

March-April 2013  
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Southeast Milk Litigation Fairness

Hearing [Find out more on page 4](#)

Keeping Cows Cool During  
the Kentucky Summer

[More info on page 6](#)

## Henderson County High Baseball and Milk

By Dave Roberts

Henderson County High Head Baseball Coach Nathan Isenburg read a research article a few years ago that stated, drinking a glass of milk within 30 minutes after intense exercise or workout helps repair muscles and replenishes essential vitamins and nutrients. Coach Isenburg saw this as a great way to supply his team with the nutrition they needed and help keep them at the top of their game. The dairy industry and the value of milk is no stranger to Coach Isenburg, he grew up helping on his parents dairy farm in Smith Grove, Kentucky.

Coach stated that as the son of a dairy farmer, I grew up understanding the importance of hard work and the dairy business. Over the last five years, studies came out showing how important it is to properly provide an athlete with protein within 30 minutes of their workout. So I with the collaboration of a local grocery store and manager (Sureway and Wayne Higgs) got them to donate six gallons of milk a week to our players for their post workout drink. In the fall and winter, we lift weights and exercise three days a week. As soon as we finish, the players get a large glass of milk. Over the last



five years, we've been able to field one of the best teams in the state of Ky. There is no doubt in my mind drinking milk after our workouts has a part to do with it. In 2012, Henderson County finished State Runner-up. Hopefully we can repeat and maybe win one more game this season.

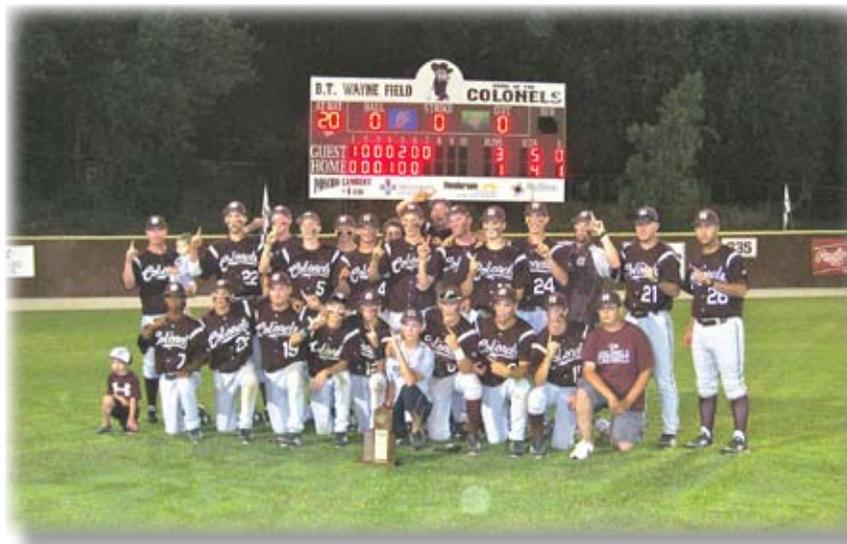
Coach Nathan Isenburg's parents Bobby and Rita Isenburg milk and show Registered Holsteins near Smith Grove. Bobby said, "Nathan played youth and high school baseball then went on to play at Western Kentucky University." After working as a college assistant coach, Nathan took the head baseball coaching position at

Henderson County High School where he has coached and also taught Social Studies for seven years. Three out of the last six years Henderson High has been Regional champions. Coach Isenburg has had six players receive scholarships at Division I schools and 17 players receive scholarships at smaller colleges. It is apparent that dedication, work ethic, talent, enjoyment of teaching, and yes that

dairy background, has made for a winning combination for Coach Isenburg and Henderson High's baseball program.

"The team started drinking milk after workouts around 2008 and have continued ever since, they really enjoy it and look forward to it," stated Isenburg. Now other sports teams at Henderson High have started drinking milk after their workouts.

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## President's Corner

Bob Klingenfus



Recently the Division of Water adopted new nutrient management rules for all tracts of land greater than 10 acres. The new rules themselves for application of manure are reasonable. Some setbacks requirements from water sources and potential environmental risk have been reduced giving farmers a larger portion of their farms for manure application. This increase in land area available

to apply manure will become very important in the future to farmers. The plan also has some restrictions of manure application if soil test show the P level to be over 400. For fields above 400 only the amount of P taken out of the soil by crops will be allowed to be applied. If the P level increases to or is above 800 no manure may be applied. There does not appear to be restrictions on N application from manure other than wet or frozen conditions.

The issue most of us will have with this plan is the record keeping. You will now be required to calculate the volume of manure generated, have it analyzed, record where and when it was applied, a soil test on any applied field every two years, record of the crop produced on these fields, and an analysis or calculation of the nutrients removed. It is to be noted that all calculations, samples taken for testing are to be done by the farmer. With that said I believe there are those among us that will fudge a little on the record keeping. It is very disappointing to me that all this is being done to monitor the actual P levels of our fields, when a simple third party soil test could have done this more easily and effectively. I recently had a nutrient management plan developed for our farm. From the soil test I can see fields that would benefit from additional P & K and fields that it would be wasted on. I can probably cut my fertilizer cost by \$15,000 by applying my manure to the right fields. I don't think it will cost anywhere near \$15,000 to haul it this extra distance.

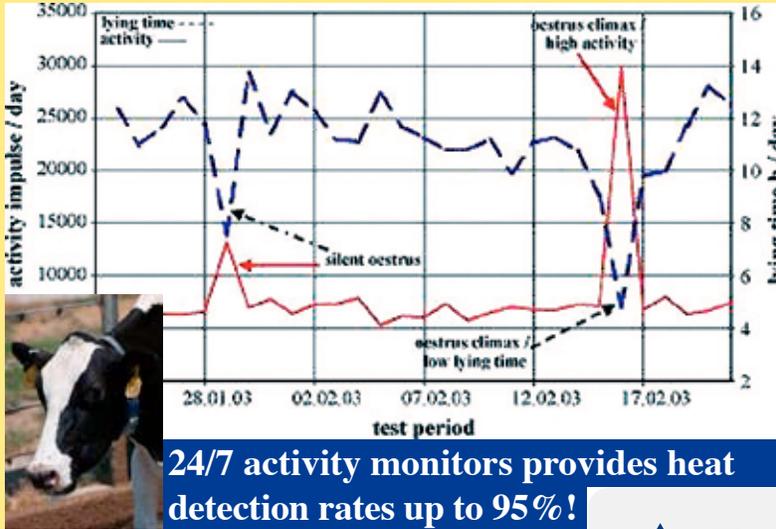
In the 1930's our country had a great environment disaster "the Dust Bowl"; the NRCS did a great job of changing the culture of the American farmer. We became much better conservationist. I am afraid that the record keeping portion of the approach being taken now will develop a culture among us of deceit. For the most part farmers are an honest and trust worthy group. The vast majority of us can live by the proposed rules, and like any industry we have a few bad actors that will need to be kept in line. The record keeping portion of the rules place an undue burden on many of us particularly the smaller operator. How many unproductive hours will each of us spend keeping these records? Economics support most of the nutrient management application rules. I just wish EPA, DOW, and NRCS would have emphasized farmer education more and record keeping less.

There are a lot of fertilizer dollars when one does the calculations (229# N, 107# P, and 178# K) in the manure generated by each dairy cow in one year. In the past many of us have hauled the manure to the closest field just to get rid of it. With higher fertilizer cost now our manure has become a valuable resource if we apply it to the right fields as they suggest. We need to begin thinking of our manure as a valuable asset not a waste just to get rid of. If you allow your manure to leave your farm other than in a crop you are wasting your assets, your dollars are washing down the creek.



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# Southeast Milk Litigation Fairness Hearing

On April 3, 2013 several dairy farmers from across the southeast assembled in the U.S. District Courthouse for Eastern Tennessee in Greeneville, TN. Most had one purpose, to express their agreement to the settlement of the Southeast Milk Antitrust Lawsuit and to add their personal comments to the lawsuit in general. This brings to a close the five plus years legal ordeal which involved the marketing practices of milk cooperatives, buyers of raw milk and individuals which were associated with those groups in the Southeast U.S., specifically Federal Milk Marketing Orders 5 and 7.

The lawsuit ended in settlements with defendants admitting no wrong doing but paying out \$285 million dollars to class member dairy farmers who dairy farmed in the geographical area of Federal Milk Marketing Orders 5 and 7 during the period of January 2001 to present. Also the defendants agreed to make certain modifications in marketing practices to increase Class I utilization or pay an additional \$18.6 million out over



Julie Walker, The AgriVoice Dairy News

the next two years. Other stipulations addressed increasing transparency within the cooperative's operating structure for the dairy farmer owners. It has been explained by representatives of the defendants; the outcome of taking it to trial was just too uncertain and would only prolong expenses and legal fees. It was better to settle and get this behind them. In the process of settling, many of the documents which would have been opened to the public during a trial will not be revealed.

The dairy producers who spoke were from Virginia, North Carolina, Tennessee and Kentucky. One lady which did not speak drove three hours one way from VA to hear her fellow farmers comment. She explained, "We have not paid the proper attention we should have and it is time we do."

There were varying ages of dairymen which represented different size and structured operations at the hearing. The three from Kentucky to comment were, Lee Robey, Logan Co., Simon Yoder, Todd Co. and Bob Klingenfus, Oldham Co. The major theme expressed by all farmers dealt with the love they had for dairy farming and the adversity brought on them by the practices of those they trusted and depended on to market their milk. They all agreed with the settlement and felt even more needed to be done to solve some of the issues and problems in the southeast.

Judge Ronnie Greer spoke eloquently as he summed up the hearing by saying to the farmers. This court has done what it could, within its power to reconcile some of these issues. But it is up to the farmers, the owners of their organizations to change the culture that created this. Neither he nor the court can do that.

# Executive Director Comments

Maury Cox



This year is flying by with planting season already in full swing across the state. I have often heard when you are busy, time moves quickly. It seems every day something new develops which must be addressed while the planned meetings and events must be attended also.

The Young Dairy Producer Conference and the KY Dairy Partners Meeting held in

February were very enjoyable and informative with record producer and allied industry participation. We received many positive comments from the surveys taken. It is a wonderful time to get together and enjoy fellowship.

I was invited to attend the National Dairy Coalition held in conjunction with the Professional Dairy Producers of Wisconsin Annual Business Convention in March. These dairy leaders from across the nation convene twice a year to discuss topics which affect all dairy farmers. A few matters addressed were: animal ID and traceability regulations; antibiotic residue testing and the FDA report which is expected to be released at any time; nutrient management plans and the challenges affecting agriculture. Water quality has become a very hot topic and livestock producers must be aware of potential new regulations which could require overwhelming amounts of paperwork needed to stay within compliance.

This issue has been front and center as KDDC President, Bob Klingenfus and I have been working on the KY Ag Water Quality Livestock Committee as the group developed the, *Kentucky Nutrient Management Planning Guidelines*, (KNMPG). The document is a guide for developing basic nutrient management plans that can be used to

comply with the KY Ag Water Quality Authority. The plan developed in accordance with these guidelines are more basic than the comprehensive nutrient management plans (CNMP) required by some state and federal programs. Although called "basic" the document still contains 35 pages. We do think, while attempting to condense and simplify the CNMP the process is still cumbersome and requires a great deal of time to properly complete.

Additional to the KNMPG the ongoing issue regarding the Floyds Fork Watershed continues as a major meeting will be taking place April 24, 2013 as stakeholders have an opportunity to discuss the numbers suggested by Tetra Tech, an Atlanta, GA firm hired by the EPA to write the *Watershed Hydrology and Water Quality Modeling Report for Floyds Fork, Kentucky*. Of greatest importance, the numbers and math used to determine findings in this report could possibly establish standards for the rest of the state. We simply want the numbers to reflect reality.

The Southeast Milk Litigation Judge, Ronnie Greer held a fairness hearing to allow all stakeholders time to speak to the court regarding their opinion or view of the outcome of the case. Approximately 10 dairy farmers made comments including three KY dairy farmers, Bob Klingenfus, Lee Robey and Simon Yoder. The Judge advised he would take all comments into consideration and make a ruling within 30 days. Payment schedules were not mentioned at the hearing however I continue to hear producers may receive payment in July. I have not heard the payout per hundredweight.

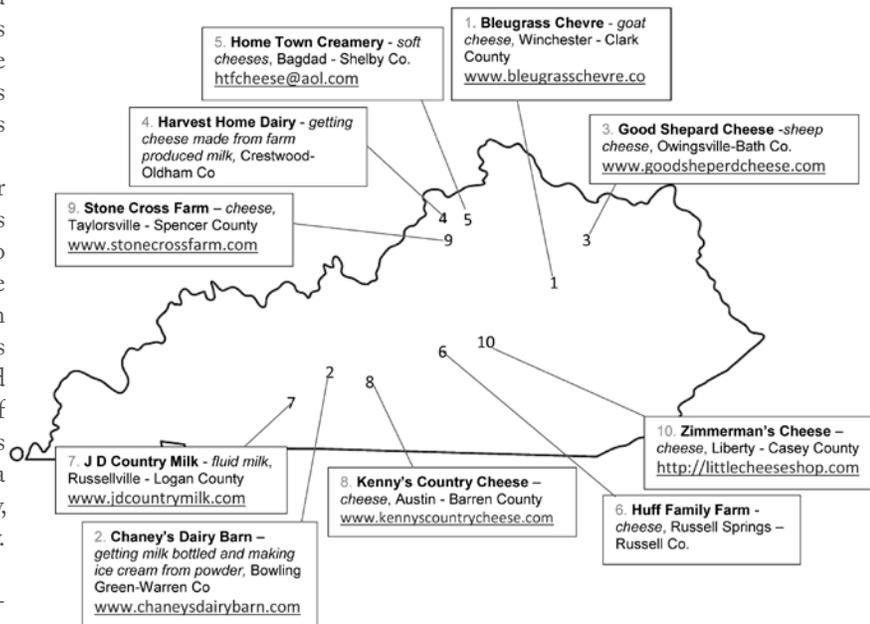
And finally, the Farm Bill with national dairy policy hanging in the balance is set to be discussed on Capitol Hill. At present two programs are being considered; the Dairy Security Act and the Goodlatte-Scott Amendment. Both include a "marginal insurance" program but the DSA is tied to a supply management element which has created controversy and divisiveness within the industry. There doesn't appear to be an easy answer. KDDC will continue to watch and work where we can and let producers know what is happening.

## Kentucky's On-Farm Value Added Facilities

Have you ever tasted any KY made dairy products? Have you ever wondered where they are produced? Well, below are Kentucky's 10 on-farm value-added dairy processors, with several more in the works. These facilities take KY produced milk and make products such as cheese, ice cream and bottled milk. A few of these facilities are even recognized as KY agri-tourism attractions.

With the instability of milk prices and increasing demand for homegrown/homemade foods, dairy producers are looking for ways to become more self-reliant. These producers have to be able to sell their products before they actually see an advantage from the on-farm processing though. The decision to become an on-farm processor needs to be taken seriously, as would any small business venture. There are major concerns such as funding, marketing and regulations to name just a few. The University of Kentucky, College of Agriculture published a great article about just that: Considerations for Starting an On-Farm Dairy Processing Enterprise, by Brianna Goodnow, Elizabeth Chaney, Julia Hofmeister, and Jeffrey Bewley, Animal and Food Sciences. It can be found at <http://www.ca.uky.edu/agc/pubs/ID/ID207/ID207.pdf>.

For more information on the products available and different on-farm processing facilities check out their websites.



# Keeping Cows Cool During the Kentucky Summer

By Jeffrey Bewley

As I write this article, it is a beautiful 75 degree Kentucky spring day. It is the kind of weather where you need a jacket in the morning and short sleeves in the afternoon. It is also the kind of weather where we need to think about helping cows deal with the effects of heat stress. Cows begin to experience heat stress when the temperature humidity index (THI) exceeds 68. Cows are much more cold tolerant than we are and much less heat tolerant than we are. Of course, even in the Southeast, we experience winter days where cold stress is a concern. However, in Kentucky, the number of days where cows experience heat stress is much higher than the number of days where cows experience cold stress. While the average number of days where the THI exceeds 68 varies within the state, we average 125 to 150 days where heat stress is a concern in Kentucky. Perhaps more surprisingly, we average at least one day with heat stress conditions in every month of the year except December and January. Yes, that means heat stress can be an issue even in February, March, October, and November. The take home message from this information is that dairy barns in Kentucky should be built or renovated to help cows deal with heat

stress first with consideration of cold stress second.

Cows that are heat stressed produce less milk, are less likely to conceive, more likely to become lame, and more likely to have a higher somatic cell count. However, look around Kentucky and you will find herds that do not suffer from the effects of heat stress as much as others do. The difference with these herds is that they have invested money in efforts to reduce the effects of heat stress. Investing in proper ventilation and cow cooling provides an opportunity for a high return on investment for Kentucky dairy producers.

**Natural Ventilation.** During warmer temperatures, poor ventilation may result in cows expressing obvious signs of heat stress (i.e. breathing heavily, panting). Lack of proper ventilation can lead to high moisture levels, manure gases, pathogens, and dust concentrations which create an adverse environment for dairy cows. For optimal production and well-being, dairy cows should be provided with a constant supply of fresh, clean air. Frequently exchanging air removes or reduces the concentrations of dust, gases, odors, airborne disease organisms, and moisture. Maximizing natural ventilation is the first step toward improving ventilation. Natural ventilation relies on barn openings and orientation to remove heat and humidity from the animal's environment. Exhausted air generally leaves the barn through sidewalls and ridge openings. The best part about natural ventilation is that it is free. If barns are designed with proper consideration of natural ventilation, considerable money can be saved in fan investment and use.

**Ridge opening.** A ridge opening should be provided at the top of the building to facilitate air removal through the top of the barn. Warm, moist air rises and exits through the ridge opening even on calm days. The steeper the roof slope the better the movement of the warm moist air out of the ridge vent. The roof slope should be at least 3/12, 3 inches of rise for every 12 inches of run. A slope of 4/12 is preferred. The ridge opening should be at least 3 inches for each 10 feet of building width. Producers are often resistant to this change because of fears of precipitation entering the barn through the ridge opening. Although this is generally not a major problem, a ridge cap may be added to eliminate this concern. Continuous ridge vent opening of at least 3 inches for each 10 feet of building roof width is recommended with a minimum opening of 12 inches for barn widths of less than 40 feet. Ridge vents are generally more effective if the prevailing winds are perpendicular to the ridgeline. Orientation should favor ventilation. An overshot (half monitor) ridge opening should face away from the winter prevailing winds.

**Sidewalls.** Although old barn designs suggested closed-in barns, current recommendations are to open the barns up to allow for better air exchange. Sidewalls allow for air, heat and humidity to be easily and continuously removed from the barn. This is particularly critical during the summer. If producers are concerned about the potential negative effects of open sidewalls during the winter, sidewall curtains, which can be raised in the summer and lowered during the winter, may be added to eliminate this concern. For many older barns with ventilation issues, the main opportunity for improvement is removing tin or wood sidewalls that block natural winds from entering the barn. Before removing these obstructions, consider how this change might affect the structural integrity of the



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building. Strive for at least 10 to 12 feet of sidewall opening. The overhang should be 1/3 of the eave height. Curtains may be needed to block adverse weather during the winter. Similarly, opening the endwalls may also prove beneficial. In some cases, there may be benefit in raising the height of the roof to increase the amount of air flowing through the sidewalls.

**Barn Orientation.** Barn orientation that is east-west takes advantage of prevailing southerly summer winds and reduction of late afternoon sunlight entering the barn. This orientation also minimizes the percentage of the day when sunlight bears down on cows within the pack or feed alley. Different prevailing winds can be regional or site specific due to the local terrain and barn position within the landscape. Under these situations, the barn should ideally be oriented from a ventilation standpoint so the prevailing summer wind is perpendicular to the longitudinal sidewall if possible. Extending the roof eave may be required to reduce afternoon sunlight from entering the barn.

**Fans.** Natural ventilation can also be supplemented with mechanical ventilation with the addition of fans. Fans should be added to holding pens, dry cow facilities, and lactating cow facilities. The recommended distance between fans is 10 times the diameter of the fan. In other words, 36" fans should be 30 feet apart, 42" fans should be 35 feet apart, and 48" fans should be 40 feet apart. Fans should be angled at 15 to 20 degrees and aimed at the bottom of the next fan in line. In freestall barns, a row of fans should be placed

above each row of stalls not in the middle of head-to-head stalls. In compost bedded pack barns, fans should be spaced so that no dead space remains between rows of fans. Once fans are installed, it is important to remember to turn them on once the THI reaches 68. All too often, producers wait until it is 80 or 85 before fans are on. By this point, cows have often been experiencing heat stress for weeks.

**Sprinklers.** Sprinklers along the feedbunk can also help cool cows in the summer. It is important to remember that our goal with sprinklers is to wet the cow to take advantage of evaporative cooling and not to mist the air around the cow. In a humid climate, misting the air around the cow may actually cause more harm than good. For sprinklers to work, they should be used in conjunction with fans. The goal is to wet the skin of the cow and then allow air movement to create evaporative cooling. Sprinklers should be set on a timer to cycle between wet and dry cycles (for example, 2 minutes wet followed by 10 to 15 minutes dry). Water should be aimed 5 to 6 feet behind the feed barrier with care taken not to wet the feed. Low pressure should be used to get large water droplets.

Check with your county extension agent or KDDC consultant if you are interested in applying any of these principles. The basic principles are listed here, but you will need additional details if you decide to renovate or build your barn. A great place to get information about building details is through Penn State University's dairy ideas plans (<http://abe.psu.edu/extension/idea-plans/dairy>). Keep your cows cool this summer!



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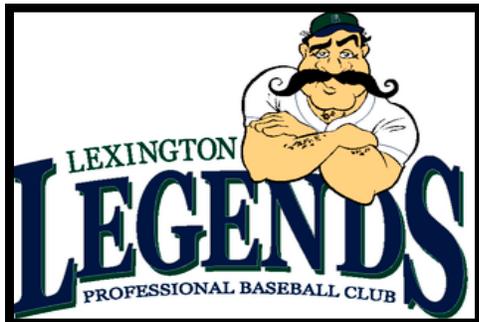
The On-Farm Energy Program is for any farmer but has widespread benefits specifically for dairy producers. The energy saving projects include, but not limited to: milk pre-coolers, automatic milk takeoffs, variable speed drive vacuum pumps, heat recovery from refrigeration equipment, tankless water heaters, high volume low speed (HVLS) fans, energy efficient low volume high speed exhaust or circulation fans, and renovation expenditures recommended by an energy audit. A third party audit must be performed by a professional engineer or certified energy manager. For a complete list of approved auditors, contact the Governor’s Office of Ag. Policy: <http://ag-energy.ky.gov/> or 502-564-4627.

For more information on this program you can also contact your KDDC Consultant or the KDDC office at 859-516-1129. They will be glad to get you started on the path to energy savings.



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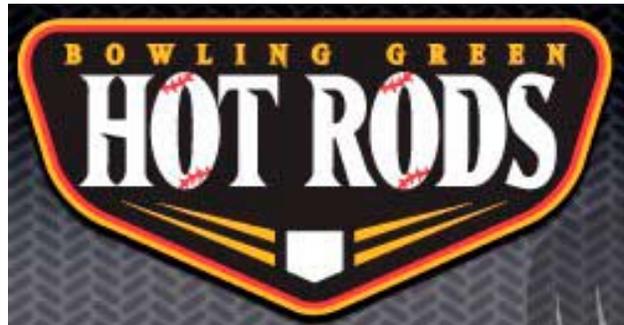
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# The 51st Kentucky National Dairy Show and Sale Summary

By Teri Atkins

The barn was full of heifers, cows, buyers and sellers from all over the country on April 5 and 6, at the 51<sup>st</sup> Kentucky National Dairy Sale & Show in Louisville, KY. The event was sponsored by: Kentucky Department of Agriculture, Southern States, Kentucky Cattlemen's Association, Southeast United Dairy Industry Association and Kentucky Dairy Development Council. All four sales combined sold 196 head of dairy cattle grossing \$350,000. Needless to say, there was something for everyone!

Day one started off with the Ayrshire & Brown Swiss Show & Sale, managed by the KY Ayrshire Cattle Club. The Grand Champion Ayrshire was consigned by Mill Valley Farm, Sidney, OH and purchased by Danny Lee Dailey, Winchester, KY for \$2,100. The Junior Champion Ayrshire was consigned by Joey Branstetter, Hardyville, KY and purchased by Emily Goins, Waddy, KY for \$2,000. The top seller, at \$3,100, was Lot #13, Twin-View Adrian Very Merry, consigned by Twin View Farms, Glasgow, KY, and purchased by Emerald Farms, Winchester, OH. The Grand Champion Brown Swiss was consigned by Alyssa Volk, West Harrison, IN, and purchased by Richard Sparrow, Owenton, KY for \$1,550. The Junior Champion Brown Swiss consigned by Daniel Colson, Dry Ridge, KY and purchased by Ally Jones, Glasgow, KY for \$1,450. The top seller Brown Swiss was Lot #48, Fairdale Legacy Pumpkin, consigned by Ben & Kirby Sparrow, Owenton, KY and purchased by Callie Lewis, Brodhead, KY for \$2,200. The sale averaged slightly more than \$1,300 on 47 head.

The second Show & Sale in the lineup was the Guernsey and Milking Shorthorn group, managed by the KY Guernsey Breeders' Association. The Grand Champion Guernsey was consigned by Megan Lambrecht, Bedford, IN and purchased by Brian Schnebly, OH for \$2,550. The Junior Champion Guernsey and top seller was Lot #16, Hartdale Deemand Acorn, consigned by Braden Hartmann, Mulberry Grove, IL and purchased by Tom Smith, Nicholasville, KY for \$2,750. The Grand Champion Milking Shorthorn was consigned by Katlyn Vencill, Nicholasville, KY and purchased by Lattires Twilight Farm, Lawrenceburg, IN for



L to R: Brady Core (Judge), Lot #23 Twin-View Rockin Robin Rocker exhibited by William Myatt of Glasgow, KY, Lot #36 JSB Acres Winter Storm exhibited by Joey Branstetter of Hardyville, KY and Kailey Barlow (Ayrshire Princess)

\$1,650. The Junior Champion, Reserve Grand Champion and top seller MS was Lot# MS10, Halpins Roni, consigned by Mike Halpin, Kempton, IL, and purchased by Lattires Twilite Farm, Lawrenceburg, IN for \$2,500. The sale averaged around \$1,400 on 43 head.

The Jersey Show & Sale was last on the first day and was managed by Jersey Marketing Services. The Grand Champion Jersey and top seller was Lot #70, TC 1457 Jade Iris, consigned by Kevin Lutz, Lincolnton, NC and purchased by Kilgus Dairy, Fairbury, IL for \$6,700. The Junior Champion Jersey was consigned by Brittany Core, Salvisa, KY and purchased by Scott Sadford, Appleton, WI for \$5,750. The Jersey sale averaged \$2,089 on 68 head.

The Holstein Show & Sale took place on Saturday, April 6, managed by the KY Holstein Cattle Club. The Grand Champion Holstein was consigned by Greg Peters, Brownstown, IN and purchased by Taylor-Maid Farms, New Castle, KY for \$2,700. The Junior Champion Holstein was consigned by Katie Gibson, Eminence, KY and purchased by Isaac Smithson & Kaylin Luck, Ridgeville, IN for \$2,800. The top seller was Lot A, a Choice of 3 Atwood Females out of BVK Outside Diana, consigned by KY Bluegrass Genetics & Dr. Stan Carnes, Eminence, KY and purchased by Western KY University, Bowling Green, KY for \$6,400. The Holstein Sale averaged \$2,251.

## KY FarmStart Dairy

The University of Kentucky and KDDC are working together on a new program as part of the Kentucky FarmStart program, funded by USDA. The KY FarmStart Dairy program will provide education and networking opportunities for beginning dairy farmers in Kentucky. Beginning farmers are those who are new to a decision-making role in the dairy in the last 10 years. So, this includes not only those who have started to dairy in the last 10 years, but also those who are family members or employees on a dairy operation who have

only been involved in decision making for a short time. We will be touring Virginia dairy farms in early July, have tours of other beginning dairy farms in Kentucky, and educational and group discussion conference calls throughout the year. If you are interested in participating in the program, please contact Jeffrey Bewley [jbewley@uky.edu](mailto:jbewley@uky.edu) or 859-257-7543 or Katie Holzhaus [katie.holzhaus@uky.edu](mailto:katie.holzhaus@uky.edu) or 859-257-7541. You also can contact KDDC at [kddc@kydairy.org](mailto:kddc@kydairy.org) or 859-516-1129.

## Milk Prices

### FMMO 5

[www.malouisville.com](http://www.malouisville.com)

May 2013

Class I Advanced Price

(@ 3.5% BF)

\$21.16

April 2013

Class I Advanced Price

(@ 3.5% BF)

\$21.06

### FMMO 7

[www.fmmatlanta.com](http://www.fmmatlanta.com)

May 2013

Class I Advanced Price

(@ 3.5% BF)

\$21.56

April 2013

Class I Advanced Price

(@ 3.5% BF)

\$21.46



## Dairy Situation and Outlook

April 22, 2013

By Bob Cropp, Professor Emeritus University of Wisconsin Cooperative Extension University of Wisconsin-Madison

A year ago milk production was running strong, the result of more milk cows and increases in milk per cow. March milk production was 4.3% higher than the year before and 4.2% higher January through March daily adjusted. USDA, NASS has ceased their monthly milk production report showing milk cow numbers and milk per cow but continues its estimated total milk production for 23 states and the U.S. For March USDA estimated milk production to be 0.1% lower than a year ago with U.S. milk production unchanged. Milk production continues to be lower for most Western states with production down 2.8% for Arizona, 3.3% for California, 2.9% for New Mexico and 4.1% for Texas. Idaho had a small increase of 0.5%. For the Northeast milk production was up 1.8% higher for New York, 0.3% for Pennsylvania, 3.0% for Michigan and 2.3% for Ohio. In the Upper Midwest production was up 1.8% for Minnesota, 1.0% for Iowa, and 3.0% for Wisconsin.

USDA is now estimating milk production for the year to total 201.8 billion pounds, 0.7% more than 2012 unadjusted for the extra day in February 2012 or 1.0% adjusted. An annual milk production growth of less than 2% is positive for milk prices especially with the level of anticipated dairy exports this year.

Not knowing what is happening to cow numbers it is not known whether the March milk production was due to more or less cows or changes in milk per cow. Cow numbers could be

declining or at least not increasing as dairy cow slaughter thus far this year has been 5.0% higher than a year ago, and a year ago dairy cow slaughter was running 0.4% lower than the year before for this period. However, dairy cow slaughter has slowed for the past couple of weeks. Further, January dairy replacements expected to enter the dairy herd within the next months was 4% fewer than a year ago and average just 31.7 per 100 milk cows which is a little lower than the normal turnover of cows in the herd.

The latest dairy product report was for the month of February. Adjusting the production for 28 days in 2012 and comparing it to 2013 shows production was down 0.7% for butter, 2.2% for American cheese, 3.5% for total cheese and 12.1% for dry whey. While the production of nonfat dry milk was down 22.8% skim milk powder was up 128.6% in response to export potential.

Domestic sales of cheese are reported to be fair with butter sales strengthening. But beverage milk sales continue their downward trend. January sales compared to a year ago were 2.1% lower.

Dairy exports are starting out the year above year ago levels. Compared to a year ago exports were up 34% for butter, 9% for cheese, 37% for lactose, and 43% for whey protein concentrates. But, exports of nonfat dry milk/skim milk powder and dry whey were respectively 15% and 9% lower. Exports are anticipated to continue to improve as drought in New Zealand has cut their seasonal milk production short and milk production is running lower in Argentina and Australia with production also lower for most EU countries. With this level of milk production in the major exporting countries we can expect exports of nonfat dry milk/skim milk powder and dry

*Continued on page 12*

Continued from page 11

why to also run above year ago levels by summer. With tighter world supplies world prices of dairy products are increasing which will help U.S. exports.

Despite lower dairy product production stocks of dairy products grew from the end of January to the end of February. These increases were as follows: butter 16%, American cheese 3.7%, total cheese 3.8%, nonfat dry milk 13.6% and dry whey 9.2%. Ending February stocks compared to a year ago were as follows: butter +17.1%, American cheese +5.1%, total cheese +4.5%, nonfat dry milk +16.5% and dry whey +38.7%. Stocks normally do increase as we approach May and early summer reflecting the spring flush in milk production.

Dairy product prices have shown real strength in recent weeks reflecting anticipation of continued growth in domestic sales and favorable exports. CME butter was \$1.575 per pound the beginning of March and improved to \$1.7875 by April 19<sup>th</sup>. CME cheddar barrels were \$1.56 per pound the beginning of March and improved to \$1.77 by April 19<sup>th</sup>. CME cheddar blocks were \$1.575 per pound the beginning of March and improved to \$1.88 by April 19<sup>th</sup>. Nonfat dry milk has shown slight strength and is trading in the range of \$1.54 to \$1.68 per pound. Dry whey prices are steady trading in the range of \$0.53 to \$0.59 per pound.

Stronger dairy product prices are adding strength to milk prices. The Class III price was \$16.93 in March compared to \$15.72 a year ago. The Class IV price was \$17.75 compared to \$15.53 a year ago. April prices will improve to near \$17.65 for Class III and \$18.30 for Class IV. Dairy futures continue to show strength for distant months. Class III futures are in the low to mid \$19s from May through September and end in December at \$18.30. Class IV futures are \$20 plus from June through October and end in December at \$19.40.

Based on existing milk production and market conditions, the Class III and Class IV futures seem quite reasonable. If the growth in milk production continues well below 1% and domestic sales and exports continue favorable, the Class III reaching even higher at \$20 by summer or early fall is quite possible. In recent weeks corn and soybean prices have fallen. However, hay and soybean oil meal prices remain high. If crop conditions look good by mid-summer, feed prices will decline further. With higher milk prices and lower feed cost milk cow numbers could once again start to increase by late summer along with higher production per cow increasing the rate of growth in milk production and lowering milk prices at the end of the year and into 2014.

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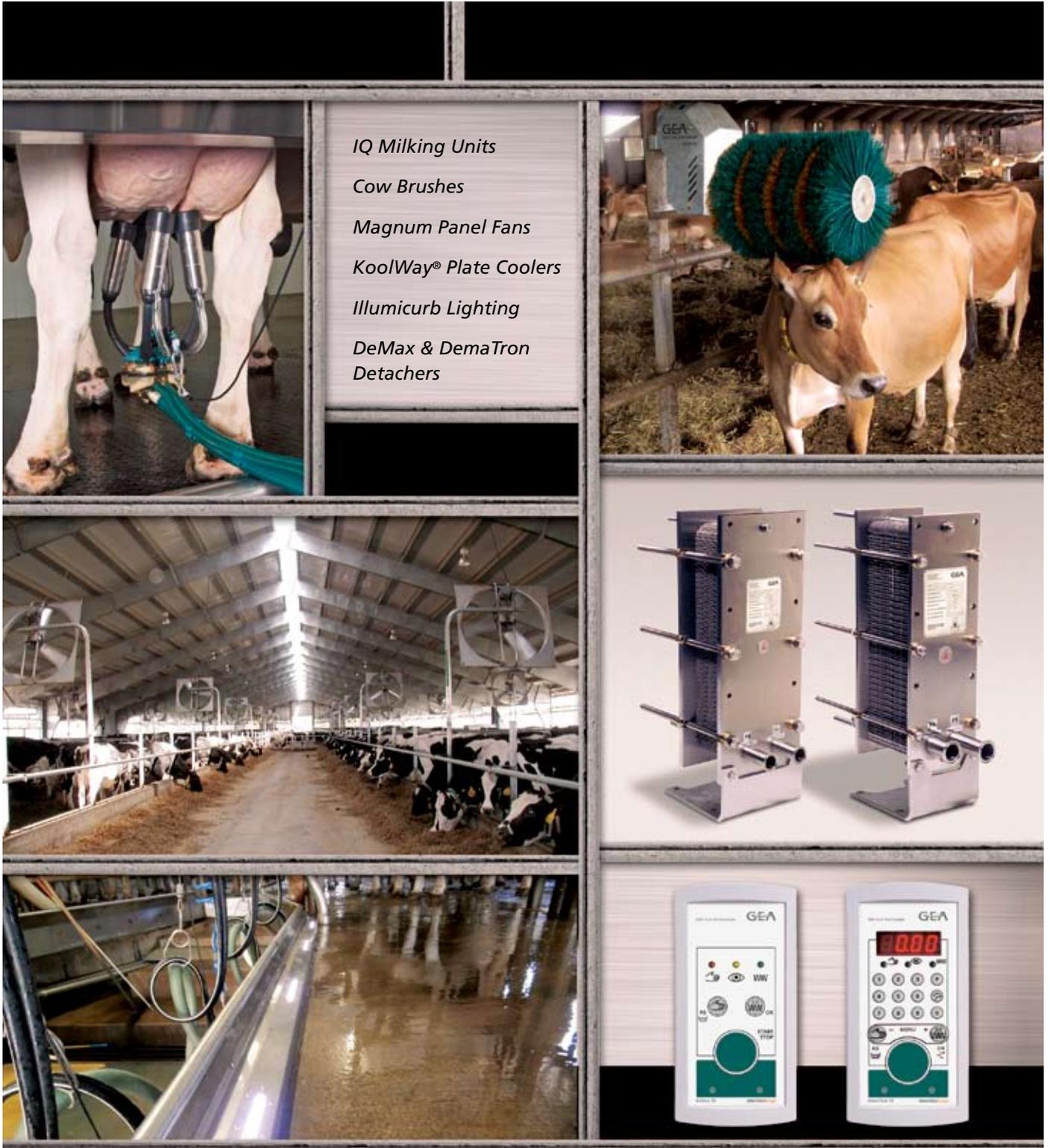
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# Outstanding Dairy Quality Producer Award

By David Klee

Dairy quality is important to every living creature from the cow to the consumer. Producing quality milk is the goal of Kentucky farmers as they follow procedures determined to make their product safe and delicious.

The four criteria used to measure milk quality are:

- Bacteria Counts
- PI Counts
- Somatic Cell Counts
- Farm inspection records

Each year an Outstanding Dairy Quality Producer is recognized during the Dairy Recognition Banquet at the Kentucky State Fair. The 2013 banquet is scheduled for August 15, 6:30PM EST. Now is the time to nominate a Kentucky Dairy Producer for the Outstanding Dairy Quality Award. Anyone can nominate producers for this award. The deadline for submitting nominations is May 17, 2013. Just send the name and permit number to:

Mail: David Klee

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- Clark Dairy Supply
- Cornerstone Vet Clinic
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- Ditsler Insurance Agency - Nationwide Insurance
- Double "S" Liquid Feed
- Genetics Plus
- Hartland Animal Hospital
- KY Holstein Cattle Club
- KY Women in Agriculture
- Logan County Animal Clinic
- MD/VA Milk Producers
- MultiMin USA
- Premier Crop Insurance
- Thomas Vet Clinic

## 2013 Dairy Calendar of Events

### May

- May 5 All Breeds Showcase and Sale - Frankfort, Kentucky 2:00 P.M  
May 19-22 Alltech International Symposium - Lexington, Kentucky  
May 25 June Dairy Day - Harrodsburg, Kentucky

### June

- June 1 4-H District Dairy Show - Harrodsburg, Kentucky  
June 6 W. KY Pasture Walk - Christian or Todd Co. T.B.A.  
June 8 Farm and Home- Kentucky Capital- Frankfort Kentucky  
June 8 Franklin Co. Dairy Show- Frankfort, Kentucky  
June 11 Dairy Night- Lexington Legends- Lexington Kentucky  
June 13 4-H District Dairy Show- Shelbyville Kentucky  
June 14 June Dairy Day - Hart Co.  
June 14 Adair Co. June Dairy Appreciation Dinner- Columbia Kentucky  
June 15 June Dairy Day- Adair Co. - Columbia, Kentucky  
June 15 June Dairy Day- Laurel Co. - London, Kentucky  
June 15 4-H District Dairy Show - Edmonton, Kentucky  
June 18 4-H District Dairy Show - Liberty, Kentucky  
June 20 Dairy Night- Bowling Green Hot Rods - Bowling Green, Kentucky  
June 21 KDDC Board Meeting - Nelson Co. Extension Office, Bardstown, Kentucky  
June 21 Metcalfe Co. Agricultural Appreciation Dinner-Edmonton, Kentucky  
June 22 Barren Co. Agricultural Appreciation Day- Glasgow, Kentucky  
June 25 Dairy Products Association of Kentucky Golf Outing- Bardstown, Kentucky  
June 26 Dairy Products Association of Kentucky Technical Meeting- Bardstown, Kentucky  
June 29 Kentucky State Black and White Show - Mercer Co. Fairgrounds, Harrodsburg, Ky.

### July

- July 1-3 Ky. Farm II Start Dairy Tour - Virginia  
July 6 4-H District Dairy Show - Tollsboro, Kentucky  
July 13 4-H Southern Ky. District Dairy Show- Horse Cave, Kentucky  
July 16 Simon Yoder Dairy Day - Todd County  
July 20 Nelson County Agricultural Appreciation Day - Bardstown, Kentucky  
July 27 Henry County Agricultural Appreciation Day - New Castle, Kentucky  
July 31- Aug 1 Kentuckiana Dairy Exchange - T.B.A.