Dairy Pipeline

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consult your veterinarian about getting to the root of the infection. Natural service could spread the infection to other cows, and actually make your problem more severe.

Anticipation. That is something worth working into your management program. Keep a record of animals in heat and use them as a basis for anticipating future heats.

Group breeding age heifers and sexually active animals together so you can concentrate your attention where it is needed. Activity of one sexually active animal will help to stimulate activity of others in the group, thus making detection easier. Also try to observe animals when they are not preoccupied with other activities such as feeding.

Heat detection aids such as chalk and crayon, pressure-sensitive mount detectors, hormone treated cattle, etc., can help detect animals that the eye has missed. It might also be worthwhile to visit the breeding age animals more frequently.

Once heifers are bred, don't forget them or neglect them. Continue to give them the care and attention they need to grow to the proper size at calving time.

Good, Quick Return

In raising heifers, your goal should be to raise growthy heifers that are large enough to breed at 14-15 months, and large enough to freshen at 24 months with minimum difficulty. This requires

giving them good care, keeping them healthy, feeding them properly and giving them good housing. Combine this with the selection of plus proven sires of high repeatability, selecting sires for calving ease and using A.I. service, you should have a crop of well-bred, potentially profitable heifers, that are ready to start earning you a good income by 24 months of age.

When you accomplish this, you will have more well-bred replacements to choose from, thus enabling you to cull your herd more selectively. Chances are, these replacement heifers will also last longer in your herd because they'll probably be better producers. That reduces culling rates and replacement costs.

In these days of tighter margins, we have to work hard at getting good cows into the herd, and then, keeping them in the herd longer.

Set price goals for your '86 grain harvest

NEWARK, Del. - "Setting two price objectives is definitely the way to go when planning how to market next year's grain," says University of Delaware extension crops marketing specialist Carl German. "When you're faced with very large grain supplies and low prices, as you are for 1986, setting both a minimum and maximum grain sales price becomes a necessary step in developing a marketing strategy.

Base the minimum price objective on anticipated out-ofpocket or direct cash costs; base the maximum on anticipated total production costs, says German.

Why bother setting two price goals? "The minimum tells you what you must get for your grain to stay in business next year," the specialist says. "Prices received above that level can pay for machinery depreciation and/or provide a return on your land investment. Anything received above the maximum will be profit. You'll need prices above this level if you want to upgrade equipment or take on other investments.

For a free fact sheet on setting price objectives, contact: Carl German, 230 Townsend Hall, University of Delaware, Newark, DE 19717-1303 (302-451-1317).



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