

Introduction to a Panel Discussion on:
The Ingredients of a High Income Dairy Operation*

A successful dairy can be operated many ways, and still be successful. Replacements may be raised or bought, silage may be grown or not, milking may be done in a parlor or a flat barn. However, there is one thing that characterizes every high income dairy operation; they are all run by a good manager.

Our panel members are good managers. They eliminated their bottlenecks as they came to them. If the Florida dairy industry needed leadership, they stepped in. If labor was a problem, they worked out incentive plans to keep their key men. They were good. They got bigger. I suspect they, and others like them, will continue to grow.

*John Holt, Panel Moderator, Assistant Professor, Farm Management
Agricultural Economics, Department of I.F.A.S., University of Florida