

Master Mix Holds Intensive Dairy School

CARLISLE (Cumberland)-The north central dairy school with an intensive educational agenda brought together representatives of Master Mix dealers from as far away as Canada and included regional and local dealers as well. Since Master Mix has a patented process for creating by-pass protein, one of the topics that was extensively covered in the school was the functions of the dairy cow's rumen.

Dr. Donald Jaquette, dairy nutritionist, Central Soya research farm, Decatur, IN, said that one of the major factors necessary to get enough feed into the cow to maintain high production centered around the rapid turnover time of forages in the rumen. Higher quality forages require less time for fermentation, so they move on through the digestive system faster and allow the cow to consume additional ruffages.

"You need to look at the rumen as a large fermentation vat with a diverse population of bacteria," Jaquette said. "These bacteria each has its special work to do. So, when you change the cow's diet, you need to make allowance for the time needed for the bacteria to change too. You need to consider what you feed the bacteria as much as what you feed the cow," Jaquette said.

Jaquette said there are from 15 to 80 billion bacteria to every drop of liquid in the rumen.

"We have changed how much a cow can produce through genetics, but we have not changed the rumen," Jaquette said. "Production has outgrown the rumen."



Representing Master Mix dealers across the North Central region at an intensive dairy school this week are (l to r): back row, Lee Britcher, Larry Shiffer, Connie Dulashaw, Mike Harbold, Dan Hoke, Phil Houston, Bob Martin and Bob

Wagner. Front row, Ernie Young, John Manculich, Sam Oberholtzer, Jenny Hinish, Mike Sensenig, Keith Laydig, Jan Kloesmeyer, Pat Norman and Dave Macik.

Rick Muster, dairy product marketing manager, Master Mix, told the dairy school participants that the buzz words in feeding formulas are "by-pass protein." Muster explained that by-pass protein is protein that goes through the rumen protected from digestion ready to be used by the animal in the blood stream.

With conventional protein you get about 30 percent by-pass protein. With Master Mix ProTek you

get 40 percent by-pass protein. Thus, the degradable protein is reduced to 60 percent. Tests have shown that when degradable and undegradable protein is put in proper balance, you can lower the total protein in the ration. That's the objective behind the ProTek program as outlined at the school. "With our patented process, Master Mix can offer a premium product at the same cost as a more common feed," Muster said.

Feed Price Increase Calls For Farmers' Action

STRONGSVILLE, Oh — Climbing feed costs and falling milk prices give greater credence to the fact that dairy producers in northeastern Ohio and western Pennsylvania must organize their resources and negotiating abilities to help increase the price they receive for their milk, says Tom Croner, dairy farmer from Berlin, Penn. and president of the Producers' Equalization Agency (the Agency).

Croner says that reports, being compiled by the Pennsylvania Milk Marketing Board, show that farmers in Federal Order 36 (F.O.36) are operating within an increasingly "poor financial position." This economic environment calls for an organization like the Agency to assist all farmers — cooperative and independent — to work together in helping to offset further decreases in farm incomes.

"Dairy farm families are getting hit with the double whammy. By spring, milk prices are predicted to drop anywhere between \$1.50 and \$1.75 per hundredweight. Then, add the feed situation. The drought is finally making its impact," says Croner. "Dairy farmers who normally grow their own feed grains are having to replenish depleting feed reserves with high priced commercial feeds. Financially speaking, it's a killer of a situation for dairy farmers."

Statistical data, presented to the Board by the U.S. Department of Agriculture (USDA) and the Pennsylvania Farmers Association (PFA), puts dollars and cents figures behind the glaring fact that

producers are hurting.

According to USDA's monthly agricultural price report, farm feed costs are up 26 percent over the last 12 months. Averaging well over last year's prices are hay, up 45 percent; corn and soybean meal, up 20 to 30 percent; and concentrate, up 21 percent.

The USDA estimates that sustained high feed costs, combined with the expected drops in milk prices, will push the milk to feed price ratio back to the July 1988 level of 1.16:1.

Croner says that a report, recently issued by Mel Eckhaus, PFA's local affairs director, brings those national figures down to a more personal level for area farmers.

Eckhaus reported that, between 1987 and 1988, per farm milk production costs rose 50 cents per hundredweight. The cost of purchased feed, to replace feed grains lost in the drought, rose from \$2.18 per hundredweight in April, 1988 to \$3.58 in November, 1988.

"One Pennsylvania dairy farmer reported having to spend \$25,000 extra on feed to carry his 100-cow herd through the year. That's a chunk of change. Few farm families can afford that type of added expense especially when milk incomes are expected to drop so dramatically this spring," says Croner.

Croner furthers that the economic climate is right for the establishment of the Agency. The Agency prices milk produced by F.O. 36 farmers (members of cooperatives and non-affiliated producers in northeastern Ohio and western Pennsylvania) by

establishing an over-order price to milk processors.

According to Croner, the Agency gives the farmers, who produce most of the milk supply, a greater ability to negotiate for higher prices.

"The facts are on the table. Every dairy producer in Federal Order 36 is being impacted by these conditions," says Croner. "If we, as dairy farmers, are to maintain some type of stable farm income...if we are to survive in the business, we will need to

SHAWANO, Wi. — A Holstein bull calf, acquired from Pinta Lane Niki Syndicate, Narvon, Pa., is now available from the 21st Century Genetics sampling program.

The nation's largest, direct-member, farmer-owned cattle breeding cooperative finished 1988 in strong financial condition and again had the number one bull in the industry, 21H1800 Dixie-Lee Ivanhoe Henry-ET, in the January USDA sire summary.

The newest offering from the full-service organization is 21H1739 Holly-Dell Rotate Norman-ET, a son of Arlinda Rotate.

Combined with his maternal grandsire, 21st Century Genetics' own 21H280 I-O-State Chief Ford, Norman has a Pedigree Index of +\$144, +46F, +28P,



Principle speakers at the Master Mix dairy school are from left: Dr. G. K. Stillabower, senior livestock veterinarian, Central Soya, Rick Muster, Dairy Product Marketing Manager, Master Mix and Dr. Donald Jaquette, dairy nutritionist, Central Soya.

establish over-order premiums. We can only accomplish this if all dairy farmers participate."

The Agency creates a winning situation for both processor and producer, says Croner, adding that the Agency's goals are to provide processors with an equitably priced raw milk supply and dairy farmers with higher returns for their product.

"It's time for farmers in this marketing area to help themselves before their situations worsen," says Croner. "A look at the 1989-90 dairy picture says it all. If we are to meet the financial challenges ahead, dairy farmers need to know that there will be milk prices to support their expenditures."

Pinta Lane Niki Released By 21st Genetics

+1216M and a Genetic Index of +\$199, +67F, +39P, +1619M.

Norman's dam is O-Pinta-Lane Ford Niki, EX-90. Her top record was as a three-year-old with 28,670 pounds of milk, 1,308 pounds of butterfat and a 4.6 percent butterfat test in 365 days. Her current Cow Index is +\$173, +56F, +31P, +1475M.

Norman's dam is one of the finest Ford daughters. His maternal granddam is Very Good-85 with two records over 1,000 pounds of butterfat and over 4.0 percent butterfat test.

Norman is now housed at the Stewartville, Mn., sire housing facility of 21st Century Genetics; one of 135 high genetic potential Holstein sires sampled each year.

As a sampling sire, users of his semen will be eligible for payments under the cooperative's

incentive program.

The 21st Century Genetics sampling program yielded nine additions to the January active line-up, helping to boost the average Predicted Difference — Dollars (PD\$) for 21st Century Genetics to +151.

Norman and the other bulls sampled this year will have to wait for about four years before their first USDA sire summary is published. Currently, only about one out of eight bulls sampled yield credentials high enough to make the active line-up housed in Shawano, Wi. and New Prague, Mn.

