

**GRAPHING DAILY MILK PRODUCTION**

One of the most used tools on our farm is a graph of the pounds of milk per cow per day. Probably almost every dairy farmer knows what his daily average per cow is, but we find it useful to keep this graph and compare it to previous years to track seasonal trends, slumps due to heat, increases due to forage changes, and the typical spring slump due to everybody

being busy in the fields. Also, it often points out management changes which affected production that we had forgotten about.

Seeing daily milk production on the graph and then identifying any problems causing decreases in production presents an opportunity to avoid the same thing from happening again.

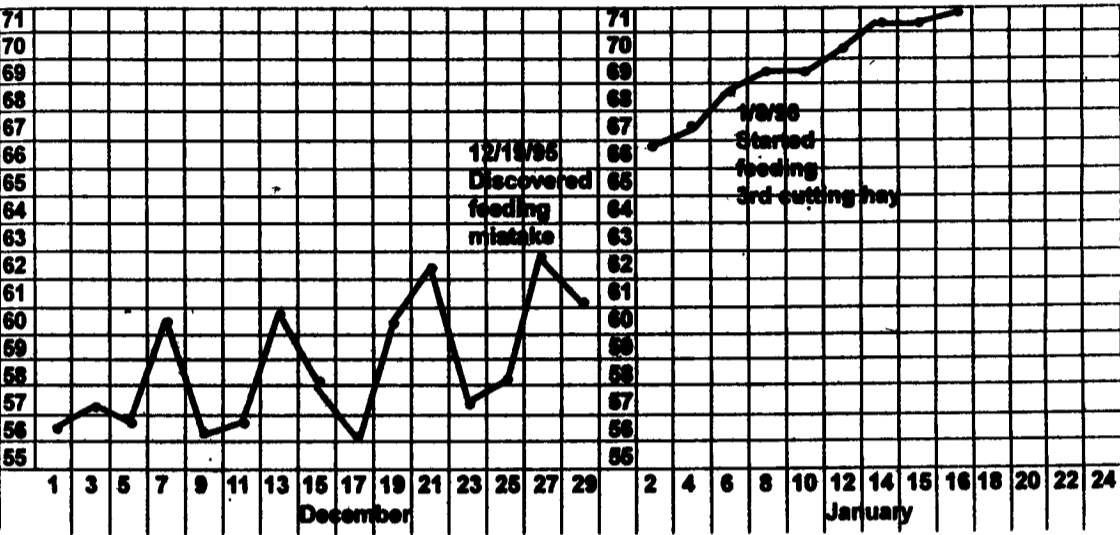
To make the graph (it's easiest to do it on graph paper), we write numbers (55 to 85) for the pounds

of milk (average per cow) on the left hand side and the dates the milk truck is due on the bottom.

Next we divide the total pounds for the day's milk pickup by the number of cows whose milk is in the tank that day.

Example: 4500 lbs. divided by 40 cows = 1125 divided by 2 days = 56.25 (or 56.3) lbs. per cow. So on December 1, we put a dot between 56 and 57.

Another thing this graph will show is milk production that changes a lot, such as shown in the period of December 7 through December 29. If production changes more than two pounds per cow per day, something is changing too much. So we think of possible causes for the change, such as cows being fed differently too often, variable quality feed, bad water, or poor ventilation. All kinds of things can make milk production bounce around.



**Lamb Merchandising Workshop April 30**

LANCASTER (Lancaster Co.) — The Lancaster County Sheep and Wool Grower's Association and Penn State Cooperative Extension will present Innovative Merchandising of Lamb to Today's Consumer on Tuesday, April 30 at 7:30 p.m. at the Lancaster Farm and Home Center.

Bill Fox, President of Fox's Market (with stores in Middletown, Hershey, Harrisburg, and Camp Hill) has been a successful merchandiser of lamb in his stores in the Harrisburg area. Fox will discuss the type of lamb he likes to purchase, how he markets lamb products, and what producers can do to increase the demand for lamb.

Dr. Bill Henning, Penn State Extension red meats specialist, will provide insight on innovative ideas for merchandising and marketing lamb. Dr. Henning has worked extensively with meat packers and processors throughout Pennsylvania while on the faculty at Penn State.

The graph also indicates if we are getting a positive response from using products such as bST or a feed additive. Then we can decide whether or not it is worthwhile to spend the extra money on these products.

In summary, by graphing the daily production and making notes of conditions that might affect production, we have one more tool to help us pinpoint changes in production, good or bad, that we may have missed otherwise. The graph is like a thermometer — it won't make it warmer outside, but it helps us to make necessary adjustments, such as how many clothes we need to wear.

As always, your comments are appreciated!

**Pa.DHIA MUN**

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found the results to be very similar: feed change recommendations for the herd would have been the same regardless of the type of urea test used.

When plotting the cows sampled the same day by several different methods, he found the urea levels and ranges very close to each other.

The infrared system used by Pa. DHIA provided results that were quite comparable.

During the discussion, the different factors affecting MUN readings in herds drew several questions. Whether a herd is high or low can be affected by protein levels, soluble protein, energy levels, water availability, heat stress, feed delivery system, disease, or body organ problems.

The next meeting of the Advisory Committee is set for mid-August. It will analyze the MUN data and the latest research findings. Of special interest will be what will happen during the grazing and heat stress season.

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