

PROCEEDINGS OF THE 36th ANNUAL

FLORIDA DAIRY PRODUCTION CONFERENCE

UNIVERSITY OF FLORIDA, GAINESVILLE / May 4-5, 1999



The Shiver family, Mayo, winners of the 1999 Dairy Farm Family Award sponsored by Florida Farm Bureau in cooperation with Florida Cooperative Extension, the Dairy and Poultry Sciences Department, and the Florida Department of Agriculture and Consumer Services. L to R: Kurt (son of Louis and Cynthia); the Keith Shiver family: Keith (son of Louis and Cynthia), Stephanie, and Kole (held by Stephanie); Gladys and Clifton "Red" Shiver; Dan Buchanan making the presentation on behalf of Florida Farm Bureau; the rest of the Louis Shiver family: Mary-Kathryn, Cynthia, and Louis (son of Gladys and Clifton).

Sponsored by the Dairy and Poultry Sciences 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.



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June 9, 1999

TO: FLORIDA DAIRYMEN, ALLIED INDUSTRIES, AND OTHERS

RE: 36th ANNUAL FLORIDA DAIRY PRODUCTION CONFERENCE

We appreciate your participation in and support of the 1999 conference, our 36th consecutive conference. This year's program emphasized:

- A Decade of progress from programs sponsored by Dairy Check-Off grants.
- Milk supply and dairy marketing.
- Critical financial performance factors and the Dairy Business Analysis Project.
- Anticipating and managing mycotoxin problems.
- Nutritional management of the transition cow.
- The Florida DHIA meeting, Florida Farm Bureau Dairy Family Award, and DACS Milk Quality Awards.
- Tour of new facilities at the UF Dairy Research Unit

Special appreciation goes to all of the 1999 commercial exhibitors. Please note the companies, their representatives, and addresses later in the proceedings. Note, also, the information about award winners and the list of those attending the conference.

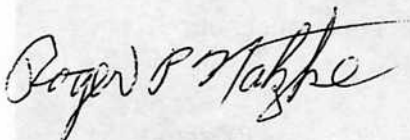
Registered attendance this year and in recent years was:

Category	1999	1998	1997	1996	1995
Total registrants	175	154	195	219	272
Florida dairymen and farm management employees	56	31	42	55	60
Number of different dairies represented	35	20	30	37	38
Industry representatives, including exhibitors	79	71	96	94	115
UF faculty (Gainesville), students, and speakers	19	16	23	33	49
County Extension, DACS, DEP, NRCS, consultants	15	14	20	23	25
Other	6	2	14	14	23
Number of commercial exhibits	29	32	37	32	46

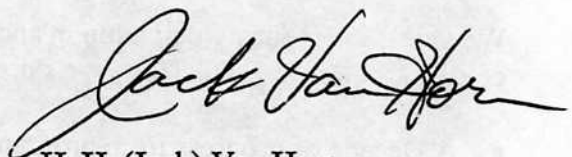
The general comments made to us about the program were good. The new location for the conference, Best Western Gainesville, provided meeting rooms and exhibit areas that fit the size of our conference very well and we plan to return there next year. Our attendance and number of dairies represented increased modestly this year over last year. We would like to start planning for next year's program now so please give us some input. Return suggestions on the evaluation sheet (next page).

Mark the tentative date for next year's conference as May 2-3, 2000.

Thanks for your participation. Additional copies of the proceedings may be obtained, as long as they last, by calling the Dairy and Poultry Sciences Department (352/392-5594) or by writing to: H. H. Van Horn, Dairy and Poultry Sciences Department, University of Florida, Gainesville, FL 32611-0920.



R. P. Natzke
Chairman,
Dairy and Poultry Sciences Department



H. H. (Jack) Van Horn
Professor and Coordinator of
Dairy Production Conference

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Florida Farm Bureau Federation
1999 Dairy Farm Family of the Year
The Shiver Family, near Mayo, FL

The Dairy Family Award is sponsored and presented by the Florida Farm Bureau Federation. The family is selected by Farm Bureau in cooperation with County and Area Extension Agents and Extension Specialists in the Dairy and Poultry Sciences Department at the University of Florida. The materials that follow describing the Shiver Family Dairy, were collected by Chris Vann, Lafayette County Extension Agent and Frankie Hall and Dan Buchanan with the Florida Farm Bureau Federation.

The Shiver family represents three generations of dairy producers. As farmers and residents of Florida, the family goes back even further. The Clifton Shiver family is a great example of a true, American family farm. During times when young people left family farms for better jobs in towns and cities, the Shivers returned to this rural Lafayette County dairy farm. Farming is still a tough business to be in, especially with all the hoops and regulations that farmers have to jump through and abide with. But this family has done this since the mid-1940's, and they have done an outstanding job.

The dairy currently operated by Louis and Keith Shiver near Mayo in Suwannee County was started by Louis's father Clifton "Red" Shiver more than 50 years ago. Red was born and raised in Suwannee County. His father, Isaac, bought the 160-acre home place from his father in 1912. Clifton was born in 1917, not far from the site of the dairy. In those days, the Shivers furnished cord wood to the railroad. "I married Gladys on a Saturday in 1942 and started farming behind a gray mule Monday morning," he says. In those days, he grew hogs and peanuts, then tobacco. Finally, he went into the dairy business. The same year, he started buying land – at \$20 per acre. "Later it went to \$150 per acre," he recalls. "I wound up with about 800 acres and back then not any of it cost me over \$200 per acre." In contrast, the last tract he bought cost \$875 per acre.

"I started dairying in 1948 with 23 head in a little flat barn with 10 stanchions. Then we went to 20 stanchions. Boy, I thought I was in high cotton then." Red recalled, standing next to the parlor where today the Shivers milk over 500 cows every day.

In the old days, the milk was transported to the processing plant in cans. Some neighbors would come toting their own jugs to buy milk right off the farm. "We were at the mercy of Borden Company and things were very political at the national level," Red indicated. He was put on the spot when Borden ordered its producers to use stainless steel tanks, making all of the 10-gallon metal cans that he had purchased obsolete. Nevertheless, in the 40's milk was selling for 60 cents per gallon and dairying was profitable. The number of dairies in the county increased from 3 to 29 in just three years. In contrast, in the latter part of the 1950's, milk was selling for just 18 cents a gallon and the number of dairies dropped from 29 to just nine or 10. "There was a surplus and people just couldn't take it," Red said. The dairies that were left, and his was one of them, got bigger. He also diversified, growing some tobacco. Tobacco was a

good money crop and fit in well with the crop rotation. Tobacco is no longer grown on the farm today.

Has increased regulation of the dairy industry been a good or bad thing? "Overall, it has been good," Red mused. "Back when we started, there was no protection for milk. When we started out, if your bacteria count stayed under 200,000 you were okay. Now, if you're over 50,000, you're in trouble. Today, consumers are getting the best quality milk they've ever had."

Clifton lived on the farm for 56 years. In 1973 he decided to turn the operation over to his sons and moved to town. But living in Mayo doesn't keep him from visiting the farm. "The house in town is a pretty good place to spend the night," he says.

Louis came back to the farm in 1968 after a stint in Viet Nam with the Big Red One division of the First Infantry. For a time he, his brother Steve, and their father ran the dairy. Later, the operation was split and Louis remained on the original site.

Louis built a new, state-of-the-art cooling shed and the land holdings expanded from between 200 and 300 acres to 900. The farm produces much of its own forage. And using nutrients from the dairy manure on the crops is an important part of the overall program. The farm has added more irrigation and using the land for crop production helps in managing manure. "We've been using waste out of the lagoon for 12 years," Louis said, "and these days, we're using manure nutrients on more acres."

In addition to forage that Louis produces himself, the Shivers purchase alfalfa. They also purchase locally grown hay. "If you don't continue to buy from your neighbors, they won't be in business when you need them," Louis says. To assure quality, the Shivers require their suppliers to irrigate, they are beginning to require center pivot irrigation.

This past year, Red's grandson and Louis's son, Keith, came back to the farm and is working at taking over the management of the dairy. Keith says that "I'm being tutored now." "I never had a question about what I wanted to do. I knew if it wasn't coming back here, I'd be in ag somewhere." He takes after his father, Louis, who said he never wanted to leave the farm. Keith says his biggest challenge is "just trying to learn. I thought I had a pretty good grasp before. But when you are managing, you get into it. There are so many little problems you have to solve. You have to like it to put up with the little problems all day long." He is in a learning mode and this mode will last the rest of his life.

Keith has learned that a good manager depends on key people, for example, the herdsman. The farm employs 10 people, some of whom just help with forage. Two families work exclusively with cows. Keith is an avid reader of Extension publications and a believer that, "If you want to know how to grow corn, go talk to somebody that's got a crib full." For the past year, Keith says he has been focusing his attention of the farm. Now and as he becomes more comfortable with managing the dairy farm, he plans to move into leadership within the industry. But he has his priorities straight: "This is most important . . . Being right here," he says. Keith and his wife Stephanie have a one-year-old son, Kole. And what does the future

hold for Kole? "He'll definitely work here if he wants to. It will be his decision what he wants to do."

The Shivers are Farm Bureau members and Louis serves on the Board of the Sunshine State Milk Producers and is a Director of Southeast Milk, Inc. Louis also is a member of the Florida Department of Agriculture and Consumer Services Animal Health Technical Advisory Committee and represents dairy on the Commissioner of Agriculture's advisory board. He also serves on the Johne's Disease Board.

Keith was active in FFA earning his State Chapter Farmer and American Farmer degrees. He was a member of the Alpha Gamma Rho fraternity and is among a group of younger producers attempting to rejuvenate the Lafayette County Dairymen's Association and is a member of the Holstein Foundation. Also, he currently is participating in the Young Dairy Leaders Institute.

As stated earlier, this family is a true dairy family farm. They are dedicated farmers to their industry, their communities, and their families. Thank God for people like the Shiver Family.

Annual DHIA Meeting

The annual meeting of Florida DHIA was held on May 4, 1999. Treasurer Ed Henderson presided at the luncheon meeting at the Gainesville Best Western Hotel.

Delegates representing Panhandle, Pioneer, Duval, Big Bend, West Coast and South Florida DHIA's were present.

Gary Keyes of Brooksville was elected to complete the unexpired term of Bruce Buckler.

Robert Bowie Jr., Dale Eade and Ed Henderson were re-elected to a three-year term as directors.

Other directors are: Don Bennink, Clyde Yancey, Jr., Thurman Hatten, Darryl Register and Gary Aukema.

Dan Webb presented the Florida DHIA Report for 1998. Ron McCuddy and Ray West presented high herd production awards.

FLORIDA DHIA AWARDS

MAY 4, 1999

High Herds

Small	2X	Kerby Dairy
Medium	2X	Wisteria Dairy
Large	2X	Bongers Dairy
Small	3X	Van Wagner Dairy
Medium	3X	Condale Farms
Large	3X	North Florida Holsteins

Small=<500 cows Medium=<500-1000 cows Large=<1000 cows

High Herds

Official Testing Program

<u>Herd</u>	<u>lbs. Milk</u>	<u># Cows</u>
Condale Farms	25250	591*
Van Wagner Dairy	23698	245*
B & D Farms	22760	907*
North Florida Holsteins	22396	3674*
Mecklenburg Dairy	21445	745*
Wisteria Dairy	21407	706
T.J. Smith & Son Dairy	21047	468*
M & M Dairy	20977	969
Eicher Dairy	20747	120*
Shenandoah Dairy	19849	955
Univ. FL Dairy Research	19788	572*
J-Lu Dairy	19604	370*
Kerby Dairy	19439	328
Powers Dairy	19395	375
Farren Dakin	19377	1167*
Bongers Dairy	19334	2458
Wynsum Dairy	19305	267
Ray Melear Dairy	19276	1273*
Thomas Dairy	19274	672*
Fieser Dairy	19044	694
Pine Valley Dairy	19021	89*
Register Dairy	18807	284
Harms Bros. Dairy	18625	100

** These herds are milked 3X*

Production as of September 30, 1998

FLORIDA
1998 SIX YEAR COW PERFORMANCE AVERAGES*

	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>
No. Cows	55,648	50,780	43,476	34,374	39,658	34,017
No. Herds	122	112	90	71	79	69
Average Herd Size	456	453	483	554	502	492
% Days in Milk	86	87	87	87	87	87
Pounds of Milk	17,761	18,359	17,906	18,037	18,269	18,128
Peak Milk - 1st Calf (lbs./day)	67	70	68	68	64	66
Peak Milk - 2nd & Later (lbs./day)	88	90	87	87	82	82
Fat %	3.5	3.6	3.7	3.7	3.7	3.7
Pounds of Fat	622	669	656	666	669	670
Pounds of Protein	592	621	607	601	584	579
Value of Milk (\$)	2,658	2,571	2,595	2,884	3,036	2898
Projected Minimum Calving Interval	14.1	14.5	14.4	14.4	14.7	15.3
Days Dry	69	67	67	69	70	69
% Cows Dry > 70 Days	19	18	18	20	18	19
Days to 1st Breeding	77	80	83	86	93	96
Days Open	148	160	158	159	166	185
% cows Open > 100 at 1st Breeding	14	15	16	18	27	32
No. Breedings per Conception	4.0	4.4	4.1	3.9	3.4	3.3
% Possible Breeding Serviced	52	51	48	46	34	31
Age at 1st Calving (months)	25	25	25	25	25	25
Age - All Cows (months)	44	44	43	44	44	44
% With Sire Identity	34	34	36	35	35	37
Average PTA\$ Sires	151	165	67	82	88	102
Average PTA\$ Service Sires	210	231	141	144	150	173
% Left Herd	40	40	40	38	37	36

*September 30, of the respective year
Cows in Herds on official types of test (01 - 34)

**TOP 20
QUALITY HONOR ROLL
1998**

DAIRY (*)	LOCATION	RANK	SPC	SCC	MILK COWS	AV. INSP SCORE
C & A Dairy (2)	Dade City	1	1683	341667	223	99.6
Butterworth Dairy	Caryville	2	3150	203125	31	99.4
Lemon Grove Dairy (2)	Wauchula	3	3785	225490	349	93.6
Larson's Dairy #3 (3)	Okeechobee	4	3050	346250	1919	96.2
Oelfke Dairy Farm	Alachua	5	3425	345000	322	95.0
New Palm Dairy	Okeechobee	6	3833	324444	742	91.3
Norman Nickerson Dairy	Wauchula	7	5475	240000	320	98.5
Rex Run Dairy	Hawthorne	8	3809	390909	134	96.0
Nightengale Dairy (2)	Walnut Hill	9	4742	315000	77	95.9
Sipple Dairy (3)	Thonotossassa	10	4638	341250	155	99.0
Musgrave Dairies	Bradenton	11	6163	281250	332	96.8
Larson's Dairy #5	Okeechobee	12	4750	378750	1780	92.0
Brantley Dairy Farm, Inc.	McAlpin	13	6938	282222	314	93.8
Foye C. Jackson & Son	Mayo	14	5844	338889	480	91.8
Turnpike Dairy, Inc. (4)	Palm City	15	5300	380000	695	100.0
Pleasant Valley Dairy (2)	Brooksville	16	7050	299167	463	94.5
Aprile II	Temple Terrace	17	6400	364444	553	95.8
Camp Branch Dairy	Bonifay	18	7436	353636	145	92.2
Creek View Dairy	Riverview	19	7325	365008	102	95.3
H.W. Rucks #3	Okeechobee	20	12225	225000	735	94.3
AVERAGE - TOP 20			5351	317075	494	95.5
AVERAGE - ALL FLORIDA DAIRIES			29012	447951	530	91.6

(*) Indicates consecutive years on Top 20 Honor Roll

NOTE: "Top 20" producers were determined by multiplying the average annual bacteria count (SPC) by the average annual somatic cell count (SCC). To be considered for the "Top 20", a producer must have met the following minimum standards in 1998:

- a) No drug residue violations.
- b) An average inspection score of 90 or more.
- c) An average bacteria count of less than 15,000/ml.
- d) An average somatic cell count of less than 400,000/ml.

SOURCE: Dairy Division, Florida Department of Agriculture & Consumer Services

**COMPANIES HAVING EXHIBIT TABLES
DAIRY PRODUCTION CONFERENCE 1999**

✓ ABS Global, Inc. P.O. Box 1757 Lilurn, GA 30048 Rodney Moore	Alpharma 600 S. Commissioner St. Demopolis, AL 36732 Billy Norrell
✓ Bernie Haskins Co. P.O. Box 1330 Alachua, FL 32615 David Anderson, Bernie Haskins	✓ Bou-Matic P.O. Box 8050 1919 S. Soughton Rd. Madison, WI 53708-8050 Lee Jarrett
✓ Coast Grain Company 10646-8 Haverford Rd. <i>Doug...</i> Jacksonville, FL 32218 Ray Alberty <i>Fred Smith</i>	✓ Ecolab 5371 Gailey River Rd. Stone Mt., GA 30087 Mack Reeves
Elanco Animal Health 2604 Rolling Rd. Valdosta, GA 31602 David Waagner	Florida Afimilk, Inc. 12337 SE 72 nd Terr. Rd. Belleview, FL 34420 Scott Coates, Ron Bunse
✓ Foxworthy Supply 4650 20 Mi Rd. Kent City, MI 49330 Gail J. Foxworthy	✓ H & H Equipment P.O. Box 468, Hwy 32W Alma, GA 315610 Carl Harper
✓ J.E. Hill, Precast P.O. Box 491356 Leesburg, FL 34749-1236 Tom Jones	✓ Larsen's Farms P.O. Box 429 Lake City, FL 32056 Richard Larsen, Andy Burns
Lextron Animal Heath 385 SW 60 th Ave. Ocala, FL 34474 Richard Alford, Tommy Lynn	✓ Merial 104 Lk Otis Rd. SE Winter Haven, FL 33884 Tommy Martin
✓ MoorMan's Inc. 2110 SW 83 rd Court Gainesville, FL 32607 Randy Jordan	✓ Paul Mueller Company 1600 W Phelps P.O. Box 828 Spingfield, MO 65801 Frank Bird

✓ Pedrick Enterprises, Inc. P.O. Box 833 Quitman, GA 31643 Ed Pedrick	✓ Pfizer Animal Health 4625 W. Lowell Ave. Tampa, FL 33629 Kurt Peipenbrink
✓ Pharmacia & Upjohn Co. 5300 N. 28 th St. Richland, MI 49083 Edward Graf	✓ PR Pharmaceuticals, Inc. 1512 Webster Ct. Fort Collins, CO 80524 Lynn Loken (Mr.)
✓ Purina Mills, Inc. P.O. Box 4607 Macon, GA 31213 Tim Klusmeyer, Jay Moser	✓ Southern Silage Supply Route 2, Box 182 Aldalusia, AL 26420 James Waite
✓ Soyplus 102 Brown Fox Dr. Rome, GA 31265 Terry Creel	✓ US Sugar Corp. P.O. Drawer 1207 Clewiston, FL 33440 Pat Whidden
✓ Westfalia-Surge L.L.C. Naperville, IL Jim Abercrombie: P.O. Box 642 Clemson, SC 29633	✓ Westway Trading Corp. 1159 Gressman Dairy Rd. Callahan, FL 32011 Charlie Gressman, Gene Skillin
✓ West Agro, Inc. 11375 122 nd Trail Live Oak, FL 32060 Richard Gill	✓ Farm Credit Services P.O. Box 909 Alachua, FL 32616 Julis Davenport Jeff Spencer
Florida DHIA P.O. Box 110920 Gainesville, FL 32616 Ron McCuddy	monsanto Dr Gene Boomer

Fort Dodge
Richard Deaver

J D Manufacturing
Morgan Lambert

PdC Teat Dip
Vernon Stevenson

Lakeland Animal Nutr.
Gary Peoples