

Dairy Pipeline

(Continued from Page D17)

what portion should be allocated to each crop. And finally, determine your cost per ton, per bushel, etc. Compare this with your DHIA feed costs. There may be a sizeable difference - perhaps as much as \$300 per cow. The reason for this is DHIA figures do not necessarily reflect feed wastage and spoilage losses, excessive machinery and storage costs, the cost of feeding heifers, etc.

Adjust your DHIA returns over feed costs by the discrepancy, above, to get a truer picture. Also deduct other cow-related costs (interest on cow loans, bedding, milking equipment and manure handling expenses, bedding, supplies, vet, breeding, testing, registration, etc.) Figure the cost per cow. Adjust your DHIA returns again, by this amount, and you'll have a pretty good idea of the profitability of each cow in the herd. Don't let the DHIA returns over feed costs lull you into thinking your cows are more profitable than what they really are.

This does not discredit the value of your DHIA figures; it helps you

interpret them more accurately. They are still the best figures available for comparing one cow to another, and you need that information! Having done all of this, now it's time to decide which cows you cannot afford to feed. And, don't overlook some of those ordinary cows with long dry periods; they're costly to feed, too, especially if they are tying up valuable stall space that could be filled by a good-producing, profitable cow.

Cut costs where you can, but be very cautious in several areas. For example, it still pays to feed good producing cows well; they are the profit makers, and you certainly don't want to cheat them. Preventive veterinary dollars help ward off costly problems, don't cut too hard here either. Similarly, good crop yields are essential for producing lower cost forages and to reduce the purchase of higher priced feeds. So don't skimp on lime, fertilizer, and chemicals that are necessary for good yields - not necessarily top yields. Do avoid excess applications of these materials. Soil tests, give credit for the nutrients in manure and scout

fields for insects, weeds and diseases before deciding to spray the fields.

Good production per cow and high yields per acre are important for efficient, profitable production. For example, 1982 Penna. DHIA figures show that milk income over feed costs was \$1144, \$1414 and \$1717 respectively for herds averaging 14,240, 16,803 and 19,521 pounds of milk. That's about a \$100

increase in return over feed cost for each 1000 pound increase in production.

Recent figures from the Pennsylvania Alfalfa Growers program indicated it cost \$86 and \$43 to grow a ton of hay when yields per acre were 3.4 and 8.2 tons respectively. Some additional figures from a recent Minnesota study also show that it really pays to do a good job with your alfalfa stands

| | | | |
|----------------|-------------------|-------|-------|
| Yield per acre | | 2.4 T | 6.6 T |
| Crude protein | - percent | 17 | 22.8 |
| | - pounds per acre | 800 | 3000 |
| TDN | - percent | 52 | 62 |
| | - pounds per acre | 2500 | 8200 |

Don't be concerned about getting the highest yields; they may not be the most profitable. What level will be most profitable will vary from farm to farm. Remember too, top production requires sustained top management, and that can become very tiring, physically and emotionally. For example, top producing cows are under a lot of stress, and a lot of things have to be done right, and at the right time. If not performed properly, things can fall apart fast - appetite problems, depressed fat tests, twisted stomachs, ketosis, poor conception, foot problems, etc. In

other words, know your situation and what you can handle.

It seems like we're in an era where it's going to be a contest of "the survival of the fittest". Will you be "fit" enough to survive? It appears to me that we're going to have to focus on getting better - not bigger. That will increase, or help preserve, your profit margin per cow, and that's what will be needed to survive.

For more information on this subject contact the Penn State Extension Service which is an affirmative action, equal opportunity educational institution.

Vermeer reports changes

PELLA, Ia. — Vermeer President, Stan Vermeer, recently announced a series of promotions and changes in the sales and marketing structure of the Pella, Iowa company.

Lyle Borg, who for nearly four years has served as Product Sales Manager-Agricultural Sales, assumes the position of Sales Manager for all products including ag, trencher and tree sales in the domestic (North American) market.

Kevin Groomes has been named Product Sales Manager-Industrial Sales. This will include both tree and trencher divisions. He was formerly the tree division product sales manager.

George Wassenaar will become the new manager of Dealer Procurement and Development plus the newly organized Industrial Fleet Accounts Department. He will also supervise sales and product training.

Jim Dolezal, who has currently been Product Sales Manager-Balers, will now assume the responsibility of all agricultural products.

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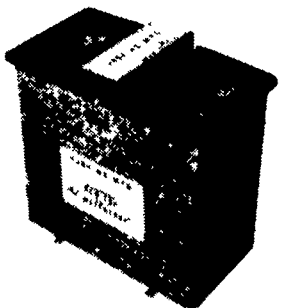
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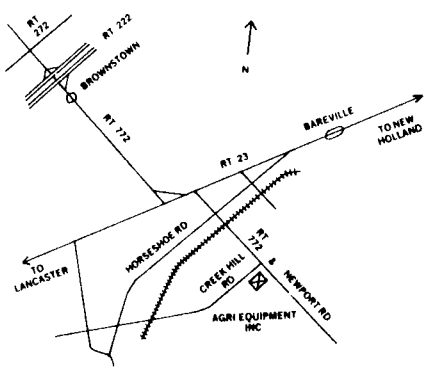
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