "BIG" items of feeding, breeding and management are important, but the "little" things can collectively be just as important. Take the time to "patch" the leaks in your farm management bucket.

Loren L. Zimmerman						
Empy	RH	13-3	305	20,806	3.8	800
Elva	RH	7-6	305	18,527	3.8	702
Melvin R. Eby						
Honey	RH	4-7	305	24,408	3.3	798
Rhoda	RH	3-8	305	16,613	4.3	720
LeRoy S. Weaver						
Ann	GrH	5-8	305	21,014	3.8	798
Julia	GrH	7-2	287	16,191	4.6	744
Allen Lee Stoltzfus						
Dinah	RH	5-5	305	19,931	4.0	798
Samuel F. King						
Bonnie	GrH	5-7	305	17,113	4.7	798
Roy C. Neff						
Pam	RH	7-7	305	20,134	3.9	794
Stella	RH	6-1	305	19,195	3.9	741
Enos Buckwalter Trust						
67	GrH	6-1	305	18,311	4.3	793
Maurice F. Welk						
Joyce	RH	7-2	305	21,445	3.7	792
Fluff	RH	5-1	305	20,044	3.6	718
Calvin D. Beiler						
Lyle	RH	4-4	305	22,178	3.6	789
Luc	RH	5-2	305	18,512	4.2	775
Sun Crest Farm						
59	RH	2-2	305	22,511	3.5	787
52	RH	4-3	305	20,736	3.7	770
Samuel M. Martin Jr.						
Darla	RH	6-11	305	18,879	4.2	787
C. Witmer Sherer						
Karla	RH	7-2	305	22,470	3.5	784
J. Clayton Charles						
Slim	GrH	3-3	305	19,884	3.9	784
Jean	RH	5-4	305	18,781	3.9	730
Joseph Eshleman						
Crystal	GrH	5-1	305	19,257	4.1	784
Naaman W. Stoltzfus						
Dot	RH	6-5	305	17,155	4.6	783
Tammy	RH	8-3	305	16,715	4.5	753
Elsie	RH	4-3	305	14,985	4.8	716
Neff Brothers						
Patsy	RH	9-4	305	19,854	3.9	779
Ruth	GrH	9-2	305	17,821	4.1	726
Elam B. Rutt						
Valla	RH	7-11	305	20,518	3.8	778
Effie	RH	4-5	305	22,441	3.3	750

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466 Baler Round Balers		
35 and 3800 Forage Harvesters		
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200 and 300 Stack Wagons		
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