PROCEEDINGS OF THE TWENTY-NINTH ANNUAL

FLORIDA DAIRY PRODUCTION CONFERENCE

"Dairying In The 90's"

John Peachey was the recipient of the 1992 Olympian Award that was sponsored by the Florida Bankers Association. Back row standing (l to r) Glen, Carol (wife), Marcia and Troy (holding Hannah). Front row (l to r) Mary, John and Annette Peachey.

UNIVERSITY OF FLORIDA, GAINESVILLE • APRIL 14-16, 1992

Sponsored by the Dairy Science Department, Florida Cooperative Extension Service and the Agricultural Experiment Station of the Institute of Food and Agricultural Sciences with the Cooperation of State Dairy Organizations.
DATE: April 16, 1992

TO: FLORIDA DAIRYMEN AND ALLIED INDUSTRIES

RE: TWENTY-NINTH ANNUAL FLORIDA DAIRY PRODUCTION CONFERENCE

Economic survival of dairymen in a rapidly changing agricultural industry in the 90's will require implementation of many new ideas, plans and technologies. Continuing education is a key to progress, just as sound business decisions result from well founded facts and past experiences.

We would like to thank our Dairy Advisory and planning committees for their assistance in providing suggestions for the program.

Special appreciation and thanks is extended to Farm Credit of North Florida, the Florida Farm Bureau Federation, Florida Bankers Association, State Department of Agriculture and Consumer Services, PDCA, State DHIA Board, and Dairy Farmers Incorporated for their support and participation in the awards program Tuesday evening April 14. Special appreciation to Alltech, Inc., US Sugar Corporation and Monsanto Company for their support and sponsorship of the milk and coffee breaks during the conference.

The proceedings contain a list of those attending the conference as well as a list of the sponsors and those having commercial exhibits at the conference. Additional copies may be obtained by calling or writing the Office of Conferences, Dairy Conference, University of Florida, PO Box 110750, Gainesville, FL 32611-0750; phone 904/392-5930.

Thanks to everyone for your help and support.

Roger P. Natzke, Chairman
Dairy Science Department

Barney Harris, Jr., Chairman
Dairy Production Conference
(Extension Dairyman)

P.S. ARPAS has assigned 6 CEU's for this Educational Activity.
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DAIRY FARM FAMILY AWARD

The Dairy Family award is sponsored and presented by the Florida Farm Bureau Federation. Assisting in the selection is the Dairy Science Department at the University of Florida, and the Dairy Division of the Florida Department of Agriculture and Consumer Services. The award is based on three generations of family members involved in the operation. Such is the case for the 1992 winner, the T. J. Koon family of Mayo as announced by Frankie Hall, Assistant Director of Commodity with the Florida Farm Bureau Federation.

The dairy was started in 1952 by T. J. Koon with a total of 24 cows on 200 acres. Later, the family purchased 145 acres and leased another 240. In the beginning, the dairy used primarily Jersey cows but eventually changed to Holsteins. Today, the dairy milks 650 Holsteins in a double-A Surge parlor. It is now among the largest dairies in Lafayette county.

Up until 1970, the Koons were involved in growing tobacco as well as in the management of the dairy. However, due to the growth in the size of the dairy, the family discontinued growing tobacco in order to devote more time to the dairy operation. Coastal Bermuda hay is grown on the farm and harvested three times each year for use in the operation of the dairy. While numerous advances have occurred in the dairy industry, Mr. Koon says the greatest improvements in their operation have been in the areas of genetics and nutrition. Although the Koons use no artificial insemination, they do attempt to keep the best bulls for improving their herd.

As with most other Florida dairies, production per cow has increased during the past 40 years. The herd has doubled in production during this period and at the present time is averaging about 50 lbs of milk daily per cow.

Over the years the dairy has benefitted from Vo-Ag and Extension educational programs in the county. Howell was on the state FFA dairy cattle judging team that went to the national Dairy FFA Judging Contest in Waterloo, Iowa in 1967. Also, son Robert received his American Farmer Degree. Charles recalls enjoying working with the county Vo-Ag teacher, J. M. Everett, who he described as "strictly an outside man" who concentrated on practical activities such as judging. Everett, Charles says, "Believed in getting out and doing it."
The T. J. Koons Family

Thomas Jackson ("T. J.") and Sally Lou and their children

Charles and his wife Patricia
Their children include:
  Donald ("Rooster") and his wife Melissa
  Duane ("Bull") and his wife Mary Cassube
  Ann Toole and her husband Jimmy
  Donna Sue

Howell and his wife Jackie
Their children include:
  Marcia (16)
  Marcy (15)

Robert and his wife Melody
Their children include:
  Celsey (16)
  Samantha (9)

Lynn
Sandra

DAIRY HERD MANAGEMENT AWARDS

The awards are sponsored by Farm Credit of North Florida and are selected from recipients nominated by the County Extension Faculty. Selections are based on changes and progress in milk production and herd management practices. Also, involvement in association, community and Extension programs is given consideration. Mr. Jim Clouse, Executive Vice President of Farm Credit of North Florida, made the presentations. The citations were read by Barney Harris.

Small Herd Division - Submitted by Mike Kelly, Extension Agent MC, Duval County, Jacksonville.

The 1992 Dairy Herd Management Award in the small herd division was awarded to Register's Dairy Farm at Sanderson in Baker County. The dairy was started in 1961 by Sonny Register and his father, after Sonny's graduation from the University of Florida. In 1978, the dairy cows were sold and dairying ceased to exit on the farm. In 1987, Sonny and his son Darryl re-entered the dairy business. Sonny and Peggy's two other children (Douglas and Debbie) are not involved in the dairy. Sonny's son Darryl and his wife Danette have two children - Crystal (6) and Garrett (4).

Register's Dairy Farm is located on 100 acres where the 250 lactating cows have a rolling herd average of 20,000 lbs. With the exception of some of the bermuda grass hay, all feedstuffs are purchased and fed to the cows. The philosophy of the owners and the key to having a successful operation has been...
to do a good job in all areas of management but keep it as simple as possible. Good feeding practices, milking procedures, attention to herd health and heat stress management programs have helped the dairy maintain a high level of milk production. Also, they stressed the importance of having a good, close relationship among owners and employees.

Mr. Mike Kelly pointed out that Register’s Dairy Farm has been highly successful due to their unique management philosophy and highly efficient production practices. Also, he stated that they are great people to know and have in the area.

**Medium Herd Division** - Submitted by Mr. Robert S. Tervola, County Extension Director, Suwannee County, Live Oak, FL

The 1992 Dairy Herd Management Award in the Medium Herd Division was awarded to Suwannee River Dairy at Live Oak. The dairy is owned by Pete and Driskill Surter and their son Scott. The senior Surter’s have 7 children. A second son, Phillip, is now employed at the dairy. Scott and Laura have two children - Stephanie and Daniella.

The dairy was started in 1989 by Pete and Scott Surter. Since 1989 the herd has developed into one of the top producing dairies in the state. The dairy presently has 320 cows with a rolling herd average of 21,159 lbs milk.

The high level of milk production at the dairy is attributed to the excellent management practices. The use of good quality silage and alfalfa hay as roughage sources is important to the dairy. Along with the forages, whole cottonseed and other feed sources are used to balance the ration.

Good records and dependable employees are important to the owners of the dairy. According to Bob Tervola, the Surters are excellent information gatherers and able to synthesize this information into their daily operation.

**Large Herd Division** - Submitted by Albert Fuller, County Extension Director, Levy County, Bronson, FL

The 1992 Dairy Herd Management Award in the Large Herd Division was awarded to Levy County Dairy at Chiefland. The dairy owners are Ronald and Carolyn Skelton and Ron and Alice St. John. The partnership arrangement has existed since 1985 when they decided to move from Western New York to relocate in Florida. Construction on the new dairy was initiated in 1986 and completed in 1987. Since 1987, Levy County dairy has milked about 1500 to 1700 cows. In 1990, Ron St. John made the decision to become a silent partner in Levy County Dairy and construct a new dairy called Alliance Dairy at Trenton.
Levy County Dairy is now operated and managed by Ron Skelton. Ron and Carolyn Skelton have two daughters - Yvonne (5 yrs) and Jennifer (3 yrs). Carolyn is responsible for keeping the records at the dairy.

The dairy is presently milking about 1520 cows with a rolling herd average of 19,090 lbs. In addition, there are 171 dry cows and 1115 dairy heifers being raised as replacements on the farm.

The dairy owns 828 acres of land with another 500 acres of leased land. Crops grown for silage include corn, sorghum and bermuda grass. In addition to the silage, alfalfa hay is purchased to supplement the silage being fed. The forages and other feedstuffs are mixed in a mixer wagon to provide a balanced ration for the cows. The cows have free choice at the feed bunk for several hours each day. Mr. Skelton stresses the importance of a good nutritional program, herd health program, and heat stress management program for maximizing both production and reproductive performance at the dairy.

Levy County Dairy has served as host for numerous tours since it's completion in 1987. In visiting the dairy, guests usually want to visit and observe the double-20 rapid exit herringbone type milking parlor, the commodity storage barn, the heat stress management systems in operation, and the waste management program. All of these systems under good management programs have allowed the dairy to maintain a high level of milk production.

**OLYMPIAN AWARD**

Sponsored by the Florida Bankers Association, Orlando, FL and announced by Roger Natzke. The award recognizes an outstanding dairyman each year that has made significant contributions to the Florida Dairy Industry, progressive in management concepts, involved in association and extension activities, and has a supportive attitude. Such is the case for John Peachey where John and his family have been progressive leaders in the dairy industry.

John and Carol Peachey have five children, John Stephen, Glenn, Troy, Marcia, and Mary. Two of the boys, Glen and Troy, are involved in the operation of the dairy. Mary continues to provide assistance when needed. Marcia is the former 1987 Florida Dairy Princess and now married and a teacher in Orlando.

The dairy was originally started in Manatee County in 1963 but moved to Sarasota County in the mid-80's. The new modern facility houses 550 lactating dairy cows. The farm grows over 200 acres of corn and sorghum for silage and raises about 25% of their needed replacements.
Mr. Peachey is involved in numerous activities and has served or is presently serving on the following advisory committees:

1. Manatee County Overall Advisory Board
2. Manatee County Dairy Advisory Board
3. The IFAS Dairy Advisory Committee
4. Tampa Independent Dairy Farmers Association - Pres., Vice Pres., budget committee, advertising committee, etc.
5. National Milk Producers Federation
6. Director of Great Lakes Southern Milk Sales, Inc.
7. Southeastern Dairy Cooperative Association, Inc.
8. Past Director and V.P. of Land' O' Sun.
9. West Coast DHI - Pres., Director
10. Florida DHIA Board
11. National Dairy Promotion and Research Board Member and Member Public Relations Committee.
12. Manatee County 4-H club Leader

According to Mr. Travis Seawright, county Extension agent in Manatee County, the Peachey family has been a real blessing to the agriculture programs in Manatee and Sarasota counties. Their expertise, dedication, and cooperation is an excellent example for others to follow whether in business, farming, or involvement in service to their church and community.

**OUTSTANDING DAIRY SCIENCE SENIOR AWARD**

The Outstanding Dairy Senior Award sponsored by Dairy Farmers, Inc. and presented by the Florida Dairy Princess, Miss Heather Watts, was awarded to Jason Marriage. Jason is from West Palm Beach, FL and has worked with dairy animals most of his life. Jason was recognized for his continued active participation in dairy activities during his undergraduate program in the Dairy and Animal Sciences. Jason has used his practical experience in dairying to assist his fellow students in the handling, management, and evaluation of dairy cattle. Notably, he has been involved in the heifer replacement program of the University herd. Jason was a member of the 1991 UF Dairy Judging Team and will compete this year in Madison, WI at the National Contest. This summer Jason will represent the University of Florida at the International Fence Building Contest which is held annually in New Zealand. Upon his return, Jason will participate in an internship sponsored by Deserete Ranch.

**DAIRY SHRINE AWARDS**

Svend Dieffenbach - Baker
Jerry Heykoop - Cottondale
Heather Seigler - Defuniak Springs
Teron Sloan - Chipley
PDCA AWARDS

SPECIAL AWARD -- Mr. Carroll L. (Bud) Ward of Astatula received the PDCA Special Award at the 29th annual Florida Dairy Production Conference Awards Banquet. Mr. Ward is affectionately known as "Bud". The PDCA special award recognizes and honors an individual for a lifetime of service and dedication to the purebred dairy cattle industry. Such is the case with Mr. Bud Ward, who has achieved much during the past 50 or more years in breeding and showing purebred Guernsey cattle. The LayLaine show string was prominent for many years in shows in Florida and the Southeastern United States. Many grand champions, several All American nominations and the All American Breeder's Get of Sire were shown by LayLaine Guernsey Farm. In addition, numerous youth project animals have been bred at LayLaine Guernsey Farm. For more than 25 years, Mr. Bud Ward and his family have hosted 4-H and FFA practice judging events, American Guernsey Cattle Club judging schools and two Florida PDCA type conferences.

Mr. Ward has served in numerous leadership capacities for the Dairy Industry, including: director, president and livestock chairman of the Central Florida Fair; member of the Florida State Fair Authority; director and president of the Florida DHIA Board, and Orange County DHIA; director of Upper Florida Milk Producers' Association and Dairy Farmers Inc.; and the American Guernsey Cattle Club. Also, he has served as a member of the Lake County Extension Dairy Advisory committee and fair committee.

Mr. Ward has received numerous honors and recognitions including: the Florida Farm Bureau Federation Dairy Family Award, the Dairy Science Department Olympian Award, and membership in the Florida Dairy Hall of Fame.

In honor of Mr. Ward's many contributions to the dairy industry, the "Carroll L. Ward, Jr. Challengers Trophy" was announced at the conference awards banquet as having been established by the PDCA. The award recognizes the winner in the challengers contest held annually at the Central Florida Fair to promote excellence in showmanship and showing ethics. The awards plaque will be on display in the Dairy Science Department.
# TOP DHIA HERD RECOGNITION
## 1992 DAIRY PRODUCTION CONFERENCE

<table>
<thead>
<tr>
<th>HERD</th>
<th>LOCATION</th>
<th>NO. COWS</th>
<th>MILK</th>
<th>FAT</th>
<th>PROTEIN</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>----------</td>
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</tr>
<tr>
<td><strong>DIVISION I - UNDER 500 COWS</strong></td>
<td>----------</td>
<td>----------</td>
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</tr>
<tr>
<td><em>Eicher Dairy (Holsteins)</em></td>
<td>Walnut Hill</td>
<td>107</td>
<td>21475</td>
<td>688</td>
<td>689</td>
</tr>
<tr>
<td><em>Condale Farms</em></td>
<td>Anthony</td>
<td>343</td>
<td>21295</td>
<td>681</td>
<td>660</td>
</tr>
<tr>
<td><em>Suwannee River Dairy</em></td>
<td>Live Oak</td>
<td>389</td>
<td>20412</td>
<td>609</td>
<td>633</td>
</tr>
<tr>
<td>Dewey Hollingsworth</td>
<td>Atmore, AL</td>
<td>140</td>
<td>20250</td>
<td>680</td>
<td>634</td>
</tr>
<tr>
<td><em>Estal And Wanda Mattox</em></td>
<td>Graceville</td>
<td>115</td>
<td>19726</td>
<td>643</td>
<td>632</td>
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<tr>
<td><strong>DIVISION II - 500 TO 1000 COWS</strong></td>
<td>----------</td>
<td>----------</td>
<td>---------</td>
<td>-----</td>
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<tr>
<td><em>Trinity Dairy</em></td>
<td>Brooksville</td>
<td>575</td>
<td>20221</td>
<td>MO</td>
<td>MO</td>
</tr>
<tr>
<td><em>Oaklane Dairy #2</em></td>
<td>Alachua</td>
<td>693</td>
<td>19767</td>
<td>680</td>
<td>623</td>
</tr>
<tr>
<td><em>Pine Valley Dairy, Inc. (Holsteins)</em></td>
<td>Lakeland</td>
<td>564</td>
<td>19752</td>
<td>675</td>
<td>610</td>
</tr>
<tr>
<td><em>Swiss Haven Dairy</em></td>
<td>Paisley</td>
<td>934</td>
<td>18846</td>
<td>646</td>
<td>606</td>
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<tr>
<td>M &amp; M Dairy, Inc.</td>
<td>Jacksonville</td>
<td>888</td>
<td>18759</td>
<td>MO</td>
<td>MO</td>
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<tr>
<td><strong>DIVISION III - OVER 1000 COWS</strong></td>
<td>----------</td>
<td>----------</td>
<td>---------</td>
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<tr>
<td><em>L A D Dairy Farm</em></td>
<td>Greenville</td>
<td>1101</td>
<td>21310</td>
<td>758</td>
<td>668</td>
</tr>
<tr>
<td><em>North Florida Holsteins</em></td>
<td>Bell</td>
<td>2700</td>
<td>21011</td>
<td>708</td>
<td>665</td>
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<tr>
<td><em>Perret’s Dairy, Inc.</em></td>
<td>Callahan</td>
<td>1548</td>
<td>20132</td>
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<td><em>Gen Farm III, LTD Partnership</em></td>
<td>Bell</td>
<td>2128</td>
<td>19551</td>
<td>609</td>
<td>629</td>
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<td><em>Gen Farm IV, LTD Partnership</em></td>
<td>Bell</td>
<td>2029</td>
<td>19499</td>
<td>645</td>
<td>644</td>
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</table>

Production data from DHI test year ending September 30, 1991.

* All or part of herd milked 3X.
## STATE DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
### HONOR ROLL AWARDS FOR 1991

### TOP THREE HONOR ROLL AWARD WINNERS

<table>
<thead>
<tr>
<th>Division</th>
<th>Dairy Name</th>
<th>First Name</th>
<th>Middle Initial</th>
<th>Last Name</th>
<th>Address Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Herd Division (less than 200 cows)</td>
<td>Kurtz &amp; Sons Dairy</td>
<td>Howard</td>
<td>Kurtz</td>
<td>Live Oak, Florida</td>
<td>200 cows</td>
</tr>
<tr>
<td>Medium Herd Division (200-499 cows)</td>
<td>Shiver's Dairy Farm</td>
<td>Clifton O.</td>
<td>Shiver</td>
<td>Mayo, Florida</td>
<td>325 cows</td>
</tr>
<tr>
<td>Large Herd Division (greater than 500 cows)</td>
<td>Turnpike Dairy</td>
<td>James L.</td>
<td>Legg</td>
<td>Palm City, Florida</td>
<td>700 cows</td>
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Other herds receiving Honor Roll Certificates:

### 1 YEAR

<table>
<thead>
<tr>
<th>Herd Name</th>
<th>First Name</th>
<th>Middle Initial</th>
<th>Last Name</th>
<th>Address Details</th>
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<tbody>
<tr>
<td>Bernard Arndt Arndt Dairy</td>
<td>Wayne</td>
<td>Powell</td>
<td></td>
<td>Ferribi Dairy</td>
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<tr>
<td>Rt 1 Box 178</td>
<td></td>
<td></td>
<td></td>
<td>Rr 1 Box 134L</td>
</tr>
<tr>
<td>High Spgs FL 32643</td>
<td>Camp Branch Dairy</td>
<td></td>
<td></td>
<td>Oxford FL 32684</td>
</tr>
<tr>
<td>G E Toms</td>
<td></td>
<td></td>
<td></td>
<td>Thomas Toms</td>
</tr>
<tr>
<td>Rr 1 Box 1108</td>
<td></td>
<td></td>
<td></td>
<td>Graham Co No 3</td>
</tr>
<tr>
<td>DeLeon Spgs FL 32219</td>
<td>Moore Haven FL 33471</td>
<td></td>
<td></td>
<td>Moore Haven FL 33471</td>
</tr>
<tr>
<td>John Carter</td>
<td></td>
<td></td>
<td></td>
<td>Howard Kurtz</td>
</tr>
<tr>
<td>Green Oak Dairy</td>
<td></td>
<td></td>
<td></td>
<td>Kurtz &amp; Sons Dairy</td>
</tr>
<tr>
<td>Rt 1 Box 352</td>
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<td></td>
<td>Rr 5 Box 37C</td>
</tr>
<tr>
<td>McAlpin FL 32062</td>
<td></td>
<td></td>
<td></td>
<td>Live Oak FL 32060</td>
</tr>
<tr>
<td>L E Larson</td>
<td></td>
<td></td>
<td></td>
<td>J P O'Connell</td>
</tr>
<tr>
<td>Larson Dairy No 6</td>
<td></td>
<td></td>
<td></td>
<td>Orange Hill Dairy</td>
</tr>
<tr>
<td>PO Box 1242</td>
<td></td>
<td></td>
<td></td>
<td>Rr 4 Box 267</td>
</tr>
<tr>
<td>Okeechobee FL 33473</td>
<td></td>
<td></td>
<td></td>
<td>Chipley FL 32428</td>
</tr>
<tr>
<td>George Alvarez</td>
<td></td>
<td></td>
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<td>Proctor Dairy</td>
</tr>
<tr>
<td>Pleasant Valley Dairy</td>
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<td>Rr 1 Box 17</td>
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<tr>
<td>32183 Powell Rd</td>
<td></td>
<td></td>
<td></td>
<td>Zolfo Spgs FL 33890</td>
</tr>
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</table>
1 YEAR -- Continued

Noel Lussier
Progressive Dairy
PO Box 322
Bonifay FL 32425

Clifton O. Shiver
Shiver's Dairy Farm Inc
Rt 1 Box 474
Mayo FL 32066

Howard Nickerson
White Owl Dairy
Rt 5 Box 149X
Live Oak FL 32060

2 YEARS

Neal Cleghorn
Cleghorn & Son Dairy
Rt 3 Box 178 N
Moore Haven FL 33471

Kerry Boecker
Oak Grove Dairy
3811 Rockaway Crk Rd
Walnut Hill FL 32568

Doug Sipple
Sipple Dairy
11019 Tom Folsom Rd
Thonotosassa FL 33592

Wayne Spencer
Dbi S Dairy Farm Corp
PO Box 611
Callahan FL 32011

Wayne Oelfke
Oelfke Dairy Farm
Rt 1 Box 425
High Spgs FL 32643

Jean McArthur
McArthur Farm Inc #2
1550 NW 208th St
Okeechobee FL 33472

John C Mims
Rex Run Dairy
Rt 3 Box 57H
Hawthorne FL 32640

3 YEARS

Larry H Crosby
Branchland Dairy
PO Box 175
Dade City FL 33526-0175

John D Morris
Morris Dairy Farm
Rt 1 Box 2265
O'Brien FL 32071

Ted Cummings
Cummings Dairy
6907 Simmons Loop
Riverview FL 33569

Steve Shiver
Mill Creek Dairy
Rt 1 box 475
Mayo FL 32066
4 YEARS
Ray Melear
Ray Melear Dairy Inc
Rt 5 Box 1890
Okeechobee FL 33474

8 YEARS
J O & Everett Kerby
Kerby Dairy
Rt 3 Box 61
Mayo FL 32066

10 YEARS
James L Legg
Turnpike Dairy
PO Box 385
Palm City FL 34990-0385

17 YEARS
George White
River Dairy
2642 Flowing Well Rd
DeLand FL 32720
**SPONSORING ORGANIZATIONS**

Milk and Coffee Breaks:  
US Sugar Corporation  
Monsanto Company  
Alltech Inc  

Gifts for Drawings:  
Alltech Inc  
American Breeders Service  
Dick Meyer Co Inc  
Federated Genetics  
Florida DHIA  
Franklin Laboratories  
Gainesville Hilton  
Lakeland Cash Feed  
Select Sires  
Western Hay

**COMPANIES HAVING EXHIBIT TABLES**

| ACCURA LIVESTOCK EQUIPMENT | MARY LEE BUSH  
1387 ST RT 164  
PO BOX 153  
COLUMBIANA OH 44408  
216-482-5591 |
|---------------------------|--------------------------|
| AG BAG CORP OF FLORIDA    | ROY F CUNNINGHAM  
7000 W 7 RIVERS DR  
CRYSTAL RIV FL 32629  
904-795-2025 |
| ALLTECH INC               | MR BILL CHEEK  
3031 CATNIP HILL PIKE  
NICHOLASVILLE KY 40356  
606-885-9613 |
| AMERICAN BREEDERS SERV    | RODNEY MOORE  
PO BOX 1757  
LILBURN GA 30226  
404-564-8968 |
| AMPRO PRODUCTS            | SCOTT DUCHETTE  
2305 O'KELLY RD  
GAINESVILLE GA 30507  
404-535-6646 |
| ARCHER DANIELS MIDLAND CO  | JIM DOUGHERTY  
PO BOX 74  
RED WING MN 55066  
1-800-328-9173 |
| CHURCH & DWIGHT           | RANDY CAWOOD  
RT 2 BOX 144A  
ABBEVILLE SC 29620  
609-683-5900 |
| CROWN CO PRODUCTS         | ART BARFIELD  
PO BOX 364  
PLAINS GA 31780  
912-824-3608 |
| CUTTER ANIMAL HEALTH      | RANDY BATEMAN  
3600 W HARBOR RD  
KISSIMMEE FL 34746  
407-933-1856 |
| DHIA                      | DAN WEBB/MIKE RECTOR  
UNIV OF FLA/PO BOX 110920  
GAINESVILLE FL 32611-0920  
904-392-5592 |
| DICK MEYER CO INC         | JOHN COBURN/JEFF GARRISON  
RT 1 BOX 219  
COLOMA WI 54930-9987  
715-228-5471 |
| ECO LAB - KLENZADE        | MACK REEVES  
10837 SW 66TH CT  
OCALA FL 32676  
904-854-8397 |
| ENVIRON CONSULT & TECH    | DOUGLAS DEAN  
1034 NW 57TH ST  
GAINESVILLE FL 32605  
904-336-0444 |
| FARNAM CO INC             | STEVE WRIGHT  
9045 BAY COVE LN  
JACKSONVILLE FL 32257  
904-730-9058 |
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<tr>
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<td>CARL HARPER</td>
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<td>Paul Mueller Co</td>
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<td>Bill Gober</td>
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<td>Andy Burns</td>
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<tr>
<td>Jim Abercrombie</td>
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<td>Kevin Perryman</td>
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PROGRAM PARTICIPANTS

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L. W. Whitlow, professor and extension dairy specialist, North Carolina State University, Raleigh, North Carolina.