

# Mind You BMPs, WQs Contact Representatives

R. E. GRAVES  
Ag Eng Ext

Best management practices and water quality are important man-

agement activities on Pennsylvania dairy farms.

## How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — This data is pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from almost 1,400 herds across the state.

DHIA Averages for all herds processed between 9/23/91 and 9/30/91

Number of Herds Processed	1,433
Number of Cows Processed	85,153
Number of Cows Per Herd	59.4
Milk Per Cow (Lbs)	17,822
%-Fat	3.65
Fat Per Cow (Lbs)	651
%-Protein	3.17
Protein Per Cow (Lbs)	565
Average Days in Milk Per Cow	317
*Value for CWT Milk(\$)	12.33
*Value for CWT Grain(\$)	7.70
*Value for CWT Hay(\$)	4.18
*Value for CWT Silage(\$)	1.51
*Value for Pasture Per Day(\$)	.26
*Value for Milk Per Cow Per Year(\$)	2,198
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,272
B: Hay	2,484
C: Silage	14,939
D: Day Pasture	59
*Feed Cost Per Cow Per Year(\$)	
A: Grain	560
B: Hay	104
C: Silage	227
D: Pasture	16
*Total Feed Cost Per Cow Per Year(\$)	907
*Income Over Feed Costs Per Year(\$)	1,290
*Grain to Milk Ratio	1:2.4
*Feed Cost Per CWT Milk(\$)	5.09
Avg Level For 1,174 SCC Herds	367,121

\*Member generated figures

The 90's will be the time when agriculture finds itself intimately involved with national and local programs to improve and protect water quality. Factories, strip mines, municipalities and many others have had to invest in pollution control facilities, which they didn't want.

These same people are now looking over the fence and asking, "What about farmers?"

Nutrient management reports and more detailed record keeping are two changes farmers will make.

Dairy farmers need to take steps to prepare for this situation. Long range plans need to include manure disposal. Points to consider include:

- Adequate cropland to utilize all manure nutrients in crop growth.
- Control and safe disposal of feedlot and exercise lot runoff water.

- Approved milking center wastewater disposal.
- Storage and handling systems constructed and maintained to prevent loss of manure by spillage, leaching or structure failure.
- Fences, guards and signs to

protect and warn workers and visitors of dangers involved with manure storage and handling facilities.

- Record keeping systems for manure application.

Farmers should be aware of state and local plans and activities

## FOCUS

Pennsylvania Dairy Herd Improvement Association

Pennsylvania DHIA news is presented in FOCUS each week in cooperation with Dixie L. Burris, manager of membership development.

For more information about these news items or the services of DHIA call 1-800-DHI-TEST. The call is free.

concerning manure handling and water pollution. Farm organizations, extension offices, SCS, and federal, state and local officials can all help keep you informed of plans.

Be sure your elected representatives know your concerns on this

issue. An active involved farm community will be critical to establishing reasonable procedures and regulations for manure handling and environmental protection. Feeding and milking cows will not be enough to be a successful dairy farmer.

## Forage Lab Prices Change

BOB ORMSBY  
Training Coordinator

PA DHIA works in conjunction with the Northeast DHIA Forage Lab to provide forage analysis service to PA DHIA members.

A recent newsletter from the lab revealed that they are setting records for volume of business and also for reduced turnaround time (TAT). Their goal is to provide members with a quality analysis as quickly as possible.

PA DHIA supervisors and technicians are provided with sample mailer kits and the samples are either mailed or sent UPS directly to Ithaca. Results can be returned by FAX, electronic mail, or postal service.

The new prices reflect a change requested by members that the NDF be included in the basic analysis package. It does result in a

cost savings to those requesting NDF as a separate analysis.

The 1991 Forage Lab Survey also revealed that 90 percent of the respondents preferred that soluble protein be expressed as a percentage of the crude protein, and 83 percent use the energy values as reported.

The newsletter also points out that this year's atypical weather is resulting in anything but average forages. With low milk prices, this is not a good year to estimate forage quality. Fine tune your rations with accurate forage analyses.

Analysis Package	New Price
02 Basic Plus Minerals	\$24.00
03 Wet Chemistry	\$27.50
05 Commercial Concentrate Ingredient & Byproduct	\$32.00

# DON'T OPERATE IN THE RED !

## HELP YOUR FARM OPERATE IN THE BLACK !

The Big Dutchman Champion chain feed trough allows 3 1/4" wide feed area in front of the cage. The grind auger only 1 1/4". At 9 birds in a 24" cage, this means that Big Dutchman gives each bird 8 2/3 square inches of feed area, the drag auger only a mere 3 1/3.

Big Dutchman has over 2 1/2 times more feed space per bird

Most local producers now realize the value of the chain feeder over the grind auger.

The superior design of the Big Dutchman trough reduces spillage because of the extra high lip and curl. The drag auger trough wastes feed.

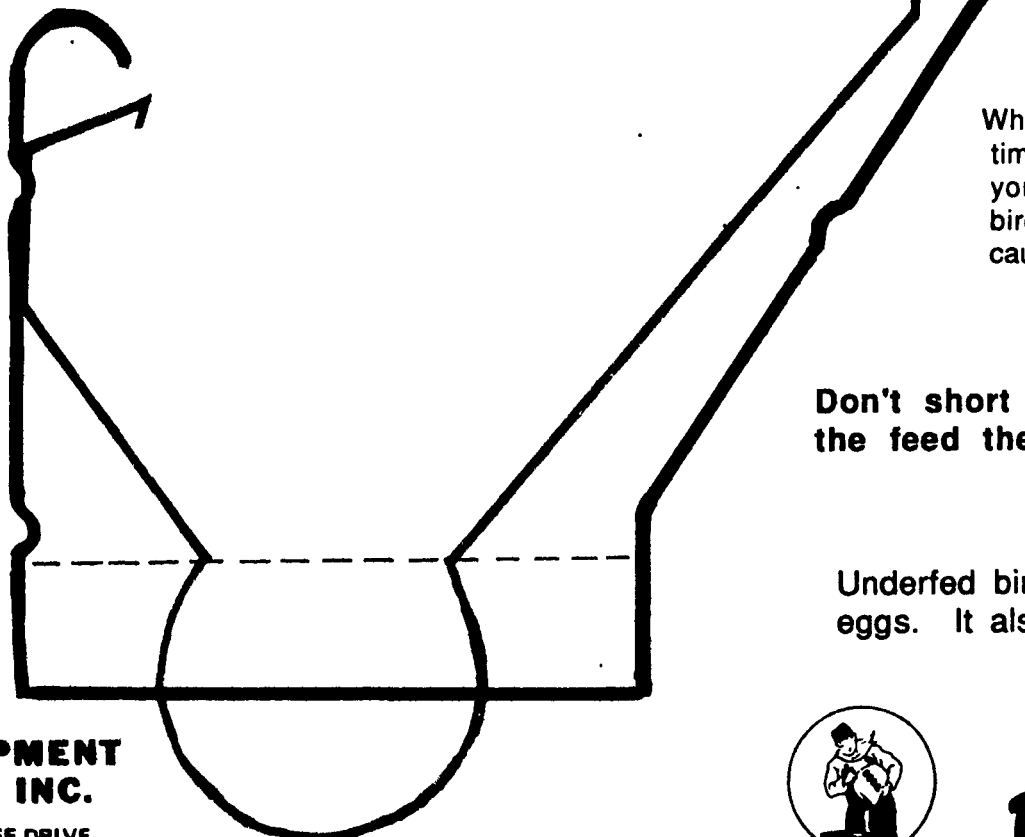
The increased feed space in the Big Dutchman trough allows us to run the feeder as few as 3 times per day while the limited feed space of the auger trough forces the grower to run the feeders at least 8 times daily.

When you increase the number of times the feeder has to be run, you also increase stress on the birds and movement in the cage causing excess damaged eggs.

Don't short change your birds of the feed they need for Production !

Underfed birds means less large eggs. It also means less profits.

Approx. Feed Level →



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**Big Dutchman.**