


dhia

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DHIA Service Center, Orchard Road, University Park, PA 16802

Dairyman To Dairyman



GEORGE CUDOC
PA DHIA
Consulting
Dairyman

started working on a dairy farm, we did things like many others. We used the services of a veterinarian for herd health issues which sometimes overlapped into nutrition.

We also had a feed salesman come by and balance diets, according to what we grew on the farm. Then a fertilizer salesman guided us along for the crop needs.

I was too young to know or care about the financial advice given by the loan officer.

Lastly, when we were extra privileged, we had a visit by the county extension agent to discuss the hot topics of the time, involving some of each of the above.

In hindsight, I see that what was really lacking to get the best from all these people was the timing that

would have brought all or some of these advisors together.

This is where the advisory team approach is different. We now realize the importance of coordinating efforts toward a common goal with the many advisors who come to our farm.

I am certainly not the expert to ask about details of these types of groups.

For Pennsylvania dairymen, your best option is to contact Penn State University personnel who are working at putting this concept into practice across the state.

I did take the opportunity to attend a couple of workshops that have helped initiate the start of some of these advisory teams.

I also have many opportunities to work with dairymen and their advisors at farm meetings, where we discuss PA DHIA records and the story our cows tell to whoever might listen.

Recently, I visited a dairy in eastern Pennsylvania. Although there was not a plan to form an advisory team, I felt like we had inadvertently initiated one.

Upon arrival, I met with the veterinarian, the nutritionist, the artificial insemination technician, two employees, and the owner. This

turned out to be the very best on-farm meeting that I had the privilege of attending.

To me, we had the essential people. We not only had the off-farm professionals who work together trying to improve the herd, but we had employees, who can provide valuable evaluation input as we discussed the implementation of changes.

I recently was asked to be a member of a newly formed advisory team for a dairy whose owner feels a bit of stagnation in their herd's progress. I hope to bring this group insight concerning the cows' performance through DHIA records. This information is key to establishing goals that all members of the team need to work at accomplishing.

When discussing who should be on the teams that are formed, most of the obvious people come to mind.

Often omitted in that group are the employees.

Bad idea!

Another group of people who may be missed when forming teams are the DHIA technicians. These are trained professionals with a lot of experience and this talent should be tapped.

Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's last week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania.

Remember, these are averages, so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No.2y — 2.44 bu., 4.36 cwt.

Wheat, No. 2 — 2.45 bu., 4.10 cwt.

Barley, No. 3 — 1.52 bu., 3.24 cwt.

Oats, No. 2 — 1.47 bu., 4.59 cwt.

Soybeans, No. 1 — 4.33 bu., 7.24 cwt.

Ear Corn — 73.42 ton, 3.67 cwt.

Alfalfa Hay — 88.75 ton, 4.44 cwt.

Mixed Hay — 82.50 ton, 4.13 cwt.

Timothy Hay — 86.25 ton, 4.31 cwt.

QUESTION: How do DHIA records fit into farm management advisory teams? Who should be members of the team we wish to organize?

ANSWER: The concept of a team management approach is not a new one. Organization among team members is the essential characteristic that makes this type of management approach new and very effective.

When I was growing up and first

June Dairy Month

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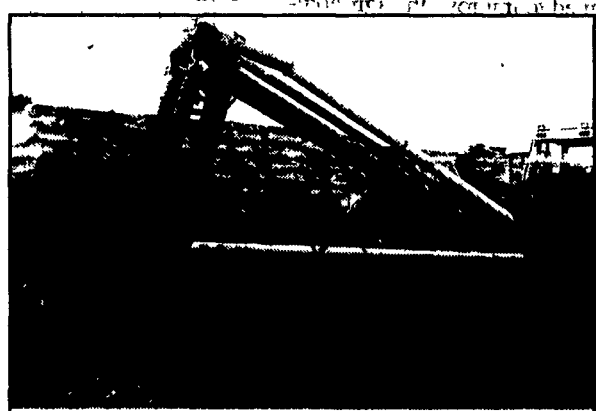
PUMPS

- 1999 Houle Maxi Pump, 28", on trailer.....\$5,900
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- 1998 Houle 32' multi-purpose lagoon pump.....\$10,500
- Houle 32' and 42' Agi Pumps.....\$7,500 to \$10,000
- 1986 Houle 32' Lagoon Pump, Rebuilt.....CALL
- Badger Lagoon Pump, Good Shape.....\$1,000

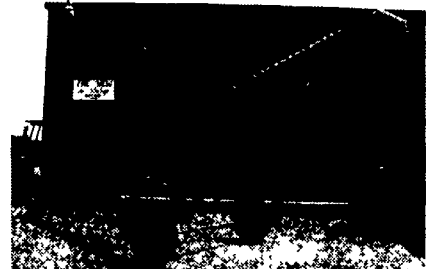
MISCELLANEOUS

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- 1996 AgriMetal 5600H round baler chopper, excellent shape.....\$11,500
- (1) Used AgriMetal PTO Bedding Chopper, Rebuilt..\$1,495
- Roto Mix Round Bale Cutter.....\$1,500
- Ag Rain Hard Hose Reel, 2.5"x800', Slurry Turbine..\$6,500

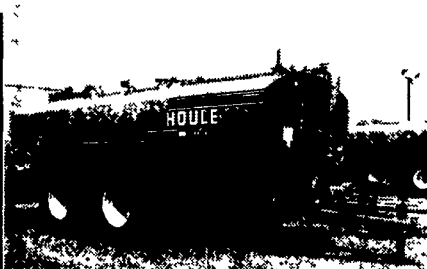
This Week's Special



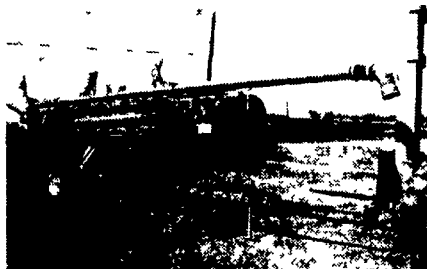
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