

PROCEEDINGS OF THE 41ST ANNUAL
**FLORIDA DAIRY
PRODUCTION
CONFERENCE**

University of Florida, Gainesville • May 5, 2004



Watercolor by Mary Margaret Steele, DRMS, Raleigh, NC



Sponsored by the Department of Animal Sciences, Florida Cooperative Extension Service and the Agricultural Experiment Station of the Institute of Food and Agricultural Sciences, with the cooperation of State Dairy Organizations and Allied Industry



Department of Animal Sciences

PO Box 110910
Gainesville, FL 32611-0910

May 5, 2004

To: **Florida Dairymen, Allied Industry and Others**

Re: **41st Annual Florida Dairy Production Conference**

Welcome to this year's conference! This provides an opportunity for representatives from all phases of the Florida Dairy Industry to focus on information and ideas for improving profitability and sustainability for the future.

The planning committee and Department faculty have planned this program in hopes that you will take home some information that will be of benefit in the operation, planning and decision-making of your business. The speakers have been chosen with careful consideration for subject matter of timely significance. We hope it will be useful to you.

This proceedings is provided as a reference and record of the conference. Additional copies may be available by contacting the Department of Animal Sciences. You will also see them on the Dairy Extension section of the Department's internet web site at <http://dairy.ifas.ufl.edu>.

Thanks for your participation in this year's conference. Please feel free to provide any comments that can be used in planning future Dairy Production Conferences.

Dan W. Webb
Co-chair of
2004 Dairy Production Conference

James E. Umphrey
Co-chair of
2004 Dairy Production Conference

Location

Hilton University of Florida Conference Center
1714 SW 34th Street
Gainesville, FL 32607

2004 Dairy Production Conference Planning Committee

Dan Webb (co-chairman)*	Albert de Vries*
James Umphrey (co-chairman)*	Charlie Staples*
Kermit Bachman*	Brent Broaddus**
David Bray*	Chris Vann***

- * Department of Animal Sciences, University of Florida, Gainesville
** Hillsborough County Extension, Seffner, Florida
*** Lafayette County Extension, Mayo, Florida

For questions regarding the Florida Dairy Production Conference program, contact:

Dr. Dan W. Webb
Department of Animal Sciences, University of Florida
P.O. Box 110910
Gainesville, FL 32611-0910
Phone: (352) 392 5592
Email: webb@animal.ufl.edu

For questions regarding the proceedings, contact:

Dr. Albert de Vries
Department of Animal Sciences, University of Florida
P.O. Box 110910
Gainesville, FL 32611-0910
Phone: (352) 392 7563
Email: devries@animal.ufl.edu
Web: <http://dairy.ifas.ufl.edu>

Table of Contents

Program Schedule	1
Speakers and Program Participants	2
2004 Program Sponsors	3
Conference Awards	
2004 Florida Farm Bureau Dairy Farm Family of the Year	4
2003 Florida DHIA Dairy Quality Honor Roll	6
2003 DHIA Production Recognition of High Florida Herds	7
2003 Florida DHIA Herd Performance Averages	8
Bedding Strategies in Free-Stall Barns	
<i>John Bernard, Department of Animal and Dairy Science, University of Georgia, Tifton</i>	9
Strategies for Dairying Success in the Future	
<i>Richard Waybright, Mason Dixon Farms, Inc., Gettysburg, Pennsylvania</i>	20
Latest on Tunnel Barns for Cow Comfort	
<i>David Bray* and Ray Bucklin[†], *Department of Animal Sciences and [†]Department of Agricultural and Biological Engineering, University of Florida, Gainesville</i>	25
Can Dairy Farming be Profitable in 2010?	
<i>Terry Smith, Dairy Strategies LLC, Madison, Wisconsin</i>	34
Under Construction: U.S. Animal Identification Program	
<i>Glenn Smith, AgInfoLink, Macon, Georgia</i>	44
2004 Funded Southeast Milk Inc. Milk Check-Off Projects	50

Program Schedule

Tuesday, May 4, 2004

PM
3:00 Southeast DHIA Board Meeting *Hilton Board Room*

Wednesday, May 5, 2004

AM
10:00 Welcome and Remarks *Dogwood Room*
Glen Hembry, Chair, Department of Animal Sciences, University of Florida

10:15 Bedding Strategies in Free-stall Barns
John Bernard, Tifton Research Center, University of Georgia

10:50 Strategies for Dairying Success in the Future
Richard Waybright, Mason Dixon Farms, Inc., Gettysburg, Pennsylvania

11:30 Latest on Tunnel Barns for Cow Comfort
Dave Bray, Department of Animal Sciences, University of Florida

PM
12:15 Lunch and Awards

1:30 Can Dairy Farming be Profitable in 2010?
Terry Smith, Dairy Strategies, LLC, Madison, Wisconsin

2:25 Break

Joint Session with the Beef Cattle Short Course (Century Ballroom)

2:45 Under Construction: U.S. Animal Identification Program
Glenn Smith, AgInfoLink, Macon, Georgia

3:30 Political Climate of BSE and COOL: How Does it Affect You at the Ranch?
Bryan Dierlam, NCBA, Washington, DC

4:00 Have Marketing Plans Changed Given Ramifications of BSE?
Randy Blach, Cattle-Fax, Inglewood, Colorado

4:45 Adjourn to Trade Show

5:00 Allied Industry Trade Show and Reception
*Sponsored by Allied Industry Exhibitors. Hors d'oeuvres provided compliments of exhibitors.
Cash bar.*

Thursday, May 6, 2004

AM
9:00 PCDART Workshop *Room 151 Department of Animal Sciences, UF Campus*

Speakers and Program Participants

John Bernard, Associate Professor, Coastal Plains Experimental Station, University of Georgia, Tifton

Randy Blach, Cattle-Fax, Inglewood, Colorado

Hines Boyd, Chief, Bureau of Dairy Inspection, Florida Dept. of Agriculture & Consumer Services, Tallahassee

David Bray, Milking Machine and Mastitis Specialist, Dept. of Animal Sciences, IFAS, University of Florida, Gainesville

Bryan Dierlam, NCBA, Washington, DC

Frankie Hall, Assistant Director of Commodity Activities, Florida Farm Bureau Federation, Gainesville

Mary Beth Hall, Associate Professor, Dept. of Animal Sciences, IFAS, University of Florida, Gainesville

Glen Hembry, Chair, Dept. of Animal Sciences, IFAS, University of Florida, Gainesville

Glen Smith, Ag InfoLink, Macon, Georgia

Terry Smith, President and CEO, Dairy Strategies, LLC, Madison, Wisconsin

Charles Staples, Professor, Dept. of Animal Sciences, IFAS, University of Florida, Gainesville

Todd Thrift, Assistant Professor, Dept. of Animal Sciences, IFAS, University of Florida, Gainesville

Richard Waybright, Consultant, Mason Dixon Farms, Inc., Gettysburg, Pennsylvania

2004 Program Sponsors

Per 4/23/2004

We are grateful to the following sponsors that helped make the 2004 program possible

Intervet Inc.

Dale Hayes

Pfizer Animal Health

Steve Coop

Ed Graf

Frank Rowley

Larsen Farms

Andy Burns

J E Hill Precast

Tom Jones

West Central Soy-SoyPLUS

Terry Creel

Commodity Specialist Company

Bonnie Carney

Bill Cromie

Fred Smith

Monsanto Dairy Business

Jonathan Griffin

Tom Bailey

William Lloyd

Select Sire Power

Harvey Largen

David McAuly

Gerry Dewitt

Southeast Milk Inc.

Rick Hedrick

Lextron Southeast

Tommy Lynn

Alltech

Brent Lawrence

2004 Florida Farm Bureau Dairy Farm Family of the Year

The 2004 Florida Farm Bureau Dairy Farm Family of the year is the John Peachey Family. John Peachey was born on a dairy farm in Ontario, Canada. John's father Steve was a minister and dairy farmer who upon retirement decided to move his wife Ruth and three young sons Steve Jr., Paul and John to Sarasota in 1953. There was an older sister Ester who was already in college and did not move with them. Steve and Ruth Peachey, uneasy in their retirement, purchased a dairy farm in the Ellenton area in 1955 when John was about 20 years old, but the family sold it less than two years later due to the death of John's father and other changes in the dairy industry as it was at that time the dairy industry in Florida was switching from milk cans to bulk tanks.

John married the love of his life Ms. Carol in 1958 and they purchased their first dairy farm as a couple in 1963. The Manatee County dairy farm was a Guernsey herd producing milk for Land O' Sun producers and at that time they became members of Tampa Independent Dairy Farmers, Inc. (TIDFA). John was elected to TIDFA's board as a director and later as their Vice President. In 1998 TIDFA and Florida Dairy Farmers merged into what is now Southeast Milk, Inc. where John has served as a director and an alternate.

It was during this time in Manatee that John and Carol started their family. Ms. Carol devotes a great deal of her time to the Bethel Mennonite Church and to the community. They have 4 boys and 2 girls. John the oldest is a missionary and has had the opportunity to travel the world. Troy farmed with his dad from 1988 till 1993. Glen is currently a partner with his dad. The two girls Marsha and Mary were an important part of the farm growing up and Marsha served as a Florida Dairy Princess. A fourth son Mark was tragically killed in a farming accident in 1988 at the young age of 14. He truly loved working with his dad on the farm.

John and Carol sold their Manatee County farmland in 1988 and purchased land in Sarasota County to build a new dairy. John's son, Glenn, graduated that same year from the University of Florida with a degree in Dairy Management and came home to work on the dairy. Glenn started his own herd in 1995. He is very involved locally with the DHIA board and Farm Bureau. Glen and his wife Dean have three sons John Glen, Mark and Oden. Currently, John and Glenn are milking 1000 head combined.

From 1970 to the present John has served on the Dairy Farmers, Inc. board. He served as President from 1986-1993. In 1990 John was appointed to National Dairy Promotion and Research Board and was elected chairman of the Nutrition and Research Committee in 1991. John represented Southeast Milk on Dairy Farmers of America, Southeast Council board from 2000-2002.

John has served on IFAS Dairy Advisory Committee, Florida Dairy Herd Improvement Association (DHIA) Board, and West Coast DHIA as President, Manatee County Dairy Advisory Board, and Manatee County Overall Advisory Board. He has been a member of the Dairy herd Improvement Association for 30 years and he has also served as a member of the National Dairy Board.

At the present time John serves on the Dairy Cooperative Marketing Association as a board member and as Secretary and Treasurer. John is currently serving as a board member of Southeast Dairy Cooperative Association and as Vice President. He serves as chairman of the Milk Quality Committee for Southeast Milk, Inc. and is a delegate to National Milk Producers Federation and United Dairy Industry Association. In 1996, John was selected for Manatee County's Outstanding Agriculturist Service Award and was named to the Manatee County Agriculture Hall of Fame.

Peachey Dairy, Inc. has been on annual Farm City Week Agriculture Tours for both Manatee and Sarasota Counties for many years. The Peachey's also provide educational tours for preschooler up to adult's year around. John has a special interest in youth, especially the 4-H program. He was co-founder of the Manatee Youth Livestock Committee and served as a member of the Manatee Youth Livestock Committee for 10 years. The entire Peachey Family has been involved in 4-H programs for many years.

It is with great pleasure that the John Peachey Family has been named the 2004 Florida Farm Bureau Dairy Farm Family of the year.

2003 Florida Dairy Quality Honor Roll

Dairy Division – Florida Department of Agricultural and Consumer Services

Dairy Name	Location	Rank	SPC	SCC	Milk	
					Cows	Score
Kurtz & Sons Dairy (2)	Live Oak	1	655	205,000	91	95
Sipple Dairy (2)	Thonotossassa	2	1,430	394,000	138	100
Norman Nickerson Dairy (6)	Wauchula	3	2,989	211,250	350	100
Brantley Dairy Farm, Inc.	McAlpin	4	2,630	339,090	310	93
Larson's Dairy #3	Okeechobee	5	3,650	284,471	1877	92
T. J. Smith & Son Dairy	Brooksville	6	2,890	390,909	296	98
C & A Dairy (7)	Dade City	7	4,541	298,333	244	99
Montag Dairy Farms	O'Brien	8	3,661	381,538	80	93
Ariana Dairy #3	Brooksville	9	4,583	348,333	264	92
C & C Dairy	Frostproof	10	4,008	399,166	258	100
Melear Dairy #2	Avon Park	11	5,358	305,833	678	93
M & B of Tampa, Inc.	Tampa	12	5,023	326,923	116	96
Gore Dairy #2 (3)	Zephyrhills	13	6,254	277,272	600	96
H W Rucks & Sons #2	Okeechobee	14	5,075	360,000	814	95
Oak Shade Farms (3)	Century	15	5,345	344,545	91	96
White Oak Dairy, Inc.	Mayo	16	5,930	314,545	281	95
Maple Lane Cattle Co. Inc	Temple Terrace	17	5,137	396,853	200	94
Aurora Dairy of Florida, LLC	Bell	18	7,989	264,444	2116	90
Oak Ridge Dairy	Grand Ridge	19	5,615	378,333	157	97
Palm River Dairy (3)	Crystal Springs	20	6,416	357,500	330	96
TOP 20 AVERAGE			4,459	328,917	465	95
FLORIDA AVERAGE			18,300	449,309	566	92

(*) 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 during the year:

- 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.

2003 DHIA Production Recognition of High Florida Herds[‡]

Herd	City	lbs. Milk	Milkings
Condale Farms	Anthony	26,211	3X
B & D Farms	Greenville	23,451	3X
North Florida Holsteins	Bell	22,222	3X
Suwannee River Dairy	Live Oak	22,102	3X
Univ FL Dairy Research	Gainesville	22,056	3X
M & M Dairy Inc	Jacksonville	21,619	3X
Eicher Dairy	Walnut Hill	21,204	
Aurora FL Unit 2	Branford	20,386	3X
J-Lu Farms	Live Oak	20,249	3X
Shenandoah Dairy	Live Oak	20,177	3X
Shivers Dairy	Mayo	20,106	
Suwannee Dairy Inc	McAlpin	20,062	
Aurora FL Unit 3	Morrison	19,940	3X
Mecklenburg Farm	Baldwin	19,898	3X
Aurora FL Unit 1	Bell	19,571	3X
T.J. Smith & Son Dairy	Brooksville	18,982	3X
T.K. Hatten Dairy Inc	Brooksville	18,877	3X
Calvin Johnson	Jacksonville	14,446 *	
Rex Run Farm	Hawthorne	12,423 **	

Production as of December 31, 2003

* Guernsey

** Jersey

[‡] Southeast DHIA – Testing cows in Florida and Georgia

2003 Florida DHIA Herd Performance Averages*

	1993	1995	1999	2000	2001	2002**	2003***
No. Cows	55,648	43,476	34,452	37,278	33,488	30,879	56,366
No. Herds	122	90	61	57	52	47	92
Average Herd Size	456	483	532	654	644	657	613
% Days in Milk	86	87	87	86	84	85	84
Pounds of Milk	17,761	17,906	18,295	19,054	18,661	19,461	18,160
Peak Milk - 1st Calf (lbs./day)	67	68	68	71	69	72	70
Peak Milk - 2nd & Later (lbs./day)	88	87	84	88	87	87	88
Fat %	3.5	3.7	3.6	3.5	3.6	3.7	3.8
Pounds of Fat	622	656	655	676	672	729	683
Pounds of Protein	592	607	602	610	593	599	541
Value of Milk (\$)	2,658	2,595	3,115	2,779	3,048	3,065	2,579
Projected Minimum Calving Interval	14.1	14.4	15.4	15.2	15.7	15.6	15.8
Days Dry	69	67	70	72	74	75	78
% Cows Dry > 70 Days	19	18	19	19	21	21	37
Days to 1st Breeding	77	83	97	96	97	102	107
Days Open	148	158	189	183	197	194	197
% cows Open > 100 days at 1st Breeding	14	16	28	29	34	22	33
No. Breedings per Conception	4.0	4.1	3.4	3.1	3.5	3.3	3
% Possible Breeding Serviced	52	48	33	29	26	28	26
Age at 1st Calving (months)	25	25	25	25	25	25	25
Age - All Cows (months)	44	43	43	43	44	65	44
% With Sire Identity	34	36	33	29	33	33	23
Average PTA\$ Sires	151	67	92	124	147	177	86
Average PTA\$ Service Sires	210	141	146	111	298	329	344
% Left Herd	40	40	34	32	33	34	39

* September 30, of the respective year

** Cows in Herds on official types of test (01 - 34)

*** Cows in Herds on all types of test (01-74)