

Purina Mills, Inc.

# Dairy Expansion Services

If you believe in *"Managing Change"* and are considering *"Right Sizing"* your dairy, Purina can help you meet your goals, not just maximize the amount of money you borrow. For example, consider our:

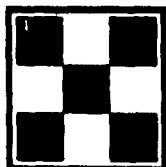
## Feasibility & Project Frame-up Service

- Helps determine if expansion is for you.
- On site detailed review of areas critical to the success of your specific expansion.
- Support in framing up the expansion project that is right for you.

## Dairy Financial Projection Model

- **Detailed Evaluation Tool** - Helps quantify key information to help you better understand your current financial position.
- **Planning Tool** - It helps you work through areas critical to planning and staging your personalized growth and improvement plan.
  - Parlor Sizing, Cow Flow, Feed Usage
  - Loan Packages/Structuring
  - Financials
- **Sensitivity Analysis** - Looks at the effect of critical factors on cash flow.
- **Budgeting** - Develops 7 year projections for existing and/or new dairies that reflect realistic cow flow, seasonal variation in milk production, etc. **"Helps you and your lender sleep better at night."**

To learn more about Purina's Dairy Expansion Services and how we can work for you, contact your Purina Representative or call us at 717-737-4581 (Ext. 218).



***Dairying is  
Our Business***

Visit us on the web: <http://dairy.purina-mills.com>

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ommendations for avoiding stress-related difficulties and economic losses.

The following preconditioning procedures are generally considered to be very effective, but they should be modified according to the given situation.

*At least three or four weeks before shipment*

- Dehorn and/or castrate animals—Avoid the fly season, if possible.
- Acclimate animals to automatic waterers and feed bunks.

- Wean animals—Early weaning is probably the most beneficial practice for reducing stress at sale time.

- Treat animals for grub, mange, and lice—In Pennsylvania, treatment should be completed before November.

*Two to three weeks before shipment*

Immunity develops two to three weeks after the first vaccination. Calves should not be vaccinated before four months of age because the passive immunity derived from colostrum may interfere with active immunization during this period. Older calves should be vaccinated against the following diseases two to three weeks before shipment:

- IBR—infectious bovine rhinotracheitis.
- PI3—parainfluenza 3.
- Haemophilus somnus.
- Clostridial disease. (Blackleg, malignant edema, and enterotoxemia—perfringens, type D—are the most important.)

In addition to the above recommendations, you should consider including the following practices two to three weeks before shipment.

- Intestinal parasite treatment—Fecal exam for parasite eggs is helpful in assessing this need.
- Ear implantation of growth promotant.
- Injection of vitamins A, D, E, and selenium (Se)—Pennsylvania soils and forages are known to be deficient in Se. Feed supplementation is recommended but may not be sufficient.

Vaccination for leptospirosis, pasteurella, and BVD (bovine virus diarrhea)—BVD vaccination may temporarily weaken the immune system and should be done well in advance of sale. Your veterinarian can help you assess the need and timing of the vaccination for these diseases.

Movement of calves from the seller to the buyer should involve the least stress possible. The best way to minimize stress is to transport the animals directly from seller to buyer rather than through an auction site.

The advantages of buying and transporting directly from the farm should be carefully considered. Animals should be shipped in a clean, sanitized truck to minimize contamination from animals hauled previously.

If you must purchase calves through an auction or other assembly point, do not purchase animals that show signs of pronounced stress. Look for indications of depression, abnormal respiration, dehydration, or excessive shrinkage (weight loss of more than seven percent). Avoid buying animals held by a buyer for more than seventy-two hours or in transit for more than twenty-four hours.

Exercise caution before choosing calves in commingled groups because these animals are likely to be exposed to diseases to which they have little immunity. In addition, re-

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