

Are Best Available Feeds Used?

GEORGE F. W. HAENLIEN
Retired Extension Dairy Specialist
University of Delaware
NEWARK, Del. — I have received many requests to continue writing my free monthly "Dairy Management" column.

So, although I am now retired, I offer this article, true to the definition of Cooperative Extension: taking recent research results and putting them into practical recommendations for better profitability—in this case, on the dairy farm.

When I travel through various parts of this great country or abroad in other countries (as I had the privilege in recent years, including Europe, North Africa, South America, East Asia), I see how dairy farmers use different kinds of feeds in the production of milk.

Last year I was working with dairy farmers in Romania, a scenic country with rich, black soils, fertile mountain pastures, good climate and industrious people, but their economy struggles barely above bankruptcy.

Most Romanian farmers have little or no money to buy any kind of concentrate to achieve better than bare basic 20 pounds milk/day production from their cows.

During much of the winter they feed grass hay, often

mediocre in quality, and corn stalks, and not much else, but a few pounds of wheat bran and/or some turnips now and then.

Therefore, many of these dairy farms produce no more than 8,000 pounds milk/cow/year—a level of production some of our older folks remember from United States cows in the 1950s. Since then we really have progressed to unheard-of levels here.

For the first time, the average of all DHIA herds in Delaware this year is above 20,000 pounds milk/cow/year, while the non-DHIA herds achieve about 15,000 pounds milk/cow/year.

This indicates directly and indirectly where this great progress comes from:

(1) DHIA record keeping aids progress,

(2) DHIA herds use better genetic resources for progress, and

(3) DHIA herds use better feeding management, than non-DHIA herds.

In Romania the same strategies were proposed: establish a DHIA system, improve use of A.I. superior genetics and create an Extension Service for telling farmers how to do a better feeding management job.

There is no DHIA in Romania, never was and they

are envious of our U.S. DHIA.

While there is A.I., it is used little; it costs money and farmers have little or no money. Instead, they use a neighbor's bull for free, more or less.

Nor does Romania have an Extension Service, and they are envious of our U.S. system.

Still, they do have a few dairy farms with successful breeding and feeding management that equal our best.

I know a few that have cows producing above 20,000 pounds milk. They are mostly larger farms with several hundred cows, mainly Holsteins from U.S. sires, but they are scheduled to be dismantled into small farms in the near future in the process of privatization of state farms.

Many of these farms, even larger ones, still milk their cows by hand, 20 cows per person, mostly by women!

What are they feeding these herds?

For one thing, a lot of corn silage after taking off sweet corn ears, grass hay, red clover hay, sunflower oil meal, turnips, bran, barley, corn, molasses, urea. They

(Turn to Page A36)

Dairy Shrine, DMI Award Marketing Scholarships

(Continued from Page A11)

Andrea Dixon is majoring in marketing and computer information systems and plans to graduate in the spring of 2000. Andrea has been president of the American Marketing Association, treasurer of the Delta Sigma Theta Sorority and a member of the GSU Intramural Activities Committee.

Andrea's interest in dairy product marketing stems from her agricultural background of growing up on her parents' farm. She stated that milk marketing demands special attention and she plans to work hard to promote the use of milk and milk products.

Staci Griesbach-(\$500)

As an animal science and agricultural journalism major at the University of Wisconsin-Madison, Staci Griesbach is involved in numerous activities.

She is the public relations officer for the Association of Women in Agriculture, co-chairperson for the "Committee at-Large" for the Wisconsin Singers, co-chairperson for Junior Show Day and recruiter for the College of Ag and Life Sciences. Additionally, she is an active member of the National Agri-Marketing Association, the Saddle and Sirolo Club, and is a singer in the Wisconsin Singers Group.

Currently, Staci is an intern for the Wisconsin Milk Marketing Board and enjoys working with the local markets, fluid and cheese communications and especially the dairy producers themselves. In 1998, she was an intern for the International Marketing Division of the Wisconsin Department of Agriculture, Trade and Consumer Protection and developed skills in exporting and importing Wisconsin dairy products.

Beth Eberhardt-(\$500)

Beth Eberhardt is currently a senior at the University of Wisconsin-River Falls where she is majoring in agriculture marketing communications with a minor in food science. She plans to graduate in the fall of 1999.

During the summer of 1998, Beth had the opportunity to successfully coordinate the first-ever Wisconsin State Fair "Moo Booth." The experience has given Beth increased insight of why she chose to pursue an agricultural marketing communications major. She learned a great deal from the experience, particularly that consumers are not highly educated on the dairy industry and that it leaves a large door open for her future in marketing dairy products.



SANDBLASTING - SPRAY PAINTING - AERIAL LADDER EQUIPMENT



HENRY K. FISHER & SONS, INC.

667 Hartman Station Road
Lancaster, PA 17601
(717) 393-6530

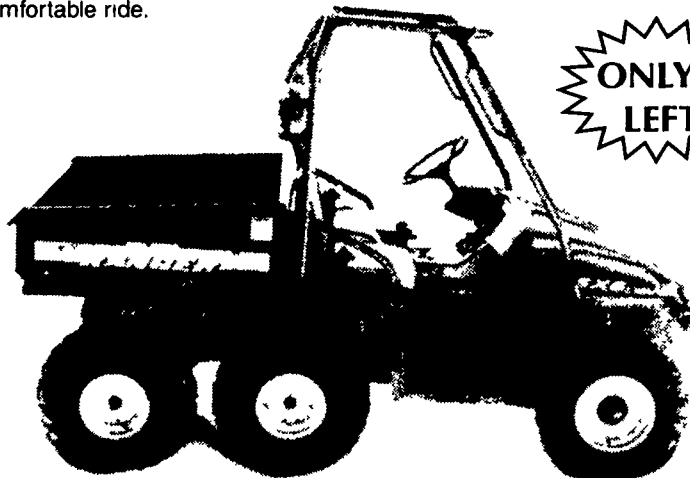


Vermont Castings
Wood Stoves, GAS STOVES AND FIREPLACES

1060 Division Highway 322 East,
Ephrata, PA 17522
1 Block East of Rt. 222
(717) 733-4973
800-642-0310
www.bowmansstove.com
Mon., Tues., Wed. 10 to 6; Thurs.,
Fri. 10 to 8; Sat. 10 to 4

Hauls Everything From Tools to 10-Pointers.

The new Polaris RANGER takes you where your pickup can't. Whether you're on the farm, the construction site or deep in the woods, RANGER gets the job done with outstanding power, easy handling and a comfortable ride.



ONLY 2 LEFT

- Liquid-cooled 4-stroke 500 engine
- Automatic transmission with hi/lo range and reverse
- True 6-wheel drive at the push of a dash-mounted switch
- All-shaft drive front, center and rear
- Side-by-side seating, steering wheel
- Hydraulic disc brakes, front and rear
- 1,500 lb towing capacity
- Accessories include winch, blade, electric box assist and more

POLARIS

RANGER

Call For "SPECIAL FINANCING"

SPORTS 'N' TURF Resource, Inc.



520 North Reading Road, Ephrata, PA 17522
717-733-4151 1-800-522-3714 (PA Only)

The Polaris RANGER, general purpose off-road utility vehicle, is not intended and may not be registered for on-road use © 1998 Polaris Industries Inc

McElwee's Livestock

Home of Shippensburg Cownet
3 Locations To Serve You



Newburg Mon. 9-4, Thurs. 9-2
(717) 423-6869

Woodsboro, MD

Tues. 9-2
(301) 845-6232

Chambersburg

Wed. 9-3
(717) 267-3321



Receiving All Cows, Bulls, Steers, Calves
Call For Daily Price Quotes

LONG DISTANCE PHONE SERVICE

As low as **4.9 Cents a minute**

Rates differ depending in which state you are located

Same rates for 800 service 24 hrs a day 7 days a week

*NO sign up fee

* Account Codes & itemized

*6/18 sec. billing

billing for community phones

One Flat Rate **Only 6.2 cents a minute**

for all toll calls within every state and to all states in continental USA, all the time

* NO need to change pic

* NO paper work to sign

* NO minimum usage

* NO monthly fee

* NO term contract

* NO prepayments required

* For large and small business, and all residential usage

6.9 cents if billed by your local phone company

Foreign countries from 8.7 cents a minute on up

Phone Card Plan

Net Usage Cost **13.9 Cents a minute**

For more information contact:

Tel-Com Phone Service

539 Hilltop Rd., Myerstown, PA 17067

call 717-866-6520 or 800-779-7729

Dealers and Agents wanted