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Texas Agricultural Extension Service  
The Texas A&M University System

# Balanced Dairying PRODUCTION

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Michael A. Tomaszewski  
Extension Dairy Specialist  
College Station, TX  
409-845-5709

Ellen R. Jordan  
Extension Dairy Specialist  
Dallas, TX  
214-952-9212

E. Max Sudweeks  
Extension Dairy Specialist  
Overton, TX  
903-834-6191

Sandra R. Stokes  
Extension Dairy Specialist  
Stephenville, TX  
817-968-4147

## GETTING READY FOR 1996

Robert B. Schwart, Jr., Danny A. Kleinfelter, James M. McGrann,  
Michael A. Tomaszewski, and E. Max Sudweeks

The dairy industry just experienced one of the worst financial years in recent history. Producer milk prices dropped more than 5% from a year earlier, while feed prices jumped over 8%. Summer temperatures were the highest in decades. Most of Texas is now short of moisture, nearly eliminating winter grazing. Texas lost 129 producers and experienced a 1.78% drop in milk production in 1995. Topping off all of this is uncertainty about the new farm bill and potential impacts of new dairy legislation.

Most industry watchers predict 1996 milk prices will be higher than 1995. However, the increase won't offset escalating feed prices. The impacts of the new dairy legislation are expected to be milder than many originally feared. Of course, this outlook doesn't mean dairy producers can operate the same as in the past. All milk producers should prepare for another tight year. Begin with an evaluation of your business management style along with your financial and economic records.

### HOW DO YOU APPROACH THE WAY YOU MANAGE YOUR BUSINESS?

Follow the basic rule: Manage your dairy as if you are a hired manager for a very particular owner. If you blunder, he will fire you and give you no recommendation.

Most of us are very forgiving of our own mistakes and botched decisions, sometimes to the point of putting ourselves out of business. However, most of us won't tolerate bad management by a hired manager. If you look at yourself as a hired manager, you may be more critical of yourself and make better decisions.

Good managers do the following:

**Set realistic goals.** This bit of advice is nearly always at the top of any "success" list. Little gets accomplished without goals. Set realistic, attainable ones. Keep in mind management ability and resources available. Allow a reasonable time to achieve the goal. Then, follow it closely to be sure time, effort and money are leading you to the goal.

**Keep a positive attitude.** Remain positive about what you're doing and about your industry. Look for opportunities. Avoid being hindered by obstacles.

**Be prepared.** Many dairy producers, particularly new producers, feel all they need are some cows and a place to milk them. Some put together a few records to show a loan officer. However, many dairy producers learn as they go. This can be costly, resulting in under-capitalization (not having enough money to operate

Educational programs conducted by the Texas Agricultural Extension Service serve people of all ages regardless of socioeconomic level, race, color, sex, religion, handicap or national origin

properly), wasteful investment, animal husbandry and management mistakes, and jeopardizing long term economic health of your dairy business. Prepare for the unexpected catastrophe, such as a natural disaster, poor quality feed or an outbreak of disease. Plan how to ease the effects of these things. Options against catastrophes include insurance or special contingency funds set aside out of regular returns to the operation. Most good managers don't believe that everything happens by luck. Good managers prepare by collecting the necessary information and analyzing it. Then, when opportunities present themselves, good managers "make their luck."

**Learn how to analyze the business.** Good dairy producers look at a cow or a hay field to determine what, if anything, is wrong or what needs to be corrected. Diagnoses for both cows and crops are vital to managing a dairy. However, diagnosing your financial data or DHIA records is equally important. The prospect of digging into records terrifies many, but it is a learned skill just like analyzing a cow.

**Seek information.** This does not mean you need a complete library, nor should you do all the research yourself. Good managers know where to get information. The Extension Service, veterinarians and private consultants serve as consistent suppliers of information for producers. Contact cooperatives and input suppliers for information as well. Use each source to check the accuracy of the other sources and how it relates to your specific needs. Weigh information from different sources against one another before making your final decision.

**Make changes when they're warranted.** Good managers shouldn't hesitate to make changes when necessary. Business success, and maybe even survival, depends upon the manager's ability to analyze a situation and make necessary adjustments.

Many times producers have ideas but are afraid to try them because of the chance they might be a costly disaster. Bounce ideas off others. Good managers are not afraid of criticism of their ideas. Many times criticism leads to stronger, more focused solutions.

## **DO YOU HAVE A REALISTIC UNDERSTANDING OF WHAT YOU CAN AND CANNOT CONTROL?**

The first thing dairy producers want to do when an economic downturn occurs is to intervene in the market and raise prices. The only way for this to happen is to have complete monopoly control over supplies, with a single authority telling every producer how much to

produce and what price will be paid. However, in today's independent dairy industry, this is a dream.

Individual dairy producers have very little influence over the price they receive. Prices actually depend on supply, demand, dairy policy, and overall economic climate. Despite these facts, dairy producers can enhance their mailbox price through some of the following practices:

**Manage milk composition.** Manage somatic cell count and milk fat and protein levels in the milk to maximize profits, and not tests. If the cell counts seem higher or tests lower on the milk check stubs than indicated by a testing service, such as DHIA, get added documentation from another testing facility or a veterinarian, then with evidence in hand, discuss the discrepancy with your handler.

**Evaluate market alternatives.** While the choices might be limited, select the handler that will do everything possible to get the best mail box price net of hauling and deductions. Familiarize yourself with the commodity futures market milk contract. The futures contract offers a method to lock in a desired milk price within limits and to spread the risk of unexpected price drops.

**Manage costs.** Dairy producers can influence their returns more through managing costs than trying to change price levels. Managing costs can mean the difference between positive and negative profit margins. There are several strategies that you might use.

**Purchase wisely.** One of the simplest ways to manage costs is to buy with discipline. Buy in bulk, which might mean buying with other producers. Shop for inputs and services. Be value conscious. When negotiating contracts for feed, ask for quality guarantees and assurances of minimum standards and that feed be free of harmful foreign material. Money-saving strategies include using inexpensive on-site testing kits, investing in a truck scales, or testing feed, particularly hay. The grain futures market offers some producers a method to lock in commodity prices. You may not always lock in the lowest price of the season, but you can lock in a price that will work in your budget.

**Keep good records and use them.** Avoid analysis paralysis. The successful manager really cannot adequately employ any of these cost control strategies without maintaining a good set of financial and production records. Financial records are the weakest part of many dairy businesses. Producers usually keep the minimum required by the tax man and the banker.

Many producers feel things will just turn out right if they work hard. In the coming years, working hard will be far less critical than working smarter and keeping informed. Lenders are demanding better financial information from borrowers. Learning to keep and use good financial records is working smarter.

Good financial records allow you to assess the economic health of your operation and guide decision making. The simplest thing you can do is to set up a business account and a household account. Do not use household funds for business expenses nor business funds for household expenses. Once a month, transfer a family draw or a management fee from the business account to the household account. Keep similar transfers to a minimum. If family funds are loaned to the business, set the transfer up as a loan and make regular payments out of the business to the family account.

Designate one person to have primary responsibility to keep financial records current. This person may not be the producer, but the producer must know what information is kept in the financial records, and how to use the information in the decision making process.

Minimum tools used to track the financial health of the dairy business include:

**Budgets** are a necessity. Both business and family budgets let you plan and monitor actual versus expected revenues and expenses.

**Accrual adjusted income and expense statements** provide exact costs and returns of production for the period analyzed.

Keeping financial records by **enterprise or profit center** allow you to compare strengths and weaknesses of each part of the business. This practice isolates the contribution of each part of the business to the overall profitability of the business.

Keeping up to date **balance sheets, depreciation schedules, cow inventories, feed and input inventories and labor records** aid the manager in tracking the change in net worth and the overall return on investment.

Production records are some of the best barometers for measuring herd performance. Some dairy producers are not getting full value from testing services when they don't use the data collected. Producers with access

to micro-computers can take advantage of herd management software developed by Texas DHIA and the Extension Service, as well as others. Many of these packages analyze large amounts of herd data and provide excellent performance indicators.

**Use simple benchmarks.** Use milk components to monitor herd well-being. Most dairy producers pay little attention to components beyond the impact they have on a milk check. Not only are milk components important to the milk check, but they indicate a lot about the status of the herd. Use them to gauge herd health, assess ration impacts, indicate udder health and evaluate genetic merit. For example, the relationship between percent of milk fat and percent of protein is an indicator of the health of the rumen micro flora and of rumen metabolism. There is a high correlation between fat percentage and protein percentage.

Mastitis affects milkfat and protein percentages. As cows enter later lactation (greater than 200 days in milk), the milkfat and protein percentages increase at equal rates. In herds that have a high incidence of clinical and subclinical mastitis, milkfat tends to increase less rapidly than milk protein.

**Group Cows.** Producers can monitor production more closely if the herds are grouped. Dairy herds can be grouped naturally by cows that are less than 50 days in milk, cows that are 50 to 100 days in milk, cows that are 100 to 200 days in milk, cows that are 200 to 300 days in milk, and cows that are over 300 days in milk. These groupings allow the dairy farmer to deliver proper feed to the cows based on milk production rather than feeding all cows the same. In addition, if open cows are in a group, heat detection can be concentrated on that group.

Days dry indicate herd status. Producers can use other measures to evaluate herd management. Managing dry days can impact herd production.

**Alter feed programs.** Feeding changes can save money. The prospects are for prices of corn and soybean meal to remain high through 1996. Some things to consider, if you are not already doing so, are:

1. Use whole cottonseed as much as possible. Milking cows can be fed as much as 8 pounds per day. Breeding age heifers should be limited to 3 pounds per day.
2. Consider alternative protein sources such as cottonseed meal or peanut meal. Check closely for

aflatoxin in peanut meal though. Don't feed more than 10 pounds of whole cottonseed and cottonseed meal.

3. Wet brewers grains remain a good buy in many places, but purchase amounts that will be used up in a short period of time to avoid spoiling.
4. Maximize the use of forages in the ration. Alfalfa hay will furnish energy, protein, fiber, minerals, etc. and be cost effective in many rations today.

Corn silage is more valuable as an energy source in today's feed market. Forage quality and forage analysis are both very important in delivering a balanced ration to the dairy cow.

#### **A FINAL WORD --**

Dairying in 1996, and beyond, is going to demand more from producers as managers. The industry can't count on Federal policy to provide a nurturing environment. Even within a regulated industry, the rules are changing. Producers simply must do everything they can to control costs. They may not be able to affect prices, but they do a lot to control margins.

### **CALENDAR OF EVENTS**

<u>Date</u>	<u>Location</u>
May 2-3, 1996	Mid-South Ruminant Nutrition Conference - Holiday Inn, DFW Airport South. Contact Ellen R. Jordan, 214-952-9212.
May 9, 1996	Southwest Dairy Field Day - Comanche. Contact Sandy Stokes, 817-968-4144.
June 5, 1996	State 4-H Dairy Cattle Judging Contest - College Station.
June 6, 1996	4-H Dairy Demonstrations College Station.
June 18, 1996	Lake Fork Field Day - Yantis School. Contact Max Sudweeks, 903-834-6191.
June 22-26, 1996	National Holstein Convention - Fort Worth. Contact Bryan Hayes, 214-775-3024.

### **TEXAS SOMATIC CELL COUNTS SHOW IMPROVEMENT**

Ellen R. Jordan

The average somatic cell count of milk was down to 312,000 in January, 1996 compared to 385,000 last year and the 1995 yearly average of 390,000, according to the Texas Milk Market Administrator. This downward trend is also seen if we look at a breakdown of producers by four somatic cell categories on the next page.

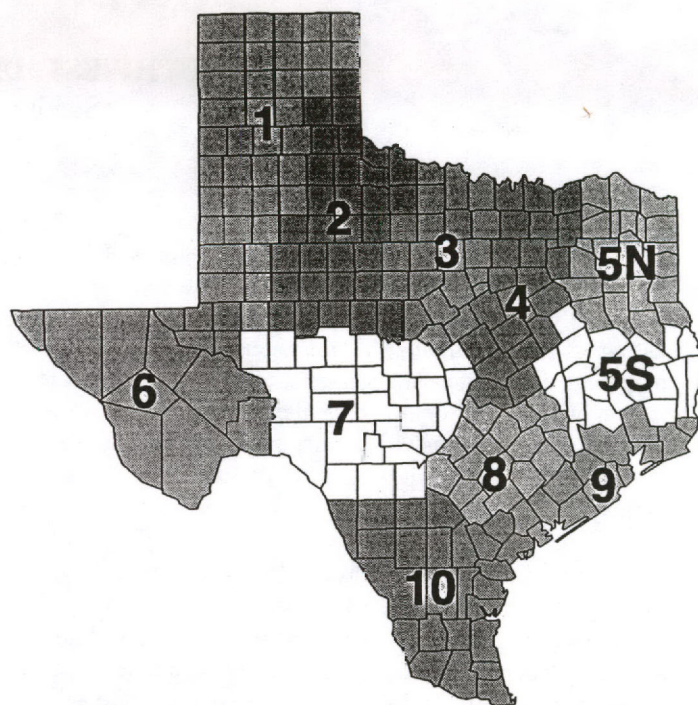
Twice as many producers were shipping milk with somatic cell counts below 250,000 in January 1996 than in May 1995. In August 1995, more than 12% of Texas producers were shipping milk which averaged above the legal limit for somatic cell count of 750,000. This was cut to 4.24% by January 1996.

The obvious question is why are we seeing such a marked increase in milk quality as measured by somatic

cell count. Basically, drought conditions in many parts of Texas, while creating hardships on many producers from decreased winter forage production, have one silver lining -- we aren't fighting the mud. The result is fewer cows are having mastitis. Thus, the somatic cell counts are reduced.

Environment is a key factor in improving udder health. Learn from this winter's weather that keeping your cows clean can lead to reduced mastitis and premiums for higher quality milk. Before we return to wetter weather, think about the changes you need to make to keep your cows clean and dry. Take time to develop a clean, dry environment action plan and implement it before you really need it.

## TEXAS GEOGRAPHIC REGIONS



AREA	REGION NAME
1	HIGH PLAINS
2	LOW PLAINS
3	CROSSTIMBERS
4	BLACKLANDS
5N	NORTH EAST
5S	SOUTH EAST
6	TRANS-PECOS
7	EDWARDS PLATEAU
8	SOUTH CENTRAL
9	UPPER COAST
10	SOUTH

### TEXAS PRODUCERS NUMBERS BASED ON SCC VALUE AND GEOGRAPHIC REGION JANUARY 1996

REGION	SCC (100,000)			
	<u>0-250</u>	<u>251-500</u>	<u>501-750</u>	<u>OVER 750</u>
1 & 2	19	15	10	3
3	229	207	44	11
4	68	126	38	10
5N	185	380	138	41
5S	11	17	8	
6 & 7	17	19	1	
8	31	38	14	6
<u>9 &amp; 10</u>	<u>4</u>	<u>25</u>	<u>6</u>	<u>2</u>
<b>TOTAL</b>	564	827	259	73
<b>% OF TOTAL</b>	32.73%	48.00%	15.03%	4.24%

This data provided by USDA Milk Market Administrator, Texas Order 126.

## **SOUTHWEST DAIRY FIELD DAY**

Sandra R. Stokes

The 1996 Southwest Dairy Field Day will be held on May 9 (9:00 am - 4:00 pm) at the Ray Johnston Dairy located in Comanche, Texas. Programs will include: heat stress management, BST management, parlor equipment evaluation, silage management, ration particle size evaluation, and composting dairy waste. Informational exhibits will be displayed throughout the day, and lunch will be provided to all attendees, courtesy of the sponsors.

The host family operation includes 1,590 cows with a rolling herd average of 25,600 pounds of milk, 818 pounds of protein, and 894 pounds of fat on 3X milking. Cattle are grouped according to age and production and milked in a modern double 20 parallel parlor. The herd is on DHIA test. The operation has taken several steps in the past year to increase cow comfort in the summer heat, including the addition of misters and fans in the holding area and a freestall barn for high producing cows. The ration base includes corn silage, alfalfa hay, and coastal bermudagrass.

Dry cows are managed in groups, with all cows within 30 days of calving being primed for the next lactation. The operation includes 1000 acres of crop land, with approximately 350 acres in corn, 150 acres in small grain and 570 acres in coastal bermudagrass. Emphasis on the breeding program allows this operation to raise a majority of the herd's replacement heifers, with a few additional animals being purchased. All animals are bred using artificial insemination.

Joining Ray in the farm operation are his wife Debbie, daughters RaeAnn and Ruth, and his parents Thomas and Dorothy. Supporting neighbors include Debbie's parents, Sid and Wanda.

The dairy is located north of Comanche (from Highway 377 in Comanche, go north on Highway 36 1½ miles to the first gravel road, turn left to the dairy - signs will mark the route). The Southwest Dairy Field Day is co-sponsored by Texas Agriculture Extension Service, Production Credit Association, and Monsanto.

## **NEW DAIRY SPECIALIST HIRED**

Dr. Sandra R. Stokes began work in Stephenville in February as Extension Dairy Specialist with the Texas Agricultural Extension Service. Her work will focus on the economics of nutritional management but she will be involved in other management areas, such as waste management, as part of a statewide team of dairy experts.

Dr. Stokes was previously the ruminant research nutritionist with the Wayne Feed Division of Continental Grain Company in Wisconsin, where she directed dairy and beef research and its field implementation.

Also during her industry experience, she worked with producers providing technical support and troubleshooting problems in dairy herds across several states.

Her academic background includes three years as assistant professor in the Department of Animal Science, Food and Nutrition at Southern Illinois University at Carbondale. Her research there focused on protein and carbohydrate utilization by the lactating dairy cow and protein metabolism in the pre-ruminant calf.

Dr. Stokes holds a Ph.D. in ruminant nutrition from West Virginia University, an M.S., also in ruminant nutrition, from the University of Arkansas, and a B.S. in animal science from the University of Wyoming. Dr. Stokes fills the dairy position previously held by Dr. Al Lane who retired.

# TEXAS SUMMARY FOR OCTOBER 1995

Information Summarized	10/31/94	9/30/95	10/31/95
DHI-DHIR Herds (cows)	504	442	437
DHI-DHIR Cows	120,604	117,832	117,304
Avg. Milk/Cow/Day	46.5	42.6	45.6
Avg. Percent Fat	3.5	3.5	3.5
Avg. Fat/Cow/Day	1.66	1.50	1.62
Avg. Feed Cost/Cwt. Milk	5.89	6.36	5.99
Private Herds	102	89	87
Private Cows	26,270	25,814	24,593
DHI-DHIR Herds (goats)	22	54	54
DHI-DHIR Goats	560	833	885
Total Herds Enrolled	628	585	578
Total Animals Enrolled	147,434	144,479	142,782

## High DHI Herds.....Michael A. Tomaszewski

These rankings are furnished by the DRPC at Raleigh for a given period of time. If a herd was tested late one month, it may cause that herd's average not to appear on that month's listing. The average would then be compared to other herd averages in the next month. Herds are ranked by test day averages. Only official herd averages are used. String averages are not used if they are not official. We have no control over how the herds appear on this list since it is a computer listing.

### Ranking by Protein

Herd Owner	Milk (lbs)	Protein (lbs)
<b>2X/Day Milking</b>		
Hinders Dairy Inc	60.2	2.02
Ted Conrady Dairy	62.6	2.01
Frank Wolf	63.4	2.00
Bobby J Traweek	61.8	2.00
Teichman Bros	60.9	1.97
Moer-Milk Dairy	61.8	1.95
Steve Zotz	60.2	1.94
Keith Teichman	59.5	1.92
<b>3X/Day Milking</b>		
Roy Roy Dairy Inc	71.7	2.31
Ray Johnston	73.1	2.30
John Koster Dairy	63.1	2.08
Wolfacres Dairy	63.3	2.05
Clyde Birkenfeld	62.4	2.05
Robert Steinberger Sr	60.6	1.96
Robert Stallcup	60.4	1.96
Willem Osingary	58.7	1.96

### Ranking by Milk

Herd Owner	Milk (lbs)	Fat (%)	Protein (%)
<b>2X/Day Milking</b>			
Frank Wolf	63.4	3.6	3.2
Ted Conrady Dairy	62.6	3.7	3.2
Moer-Milk Dairy	61.8	3.8	3.2
Bobby J Traweek	61.8	3.4	3.3
Teichman Bros	60.9	3.6	3.3
Hinders Dairy Inc	60.2	3.9	3.4
Steve Zotz	60.2	3.7	3.2
Keith Teichman	59.5	3.6	3.2
<b>3X/Day Milking</b>			
Ray Johnston	73.1	3.5	3.2
Roy Roy Dairy Inc	71.7	3.3	3.2
Frans Beukeboom	65.1	0	0
Wolfacres Dairy	63.3	3.4	3.2
John Koster Dairy	63.1	3.3	3.3
Clyde Birkenfeld	62.4	3.4	3.3
Rio Grande Dairy	62.1	3.4	3.1
Steve Vander Meer	61.7	3.3	3.2

## Top Ten 305-Day Lactation Records

Following are the ten highest DHI mature equivalent, 305-day lactation records for butterfat production reported to the Extension Dairy Science office during October from the Processing Center at Raleigh, North Carolina.

Herd Owner	Cow Identity	Breed	Date of Birth	% Fat	ME Milk	ME Fat
Hinders Dairy Inc	14431404	H	06-24-91	4.0	28,652	1113
Brian Boehning	74WDH8754	H	05-11-90	4.0	27,959	1112
Koetter Dairy	74SBS0624	H	09-18-90	4.3	26,770	1112
Lawrence Schroeder Dairy	74SBX0981	H	04-28-91	4.4	25,843	1109
James R Wolf	74SBS0525	H	10-14-90	3.7	30,713	1108
Green Valley Dairy	14566896	H	07-10-91	3.9	28,999	1107
Reiter & Sons Dairy	74GDR4278	H	07-15-91	3.9	29,678	1106
High-Hill Dairy	74WDI0514	H	10-15-89	4.0	28,504	1106
Wes Vieth Dairy	13930233	H	10-24-89	3.8	29,427	1105
James Veitenheimer Dairy	14128520	H	08-05-89	4.1	27,362	1105

## TEXAS SUMMARY FOR NOVEMBER 1995

Information Summarized	11/30/94	10/31/95	11/30/95
DHI-DHIR Herds (cows)	501	437	433
DHI-DHIR Cows	119,929	117,304	116,697
Avg. Milk/Cow/Day	47.5	45.6	47.4
Avg. Percent Fat	3.6	3.5	3.6
Avg. Fat/Cow/Day	1.72	1.62	1.70
Avg. Feed Cost/Cwt. Milk	5.87	5.99	5.91
Private Herds	102	87	95
Private Cows	26,891	24,593	26,776
DHI-DHIR Herds (goats)	22	54	51
DHI-DHIR Goats	551	885	851
Total Herds Enrolled	625	578	579
Total Animals Enrolled	147,371	142,782	144,324

### High DHI Herds.....Michael A. Tomaszewski

These rankings are furnished by the DRPC at Raleigh for a given period of time. If a herd was tested late one month, it may cause that herd's average not to appear on that month's listing. The average would then be compared to other herd averages in the next month. Herds are ranked by test day averages. Only official herd averages are used. String averages are not used if they are not official. We have no control over how the herds appear on this list since it is a computer listing.

### Ranking by Protein

Herd Owner	Milk (lbs)	Protein (lbs)
<b>* 2X/Day Milking</b>		
Bobby J Traweek	69.1	2.35
Moer-Milk Dairy	69.5	2.27
Dillard & Jake Schenk Dairy	69.4	2.20
Leo Hoff Jr	64.2	2.09
Jeff Conrady	62.6	2.08
Ted Conrady	64.4	2.07
C & G Veitenheimer Dairy	64.1	2.03
Jimmy Don & Larry Pack Dairy	62.0	2.03
<b>* 3X/Day Milking</b>		
Ray Johnston	70.3	2.30
Wolfacres Dairy	69.3	2.30
Clyde Birkenfeld	67.2	2.30
Roy Roy Dairy Inc	70.6	2.27
Robert Steinberger Sr	67.3	2.20
High-Hill Dairy	66.7	2.18
Norwood Dairy	66.0	2.15
Steve Vander Meer	65.8	2.12

### Ranking by Milk

Herd Owner	Milk (lbs)	Fat (%)	Protein (%)
<b>* 2X/Day Milking</b>			
Moer-Milk Dairy	69.5	3.7	3.3
Dillard & Jake Schenk Dairy	69.4	3.5	3.2
Bobby J Traweek	69.1	3.7	3.4
Frank Wolf	64.6	3.4	3.1
Ted Conrady	64.4	3.8	3.2
Leo Hoff Jr	64.2	3.7	3.3
C & G Veitenheimer Dairy	64.1	4.1	3.2
Ernie Prescher	63.6	3.7	3.2
<b>* 3X/Day Milking</b>			
Roy Roy Dairy Inc	70.6	3.2	3.2
Ray Johnston	70.3	3.6	3.3
Wolfacres Dairy	69.3	3.5	3.3
Robert Steinberger Sr	67.3	3.4	3.3
Clyde Birkenfeld	67.2	3.2	3.4
High-Hill Dairy	66.7	3.6	3.3
Norwood Dairy	66.0	3.5	3.3
Steve Vander Meer	65.8	3.4	3.2

### Top Ten 305-Day Lactation Records

Following are the ten highest DHI mature equivalent, 305-day lactation records for butterfat production reported to the Extension Dairy Science office during November from the Processing Center at Raleigh, North Carolina.

Herd Owner	Cow Identity	Breed	Date of Birth	% Fat	ME Milk	ME Fat
Jeff Conrady Dairy	74WDG2260	H	10-12-91	4.1	31,972	1289
Jeff Conrady Dairy	74WDG3874	H	04-25-93	4.1	32,076	1288
Leo Hoff Jr	13584058	H	03-04-88	4.2	29,431	1234
Bobby J Traweek	14346816	H	07-31-90	3.6	34,763	1232
Doug Wolf Dairy	74SBS0830	H	09-03-90	4.1	28,685	1175
Hinders Dairy	13754498	H	01-08-89	4.2	27,759	1174
Jeff Conrady Dairy	74WDQ3802	H	09-06-92	4.0	29,276	1154
Jeff Conrady Dairy	74WDG2204	H	11-24-91	4.1	28,442	1146
George De Vries	74WDG8833	H	09-15-90	3.5	33,702	1144
Robert Stallcup	74ROB0010	H	01-00-92	4.5	26,227	1141



# TEXAS SUMMARY FOR DECEMBER 1995

Information Summarized	12/31/94	11/30/95	12/31/95
DHI-DHIR Herds (cows)	505	433	422
DHI-DHIR Cows	123,704	116,697	113,557
Avg. Milk/Cow/Day	49.1	47.4	49.8
Avg. Percent Fat	3.6	3.6	3.6
Avg. Fat/Cow/Day	1.81	1.70	1.81
Avg. Feed Cost/Cwt. Milk	5.85	5.91	5.72
Private Herds	103	95	95
Private Cows	25,816	26,776	27,046
DHI-DHIR Herds (goats)	22	51	49
DHI-DHIR Goats	520	851	827
Total Herds Enrolled	630	579	566
Total Animals Enrolled	150,040	144,324	141,430

## High DHI Herds.....Michael A. Tomaszewski

These rankings are furnished by the DRPC at Raleigh for a given period of time. If a herd was tested late one month, it may cause that herd's average not to appear on that month's listing. The average would then be compared to other herd averages in the next month. Herds are ranked by test day averages. Only official herd averages are used. String averages are not used if they are not official. We have no control over how the herds appear on this list since it is a computer listing.

### Ranking by Protein

Herd Owner	Milk (lbs)	Protein (lbs)
<b>2X/Day Milking</b>		
Bobby J Traweek	69.1	2.50
Dillard & Jake Schenk Dairy	75.7	2.36
Steve Zotz	65.9	2.29
Frank Wolf	71.5	2.28
Jeff Conrady	67.3	2.27
Moer-Milk Dairy	68.9	2.23
Bill Wolf Dairy	66.7	2.22
Ted Conrady	67.3	2.16
<b>3X/Day Milking</b>		
Ernie Prescher	76.5	2.42
Clyde Birkenfeld	71.4	2.40
High-Hill Dairy	74.3	2.35
Dan & Janet Martin Dairy	71.0	2.34
Ray Johnston	72.8	2.31
Thomas Dairy	67.6	2.22
Steve Vander Meer	66.3	2.20
Roy Roy Dairy Inc	67.1	2.19

### Ranking by Milk

Herd Owner	Milk (lbs)	Fat (%)	Protein (%)
<b>2X/Day Milking</b>			
Dillard & Jack Schenk Dairy	75.7	3.5	3.1
Frank Wolf	71.5	3.4	3.2
Bobby J Traweek	69.1	3.8	3.6
Moer-Milk Dairy	68.9	3.9	3.3
Jeff Conrady	68.5	3.9	3.3
Ted Conrady	67.3	3.7	3.2
C & G Veitenheimer Dairy	66.8	4.1	3.2
Bill Wolf	66.7	3.7	3.3
<b>3X/Day Milking</b>			
Ernie Prescher	76.5	3.4	3.2
High-Hill Dairy	74.3	3.4	3.2
Ray Johnston	72.8	3.6	3.2
Clyde Birkenfeld	71.4	3.5	3.4
Dan & Janet Martin Dairy	71.0	3.7	3.3
Thomas Dairy	67.6	3.8	3.3
Roy Roy Dairy Inc	67.1	3.5	3.3
Steve Vander Meer	66.3	3.3	3.3

### Top Ten 305-Day Lactation Records

Following are the ten highest DHI mature equivalent, 305-day lactation records for butterfat production reported to the Extension Dairy Science office during December from the Processing Center at Raleigh, North Carolina.

Herd Owner	Cow Identity	Breed	Date of Birth	% Fat	ME Milk	ME Fat
Thelma Hall	74COW6327	H	11-27-92	5.2	24,809	1262
Nico Deboer	3772050	J	09-26-90	5.0	25,549	1257
Hinders Dairy	14325843	H	11-20-90	5.1	24,448	1248
Leo Hoff Jr	14651774	H	10-05-91	3.7	33,798	1218
Moer-Milk Dairy	14532648	H	09-07-91	4.3	28,222	1205
James Veitenheimer Dairy	14526612	H	06-02-91	4.1	29,215	1197
Moer-Milk Dairy	74TXQ3659	H	09-00-92	3.9	31,606	1195
Arthur & Christy Ridinger	74WCW2037	H	01-01-88	4.7	25,340	1191
Moer-Milk Dairy	74SEY8868	H	10-12-91	4.2	28,502	1180
Moer-Milk Dairy	74TLT4875	H	10-12-87	4.5	26,461	2280

## TEXAS SUMMARY FOR JANUARY 1996

Information Summarized	1/31/95	12/31/95	1/31/96
DHI-DHIR Herds (cows)	495	422	411
DHI-DHIR Cows	122,716	113,557	111,327
Avg. Milk/Cow/Day	51.4	49.8	52.5
Avg. Percent Fat	3.6	3.6	3.6
Avg. Fat/Cow/Day	1.89	1.81	1.91
Avg. Feed Cost/Cwt. Milk	5.72	5.72	5.89
Private Herds	100	95	95
Private Cows	25,083	27,046	26,895
DHI-DHIR Herds (goats)	21	49	45
DHI-DHIR Goats	355	827	779
Total Herds Enrolled	616	566	551
Total Animals Enrolled	148,154	141,430	139,001

### High DHI Herds.....Michael A. Tomaszewski

These rankings are furnished by the DRPC at Raleigh for a given period of time. If a herd was tested late one month, it may cause that herd's average not to appear on that month's listing. The average would then be compared to other herd averages in the next month. Herds are ranked by test day averages. Only official herd averages are used. String averages are not used if they are not official. We have no control over how the herds appear on this list since it is a computer listing.

### Ranking by Protein

Herd Owner	Milk (lbs)	Protein (lbs)
<b>* 2X/Day Milking</b>		
Moer-Milk Dairy	73.2	2.42
Koetter Dairy	73.3	2.39
Frank Wolf	71.3	2.34
John Denton	70.1	2.33
Bobby J Traweek	66.3	2.31
Daryl Rust	71.0	2.29
Bill Wolf Dairy	70.7	2.29
James Veitenheimer Dairy	71.6	2.24
<b>* 3X/Day Milking</b>		
Dan & Janet Martin Dairy	78.6	2.56
High-Hill Dairy	77.0	2.55
Ernie Prescher	81.6	2.51
Ray Johnston	73.7	2.36
Alan Caddell	71.0	2.35
Robert Steinberger Sr	71.4	2.27
Steve Vander Meer	70.4	2.27
John Koster Dairy	67.3	2.24

### Ranking by Milk

Herd Owner	Milk (lbs)	Fat (%)	Protein (%)
<b>* 2X/Day Milking</b>			
Koetter Dairy	73.3	4.0	3.3
Moer-Milk Dairy	73.2	3.9	3.3
James Veitenheimer Dairy	71.6	4.1	3.1
Frank Wolf	71.3	3.6	3.3
Daryl Rust	71.0	3.4	3.2
Bill Wolf Dairy	70.7	3.6	3.2
John Denton	70.1	3.5	3.3
Kainer Dairy	69.5	3.3	3.0
<b>* 3X/Day Milking</b>			
Ernie Prescher	81.6	3.6	3.1
Dan & Janet Martin Dairy	78.6	3.8	3.3
High-Hill Dairy	77.0	3.7	3.3
Ray Johnston	73.7	3.4	3.2
Clyde Birkenfeld	72.5	3.0	3.3
Robert Steinberger Sr	71.4	3.8	3.2
Alan Caddell	71.0	3.2	3.3
Steve Vander Meer	70.4	3.4	3.2

### Top Ten 305-Day Lactation Records

Following are the ten highest DHI mature equivalent, 305-day lactation records for butterfat production reported to the Extension Dairy Science office during January from the Processing Center at Raleigh, North Carolina.

Herd Owner	Cow Identity	Breed	Date of Birth	% Fat	ME Milk	ME Fat
Jeff Conrady Dairy	74WDE7319	H	11-10-91	4.7	28,736	1327
Jeff Conrady Dairy	74WDQ3527	H	05-22-93	4.3	29,860	1277
James Veitenheimer Dairy	14531389	H	10-02-90	4.5	28,403	1268
Jeff Conrady Dairy	74WDE4084	H	03-21-89	4.4	28,158	1264
Ralph Albracht	74WDE8240	H	08-23-91	4.3	28,368	1233
Ernie Prescher	74SGN6767	H	02-29-92	3.8	31,946	1202
Ernie Prescher	74SMQ6315	H	12-27-92	4.6	26,672	1201
Jeff Conrady Dairy	74WDQ3648	H	05-10-93	4.3	27,793	1195
Wilfred A Hoff	14933220	H	09-07-92	4.2	28,822	1183
Bobby J Traweek	14625091	H	09-28-91	3.6	32,567	1178

## TEXAS SUMMARY FOR FEBRUARY 1996

Information Summarized	2/28/95	1/31/96	2/29/96
DHI-DHIR Herds (cows)	495	411	410
DHI-DHIR Cows	122,536	111,327	112,287
Avg. Milk/Cow/Day	5394	52.5	54.4
Avg. Percent Fat	3.6	3.6	3.6
Avg. Fat/Cow/Day	1.96	1.91	1.98
Avg. Feed Cost/Cwt. Milk	5.60	5.89	5.81
Private Herds	102	95	86
Private Cows	27,021	26,895	24,437
DHI-DHIR Herds (goats)	23	45	46
DHI-DHIR Goats	397	779	747
Total Herds Enrolled	620	551	542
Total Animals Enrolled	149,954	139,001	137,471

### High DHI Herds.....Michael A. Tomaszewski

These rankings are furnished by the DRPC at Raleigh for a given period of time. If a herd was tested late one month, it may cause that herd's average not to appear on that month's listing. The average would then be compared to other herd averages in the next month. Herds are ranked by test day averages. Only official herd averages are used. String averages are not used if they are not official. We have no control over how the herds appear on this list since it is a computer listing.

### Ranking by Protein

Herd Owner	Milk (lbs)	Protein (lbs)
<b>2X/Day Milking</b>		
Moer-Milk Dairy	75.3	2.49
Frank Wolf	77.3	2.46
Laurence Schroeder Dairy	75.3	2.35
Jerry Vieth	70.1	2.33
James Veitenheimer	73.0	2.31
Jimmy & Lynda Bowen	71.1	2.31
Dillard & Jake Schenk	77.0	2.30
Bobby J Traweek	66.3	2.29
<b>3X/Day Milking</b>		
High-Hill Dairy	83.2	2.68
Don & Janet Martin Dairy	80.1	2.57
Ernie Prescher	84.4	2.56
John Koster Dairy	73.1	2.45
Robert Steinberger Sr	73.4	2.42
Clyde Birkenfeld	70.9	2.41
Ray Johnston	74.0	2.36
David Lawrence	75.2	2.35

### Ranking by Milk

Herd Owner	Milk (lbs)	Fat (%)	Protein (%)
<b>2X/Day Milking</b>			
Frank Wolf	77.3	3.7	3.0
Dillard & Jake Schenk	77.0	3.7	3.0
Moer-Milk Dairy	75.3	4.4	3.3
Laurence Schroeder	75.3	3.5	3.1
James Veitenheimer	73.0	3.9	3.2
Bill Wolf Dairy	71.1	3.8	3.2
Jimmy & Lynda Bowen	71.1	3.6	3.3
Koetter Dairy	71.1	3.5	3.1
<b>3X/Day Milking</b>			
Ernie Prescher	84.4	3.4	3.0
High-Hill Dairy	83.2	3.5	3.2
Dan & Janet Martin	80.1	3.9	3.2
David Lawrence	75.2	3.7	3.1
Ray Johnston	74.0	3.6	3.2
Robert Steinberger Sr	73.4	3.8	3.3
John Koster Dairy	73.1	3.2	3.4
Johnnie Liere	73.0	3.4	3.1

### Top Ten 305-Day Lactation Records

Following are the ten highest DHI mature equivalent, 305-day lactation records for butterfat production reported to the Extension Dairy Science office during January from the Processing Center at Raleigh, North Carolina.

Herd Owner	Cow Identity	Breed	Date of Birth	% Fat	ME Milk	ME Fat
Nico Deboer	3788811	J	10-20-92	8.4	19,926	1433
Mico Deboer	3772050	J	09-26-90	5.0	25,549	1257
Jeff Conrady Dairy	74WDQ3646	H	02-01-93	4.7	26,062	1194
Don De Vries	740000792	H	07-26-89	4.0	29,032	1181
Tony Bos & Family	74DEG2762	H	02-02-91	4.2	23,348	1165
Dan & Janet Martin Dairy	74DEK9269	H	04-10-93	3.9	30,147	1161
Frank Wolf	14956267	H	10-23-92	3.9	29,516	1152
Leo Hoff Jr	14079691	H	05-14-90	3.9	29,218	1150
Robert Steinberger Sr	14036632	H	03-05-90	3.9	29,521	1134
Jerry Richardson	74WDL4376	H	02-00-93	3.9	29,736	1131

