

May-June 2013
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KENTUCKY

Milk Matters

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Farm Bill, What Happened?
Find out more on page 6

Prepare for Severe Weather
More info on page 10

June is Dairy Month



Above: Don Horn, Larry Yeager and JoEllen Horn at the Mercer County Dairy Breakfast.



Right: Governor Steve Beshear proclaims June as Dairy Month.



Above: Brandon Fields at the Hart County Dairy Day.

Below: KY Kate logged many miles during June Dairy Month.



Above: Stewart and Mary Jones Family at the Dairy Night at the Lexington Legends



Above: Shelby County dairymen catching up.

Below: Adair County Dairy Day chugging contest.



Right: Southern States Glasgow June Dairy Day.



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KDDC

176 Pasadena Drive
Lexington, KY 40503
www.kydairy.org

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President's Corner

Bob Klingenfus



In the past, inspections by the Division of Water have been complaint driven. The DOW has implemented a program to inspect every permitted dairy farm as soon as possible. Producers need to be prepared for these inspections. The KDDC Dairy Consultants are learning the new rules for nutrient management to assist producers in

meeting these standards. Nutrient management plans require soil test on any fields where manure "nutrients" will be applied. Many of the fields closest to our dairy facilities will be higher in Phosphorus, (P) levels limiting the amount of manure that may be applied. With the need to move the manure "nutrients" greater distances from our dairy facilities, it may be more practical to hire a custom operator to move the nutrients. Typically many of us only use our waste management equipment a few weeks a year, usually rusting it out before it wears out. It may be more cost effective to rent a larger piece of equipment to move the nutrients a greater distance.

At the same time producers need to investigate the possibility of NRCS EQUIP programs that may subsidize the hauling of animal waste greater distances to crop land in need of the nutrients. Keep in mind more efficient use of N, P & K in

our animal waste may offset any additional cost of transporting it longer distances. Records and sometimes documentation of manure application is required with the new nutrient management plans now in place.

The KDDC team is beginning to compile a directory of custom applicators and individuals willing to rent equipment for liquid application of manure. This includes individuals that do custom hauling or application and those willing to rent their equipment to other producers. We would like to include all forms of manure application, solid, semi-solid, liquid, and compost. We need your help compiling this list. Please contact our office at 859-516-1129 or your area Dairy Consultant and provide information if you or someone you know is interested in renting equipment or contracting for manure application. You may also email at KDDC@kydairy.org

Kentucky State Fair Dairy Recognition Banquet

It's State Fair time again and as usual offers something for everyone. The Kentucky State Fair runs from August 15-25. Dairy shows, both youth and open shows running from August 15th to the crowning of supreme champions on August 18th. Another highlight for dairymen is the Dairy Recognition Banquet on Thursday, August 15th. This banquet features the "best of" in the dairy industry:

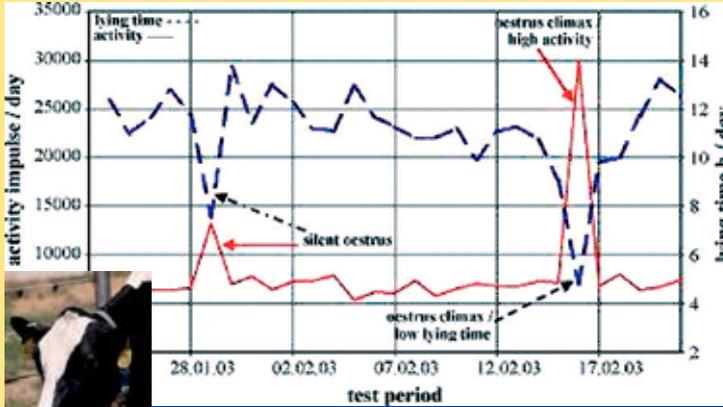
- Top KDDC District and State Production Awards
- Top KY Quality Milk Producer
- Best Dairy Products and Processors Awards
- Outstanding Milk Hauler of the Year
- Culinary Award Winner at the State Fair
- Lifetime Dairy Promotion Award

KDDC and Kentucky Farm Bureau recognize the production winners in the 12 KDDC Districts across the state and Dairy Products Association of Kentucky recognizes the processors and the best dairy products produced in the state. The highlight of the evening is the Southeast United Dairy Industry Association naming the Lifetime Dairy Promotion Award Winner. All dairy enthusiasts across the state are invited. For tickets please contact David Klee at 502-316-2897. We look forward to seeing you at the State Fair!



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Using Social Media to Tell Your Story

Social media has changed the way people do business and market their products and agriculture is no exception. Research shows that 70 percent of U.S. consumers buy products online and many businesses are discovering that they are able to reach more consumers by communicating with them online. According to one study, the number of marketers who say Facebook is "critical" or "important" to their business has increased 83 percent in the last two years.

Southeast United Dairy Industry Association (SUDIA) uses several social media platforms – Facebook, Twitter, Pinterest, YouTube and others – to promote and educate consumers about dairy products and the dairy farmers who work to produce them. Dairy farmers, likewise, recognize that social media is a way to reach more consumers and educate them about life and operations of a dairy farm.

Debra and Carl Chaney in Bowling Green, Ky., are no exception. The Chaney's opened Chaney's Dairy Barn 10 years ago and while they have seen a lot of changes in business over the past decade, none has been as dynamic as the advent of social media and what that has meant for business.

James Chaney started the family dairy farm in 1940 when he purchased two Jersey cows. James' son Carl, and his wife, Debra, continued to run the family dairy farm. In September 2003, the Chaney's decided to diversify their operation and opened Chaney's Dairy Barn to sell homemade ice cream and other dairy products from their farm. But like any business owners, the Chaney's have continually looked for new ways to keep the business growing and strong. So, about four years ago, they decided to go social.

Debra Chaney said she believes that social media is an important tool for all farmers today. "It gives the public a feeling of who the farmer is," she said. "We are able to make an instant personal connection with our consumers."

Along with its website, www.chaneysdairybarn.com, Chaney's Dairy Barn can be found on Facebook, Twitter and Pinterest. Since its creation in 2009, the Chaney's Dairy Barn Facebook page has received over 9,200 likes, not to mention its 424 followers on Twitter.

Through social media sites, Chaney's Dairy Barn is able to keep the public up-to-date on what is happening on the farm by posting everything from birth announcements of the farm's newest calves to the ice cream flavor of the week to information about upcoming events being held on the farm. And when people know you and like you, they trust you, Debra said.

While the cost of fuel and other items are rising, the value of dairy foods remains strong. Through social media, this message can be told often and enthusiastically so consumers across the nation can understand this value by talking to their local dairy farmers and visiting farms like the Chaney's every day.

Since social media is a powerful way to engage consumers, SUDIA is offering social media training for farmers this fall so they can learn the best ways to maximize their impact in this brave new world. For more information about this training, please contact Katie Shutters at kshutters@sedairy.org or call 770-996-6085. To learn more about SUDIA, please visit their website at www.southeastdairy.org, like them on Facebook and follow them on Twitter.

Executive Director Comments

Maury Cox



June Dairy Month activities have always been a busy time for the KY Dairy Development Council. However 2013 has been the busiest I can remember. Several individuals stepped up this year wanting to do something special to celebrate JDM and say “Thank You” to our state’s dairy farm families. It

has been truly a joy to participate in so many well-planned, fun activities from Eastern KY to Bowling Green and many places in between. KY Kate has logged a lot of miles and there are still events yet to attend.

Promotion of our dairy farmers and products is one of many facets in the over-all mission of KDDC. We believe the Mission Statement for KDDC captures exactly what the organization is about and from it, the different programs that have been developed.

The Mission of KDDC is to *“Educate, represent and promote dairy farmers and foster an environment of growth for the Kentucky dairy industry.”*

In order to develop a mission statement though, a clear vision must be determined of what the optimum future outcome the organization wants to achieve over time. When KDDC founders first came together ideas started to emerge as to the expectations people had for a dairy farmer led organization. Some were focused on enhancing the milk price to local farmers while others wanted more presence and understanding of the importance of dairy to policymakers. Still others wanted to revamp the Federal Milk Marketing Order System and educate dairy farmers on how it affects them. The common thread which ran through nearly all these ideas was

to help Kentucky’s dairy farmers become more competitive and sustainable. None of this is an easy task. But neither is making a living from dairy farming. Ultimately a vision statement was drafted that is similar to the mission statement in that it is easy to remember and defines an overall mental picture in as few words as possible.

The KDDC Vision Statement: *“To create a vibrant and sustainable dairy industry in Kentucky by empowering dairy stakeholders through education, the incorporation of technology and the utilization of all available resources.”*

From these two founding statements, four goals emerged for KDDC. They are:

- To improve Kentucky dairy producer profitability
- To increase Kentucky dairy farmer competitiveness
- To enhance Kentucky dairy farm families’ quality of life
- To assist in the sustainability of Kentucky’s dairy industry

Although the KDDC has had changes in leadership, directors, employees and programs, these guiding statements and goals have remained the same. It is what makes the KDDC vibrant and relevant as we see the dairy landscape changing and evolving. Hopefully it also helps define the organization more clearly and provides an understanding for what we do.

This brings me back somewhat to the opening of this article. Promotion of dairy farmers and dairy products is essential in the overall theme of the KDDC Vision and Mission Statements. First to let consumers know the importance of incorporating milk and dairy products in their daily diets and reassuring them of the safe environment milk is produced and processed. Secondly, promotion is important to our dairy farm families. As stated earlier, dairy farming is not an easy lifestyle and staying positive is sometimes difficult. Personal interaction in a positive setting is infectious and produces like results. Getting out and working with others in a dairy booth at a promotion event provides opportunities to hear others say, “I didn’t know that about dairy, thanks for informing me” or “We really appreciate what you do. Thanks!” A simple word, a positive thought; it can change your day and your outlook.

Getting Green for Being Green

By Teri Atkins

Did you know there are incentives for being green and saving energy on your dairy? Well there are and several KY dairies have already taken advantage of this opportunity. The Kentucky Agricultural Development Fund has an On-Farm Energy & Efficiency Incentive program. The KADF Energy program allows KY farmers to replace their outdated equipment with new energy efficient equipment and receive up to \$15,000 at a 50 percent reimbursement. Not only will you see a difference on your electric bill but you will not be out the full price of the new equipment; a double win!

On Friday June 21, 2013 the KADF Board chaired by Governor Steve Beshear, approved \$1,341,833 for multiple On-Farm Energy Program applicants. There were a total of 13

dairies that took advantage of the first round of the KADF Energy Program. Those 13 dairies were approved for a total of \$125,032 in reimbursement. The projects included upgrades such as Vacuum On Demand or variable speed milk pumps, automatic take offs, new efficient fans, new lighting, heat recovery systems, and tankless water heaters just to name a few.

If you are interested in the KADF Energy Program we can help you get started. KDDC is not certified to conduct the required Energy Audit, however we can help you find the contact needed to get it done. After the audit is completed we can help you get your application filled out completely. There are only two more sign-up deadlines available this year: September 27, 2013 and December 27, 2013. Please do not wait until the last minute or you will miss out!

Farm Bill, What Happened?

Excerpts taken from Bob Gray, Northeast Farmer's Cooperative, June 21, 2013 edition

The failure of the U.S. House of Representatives to pass the 2013 Farm Bill left many wondering what is next. After seeing the Goodlatte – Scott Dairy Freedom Act receive overwhelming support and replace the Dairy Security Act in the Dairy Title earlier in the day, it was considered a win by those that did not want managed milk supplies. Then the vote came with 195 yeas to 234 nays and all was a moot point.

What When Wrong: A number of Republican members were concerned that the cuts in SNAP of \$20.5 billion were not enough and that more stringent requirements to receive food stamps were necessary and more oversight of the program was needed. At the same time, a number of Republican members were concerned that the changes in the farm commodity programs in the bill did not go far enough and that more reform was needed. The Democrats, on the other hand, were very concerned with the cuts in SNAP and when an amendment was passed just before the final vote on the Farm Bill was taken, which applied federal welfare work requirements to the food stamp program, a number of Democrats thought it went too far. That may or may not have been the case, but when a final vote is going to be very close – it doesn't take much to push the pendulum one way or another. The votes needed to pass the 2013 Farm Bill were never all that solid to begin with.

The Dairy Vote: This was very ugly. Congressmen Goodlatte of Virginia and Scott of Georgia offered up their Dairy Producer Margin Insurance Program just before the final vote on the Farm Bill. The amendment stripped out the Market Stabilization program (production management provision) and replaced it with a modified Margin Insurance program. The vote was expected to be close and there was a lot of last minute lobbying by NMPF and other dairy organizations and the processor group, IDFA. The final vote on the Goodlatte/Scott Amendment wasn't even close – just 135 House members voted against the Goodlatte/Scott Amendment while 291 supported it. This is a margin of more than 2 to 1 – a very lopsided loss. The vote in opposition and in support of the Goodlatte amendment was juxtaposed to the vote on final passage. One hundred Democrats voted against the Goodlatte – 37 from the Northeast – more than any other region and only 35 Republicans voted against it. 196 Republicans

supported Goodlatte while 95 Democratic members did as well.

What's Next? So what are the options and where might this go next? Below are some possible scenarios but no one is certain at this point.

- **Extend Current Farm Bill Law:**

- The extension of current law runs out on September 30th. It will not be easy politically to extend the provisions of the 2008 Farm Bill again, even for a short period of time. However, given the fact it is almost July and current law runs out in just 90 days, it may be the only immediate option.

- **Restructure A New Farm Bill On The House Side:**

- There would have to be some very tough negotiations at the House Agriculture Committee level to come up with a bill that would straddle all of the differences that exist between House members on SNAP and the Farm Commodity programs. It will be interesting to see what the House Agriculture Committee does next.

- **Negotiate An Agreement With The Senate On Their Version Of The Farm Bill:**

- This might be the most plausible route since the Senate passed their Farm Bill with good bipartisan support. But again the issue of SNAP -- \$4.5 billion in cuts in the Senate Bill compared to the \$20.5 in the failed House Bill -- will remain a contentious issue. The shape and cost of the Commodity programs will be a major factor as well. And would Mr. Goodlatte mount another effort against any Senate/House Farm Bill agreement if it contained the Dairy Security Act? He is likely to be emboldened by the strong vote of support he received in the House.

- **Split The Nutrition Programs From The Farm Bill And Go With Separate Bills:**

- **This could be a** prescription for disaster since it would give opponents and proponents of SNAP and the commodity programs a chance to make deeper cuts and significant changes that could make a split Farm Bill totally unpalatable.

- **Revert Back To Original Farm Bill Law:**

- Here we go again. The federal dairy support price would jump to over \$38 per hundredweight. Not a very viable option for Members of Congress, but possible if nothing is done by September 30th.

- **None of the Above:**

- Could be but I can't think of any other options right now. However, they are out there.

Tips for Harvesting and Storing High Quality Silage

By Donna Amaral-Phillips, PhD, UK Dairy Extension

Corn and sorghum silages form the backbone of many winter and year-round feeding programs for dairy cows and heifers. With today's dairy economic situation of tight to non-existent profit margins, corn silage is an excellent source of energy that can reduce the costs of providing energy (starches) in the dairy cow's diet while also serving as a digestible fiber source. Paying attention to a few details while harvesting and storing all types of silage can help ensure that a high quality feed is preserved. These details are outlined below.

1. Spend time getting equipment ready before harvest- General maintenance, such as greasing equipment and sharpening knives, needs to be done well in advance of anticipated chopping date. Advanced planning is important for timely harvest at the proper moisture content.

2. When should I start harvesting - Harvesting at the correct moisture promotes favorable fermentation in the silage crop and decreases storage losses. Thus, the moisture content of the chopped plant should be the determining factor for when to harvest. For bunkers, silage should contain between 30 to 35% dry matter (65 to 70% moisture). Upright silos and bags can be a little drier at 35 to 40% dry matter (60 to 65% moisture). Silage that is put up too wet results in a butyric acid type fermentation which decreases feed intake and can result in ketosis in early lactation cows. Silage that is too dry will have more and larger air pockets which results in a poorer fermentation and less beneficial acids for cows to use to make milk and meat.

The moisture content of fresh corn or sorghum plants can be determined by chopping a small amount and using a microwave or Koster tester to determine moisture content. A small digital scale that measures to the tenth of a gram helps obtain more accurate results. Agronomists generally estimate that the corn plant dries down 0.5 to 1.0% per day. To estimate the percent dry matter and determine when to actually measure the moisture content of chopped material, you can use the grab test. Squeeze a handful of chopped material as tightly as possible for 90 seconds. Release your grip and if the ball of material expands slowly and no dampness appears on your hand, the material contains 30 to 40% dry matter. However, this method only allows a general estimation of the moisture content of the chopped silage and a microwave or Koster tester should be used to determine the actual moisture (dry matter) content of silage.

During normal growing conditions, corn is harvested approximately 40 to 45 days after tasseling. In the past, the appearance of brown leaves was used as a factor in determining the optimum harvest window. With today's corn genetics, corn plants stay green longer and this target is not an appropriate benchmark.

Moisture content is related to the stage of maturity of the corn grain. Corn is harvested for silage at a 1/3 to 1/2 milk line. However,

weather and growing conditions can change the optimum stage of maturity for harvest. An experiment showed that the stage of maturity of the corn plant only correctly predicted harvest moisture content 68 to 85% of the time. Thus, the strong recommendation is to actually measure the moisture or dry matter content of representative chopped corn or sorghum plants.

3. Correct length of chop: Silage needs to be chopped fine enough for good packing to quickly eliminate oxygen and to establish a good fermentation process. At the same time, the chop length needs to be long enough to promote cud chewing. Thus, the recommended theoretic length of chop (TLC) is a compromise between these two factors. Alfalfa haylage or silage should be chopped at 3/16 inch, unprocessed corn silage at 3/8 to 1/2 inch, and processed (kernel processor) corn silage at 3/4 inch.



4. Adjusting silage choppers with on-line kernel processors- The optimum moisture content of corn silage harvested with a chopper containing a kernel processor is 62 to 65% (35 to 38% dry matter) to capture additional starch accumulation in the corn kernels. Most nutritionists want to see most of the corn kernels pulverized to a similar size. To optimize starch digestion and provide adequate effective fiber, the recommendation is to cut to 3/4 inch theoretical length with an initial roller clearance of 0.12 inches. If kernel breakage is not adequate, the roller clearance should be decreased. To test whether adequate kernel damage is occurring, collect a corn silage sample from several loads in a 32 ounce cup. Pick out and count the number of whole and half corn kernels. If the number of whole or half kernels exceeds 2 or 3, improve kernel damage by adjusting the roller clearance downward (Mahanna, Feedstuffs, 2008). Essentially, the goal is to have between 55 to 64 percent of the kernels damaged.

5. Keep knives sharp and properly adjusted throughout the filling process: Sharp knives prevent the shredding of silage, resulting in a more uniform chop. This allows for maximum forage compaction, good fermentation, and sufficient particle size to prevent health problems in the cow.

6. Fill silos rapidly: Silos should be filled quickly to help eliminate air from the feed. Silos should be filled within a week to prevent dark brown and black bands within the silo. Silage bags should be placed in an area that can be protected from damage by birds, rodents, and other wildlife. Bunkers should be filled from the back to the front by adding forage on a wedge (slope of 30°) and not from the bottom to the top in layers. Plastic should be placed on the sides of the bunker to prevent air and water infiltration.

7. Pack, pack, and pack some more: Tightly-packed silage ferments more quickly and contains fewer yeasts and molds than loosely packed silage. Packing silage helps decrease the size of oxygen pockets resulting in fermentation end products the cow can use better to make milk. For silage stored in a bag, it is important to monitor the diameter of the bag to achieve the proper packing density.



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Cont'd from page 7

For a bunker, the statement that when you think you are done packing, you should pack that much more is definitely true. Silage should be packed to a density of 15 to 20 lbs dry matter per ft³. To achieve this density, packing vehicle weight and thickness of a layer of silage being packed must be taken into consideration. Thinner layers pack quicker. The packing vehicle weight determines filling rate (tons/hr) or to look at this differently, filling rate determines the weight needed for the packing vehicle.

$$\text{Optimum filling rate (tons/hr)} = \text{Vehicle weight (lbs)} / 800$$

$$\text{Optimum packing vehicle weight (lbs)} = \text{filling rate (tons/hr)} \times 800$$

(Calculations to achieve minimum packing density of 14 lbs/ft³
Reference—Bill Stone, Key Silage Management Topics Bulletin-Lallemant Animal Nutrition)

Safety- First consideration: Safety of persons operating packing equipment needs to be the first and foremost consideration when determining the height and shape of bunkers, trenches, and piles. Bunkers and trenches should not be filled to heights greater than those where the packing tractor can safely pack the entire surface. Silage piles should be no taller than 6 to 8 ft and be at least 12 to 15 feet wide at the top of the pile. Silos that are filled to heights over those increase the potential for rollovers and do not allow for adequate packing of silage result in wasted silage and increased feed costs.

8. Cover silos immediately after filling: Bunkers or piles of silage need to be covered with 6 mil plastic tarps and weighted with tires (*tires should touch each other*) immediately after filling. The sides of bunkers also should be lined with plastic. Upright silos should be leveled and capped with a silo cap immediately after completion of filling. Uncovered silos lose a tremendous amount of feed and feed nutrients. Corn silage is a very valuable crop and needs to be properly covered to prevent losses. Some newer recommendations are also suggesting more than one layer of plastic to decrease dry matter losses.

A study with uncovered bunker silos showed a 75% loss of dry matter of corn silage within the top 10 inches and 25% losses within the next 10 inches of surface area on top of the bunker compared to bunkers properly covered with plastic and tires. For a 30 ft by 100 ft bunker, approximately 50 tons of silage would be lost equal to \$2250 of silage (worth \$45/ton silage). These losses are substantial and are not seen unless the difference between the amount of silage entering and fed out of a structure is measured.

9. Let silage ferment 3 to 4 weeks before feeding (if possible): Unfermented feed is higher in fermentable sugars and can cause cows to go off-feed. Gradually transitioning cows over 7 to 10 days to newly-fermented silage is recommended, if possible, or use dry hay to buffer cows through the transition.

10. Is silage done fermenting 3 weeks after harvest? Some data from the Cumberland Valley Forage Testing lab indicates that fermentation and maximum percentage of available starch may not be achieved until 4 months after ensiling. Does this mean we do not feed newly harvested corn silage in the fall? No, but these data may explain why your cows milk better on silage around the first of the year. In some parts of the U.S, silage is not fed until 4 months after ensiling to allow for a complete fermentation and maximum nutrient availability to dairy cows.

Kentuckiana Dairy Exchange

LaPorte and North Central Indiana

July 30-31, 2013

Agenda

All times are EDT

Tuesday, July 30, 2013

7 AM	Pickup at Shelby County Extension Office
1-1:15 PM	Welcome and Registration (Argos Holsteins)
1:15 - 5:30 PM	Tours of Argos Holsteins, Homestead Dairy, Nor-Bert Farms
6:30 - 7:30 PM	Dinner
7:30 - 8:30 PM	Presentations
9 PM - ??	Reception

Wednesday, July 31, 2013

7 -7:30 AM	Breakfast
7:30 AM - 12 PM	Tours of Hesters, YonEd Dairy and Minich Dairy
12:15 PM	Lunch
6 PM	Return Home

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Please RSVP with completed registration form and \$50 registration fee (per person) by July 19, 2013 (first come, first served). Registration fee will hold your spot for the tour.

Registration fees cover bus transportation to Indiana dairies, as well as dinner on July 30 and lunch on July 31.

Lodging: Meeting participants are responsible for their own room reservations and room sharing. Blocks of rooms are reserved at Best Western Plus in LaPorte (219-362-4585) under "Kentuckiana Dairy Exchange" at a rate of \$89 per night. The rooms will be released to the general public on July 16

Attending _____ Name _____

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Prepare for Severe Weather

Dave Roberts – Information from KY Farm Bureau

Bad weather can hit anytime of the year, but early spring through late fall the prospects of severe thunder storms and tornados are greater. So far this year at least two Kentucky dairies have been hit by tornados. The night of January 29th Joseph Stoltzfus's family dairy in Oak Grove, Ky. was hit by a tornado, which either damaged or destroyed all buildings on the farmstead. During the day on June 10th a tornado hit the Robey family dairy near Adairsville, Ky. The storm destroyed many buildings but luckily missed the milking parlor, free stall and calf barns. We are thankful that in these two cases there was no one killed and only a few injuries. Due to the power of these storms and the lack of warning the outcomes could have been more tragic.

These two instances emphasize the importance of having a plan and being prepared for such weather related events.

Shelter

Severe storms with driving rain, possible hail, and projectiles hurled by strong winds offer extreme dangers from which we need to protect ourselves. The best protection would be a steel-reinforced concrete safe room located in the basement of a structurally sound building. Lacking that, let's look at a few things you should do now:

1. Reinforce your house. There are simple things we can do to greatly strengthen our homes. Ask your local home-supply store rep about angle brackets, strapping, and techniques to install them to make your roof, walls, doors, and connection to the foundation stronger. Also, do an Internet search for "hurricane retrofit" (including quotes) to find additional instruction. One such source is from the Institute for Business and Home Safety at <http://www.ibhs.org/publications/downloads/128.pdf>. Hint: You can greatly strengthen your doors by using longer screws to hold your hinges and strike plates in place. Not only does this keep the wind from blowing your doors open, but it helps against the average intruder as well.

2. Create a safe room or area within your home. The general rule of thumb is to pick an area near the center of your house and below ground if possible or at least on the lowest floor. Also identify safe locations around the farm to access if caught out away from your home.

3. If you live in a mobile home, your best bet for safety would be a storm cellar. One simple and relatively inexpensive way to make a storm cellar is to have a septic tank company install a clean new unit in your yard, but leave about a foot above the ground.

4. Some locations might reimburse you for building a safe room. Check with your tax assessor, county extension office, insurance provider, insurance commissioner, or local emergency management office.

5. Learn the "safe points." When a tornado strikes you might be at home, but it's more likely you'll be at work, out running errands, or on a trip. Learn to recognize all the locations that will provide protection. Does the building you're in have shelters? Does the building have a basement? Are you on the road? How far are you from a known safe building, or from a deep ditch?

Time

In emergencies, our most important asset is time. The two best ways to gain extra time in weather emergencies are to prepare now, and to get as early a warning as possible that severe weather is heading your way. If you wait for your community's alert sirens, you've waited too long.

1. Buy a National Oceanic and Atmospheric Administration Weather Alert Radio. Not only do they warn you of inclement weather, but the system is now being tied in to the regular EAS system to warn you of other emergencies.



Above: Tornado damage at Robey Farms (above) and Joseph Stoltzfus (left).

2. Sign up for an alternate alert service such as the Weather Channel's at www.weather.com/notify, or the Emergency Email & Wireless Network at <http://www.emergencye.com>

3. Learn the indicators of severe weather. The Weather Channel and others such as the NOAA at <http://www.noaa.gov>, have educational

information that will teach you how to spot incoming severe weather. Some "symptoms" may include:

- A large anvil-shaped thunderhead cloud or a thick, very dark, cloud cover with a pea-soup consistency.
- Hail or, in some cases, unseasonable snow.
- Green lightning (as lightning flashes behind clouds heavily laden with water).
- A sudden change in humidity, wind direction or wind speed, rain volume, or rain direction.
- A sudden change in air pressure (your ears may pop).

Note: Do not use anything flame-producing to signal with. This includes flares, candles, etc.

Resources

In a disaster, you'll need goods, gear, or services to help you deal with the event and then recover afterward. Make sure you have adequately covered each of the following areas:

1. Make sure your insurance policy covers all types of natural disaster including water damage from rain or flood since many policies have strict exclusions. Also, make sure your policy will provide for the costs of temporary lodging and the full replacement value for your property and possessions.

2. Document all your possessions by taking photos and videos, list everything you own, and keep important receipts in your safe deposit box.

3. Keep your isolation and evacuation supplies together in a protected spot where you can access them immediately, or where they'll be protected if your home is damaged while you're away.

4. Make a list of services you might need after a tornado, such as cleanup and repair services or temporary lodging. Look through your phone book to find services like tree-cutting and debris removal, structural home repairs, automotive repairs, lodging, etc. Write their contact information down and keep it with your emergency kits so you can call these services immediately after a disaster to get your name on their lists.

5. Make a list of those who could milk your cows at their farms until you can repair your facilities. Or have a backup plan to milk at your dairy.

Make sure family and employees are made aware of procedures and plans in the event of severe weather and damage. No one is ever totally prepared for a damaging storm event, but a plan made in advance can help.

KDDC hopes everyone has a safe and profitable year.



Milk Prices

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June 2013

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Dixie Dairy Report

June 2013, Calvin Covington

Cheese and butter prices decline in May. The CME block cheddar price was about \$1.90/lb. the beginning of May. By the end of the month cheese declined about \$0.20/lb. CME butter was at \$1.69/lb. A month later butter dropped \$0.15 to \$1.54/lb. On the other hand, nonfat dry milk powder held its price during May. Why the decline in cheese and butter? Our reasons are threefold: 1) Weak dairy product demand. Commercial disappearance of all dairy products was down 0.6% for the first quarter of 2013 compared to the first quarter of 2012. 2) Inventories are building. According to USDA, the April 2013 butter inventory is 24% higher than last April. Butterfat is going to the butter churn, not the ice cream churn. Both cheese and nonfat dry milk inventories are also greater than a year ago. 3) Ample milk supply. Granted, estimated April milk production was only up 0.3% from last year. But, with disappearance down 0.6%, the result is surplus milk. The good news is that last week saw cheese and butter prices moving back upward. More good news, April was a strong month for exports. According to the U.S. Dairy Export Council about 15.7% of total U.S. milk production was exported, the most ever. Over 61% of U.S. nonfat and skim milk powder production was exported in April.

Our price projections for the remainder of the year are lower compared to last month. We project May blend prices in the three southeast orders to be similar to April. For June we project the Florida order blend price to increase about \$1.00 per cwt. from April, and up about a \$1.50/cwt. in the Appalachian

and Southeast orders. The Florida order blend price is projected to exceed \$24.00/ cwt. in August and September. Blend prices in the other two orders should pass \$22.00/cwt. in August.

Southeast order Class I utilization up significantly. Both March and April Class I utilization in the Southeast order was 65%. This compares to 59% last March and 57% last April.

Why are fluid milk sales declining? According to a May 2013 USDA Economic Research Service (ERS) report titled: "Why Are Americans Consuming Less Fluid Milk" the reasons given are: 1) less people drinking fluid milk each day, and 2) those drinking milk are drinking it less often. The report noted that when people do drink milk, the amount consumed has not declined, just the frequency. The report used the time periods 1977/1978 and 2007/2008 for its study. The following table summarizes the findings:

Summary of Results from May 2103 ERS Report on Fluid Milk Consumption

Time Period	Preadolescent Children (2-12 years old) Not Drinking Milk Once per Day	Preadolescent Children Drinking Milk Three Times Per Day
1977-1978	12%	31%
2007-2008	24%	18%
Time Period	Adolescents and Adults Not Drinking Milk Once Per Day	Adolescents and Adults Drinking Milk Three Times Per Day
1977-1978	41%	13%
2007-2008	54%	4%

Cost of Production

Lite, Katie Holzhause, Extension Associate

Do you know your cost of production? Not just an estimate, or your cash flow, your actual cost of producing a CWT of milk? What about cost per cow?

University of Kentucky Dairy Science and KDDC have created a tool to help farmers calculate their cost of production. Available in paper form or online, the Cost of Production Lite (COP Lite) tool allows farmers to log their farm expenses as well as major investments like equipment and buildings, and calculate an estimated cost of production per CWT, per cow, and total. This tool provides an important snapshot into the financial situation of the farm and can help producers make informed decisions about their operation. This is an

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First Quarter MILK Program

Teri Atkins

The first quarter Milk Incentive and Leadership in Kentucky (MILK) Program was yet another successful quarter. KDDC and local milk marketing agencies were able to pay out another \$300,789.05 on 43,073,319 pounds of milk. The MILK program began in 2007, and has grown in participation each year. Currently 210 of the 772 KY dairies participate in the program, which is more than 25 percent of all dairies. Of those 210 dairies, the participants produce 44 percent of the state's milk supply.

The MILK program is available to all KY dairy producers that would like to participate. The MILK program is a 50/50 payout from KDDC and the marketing agency or buyers of raw milk. Each farm is capped at \$15,000 per calendar year. The 2013 criteria are: production increase of 5 or 10 percent over the calculated 2011/2012 base weight; quality of < 300,000 SCC average and < 20,000 PI; and management programs, DHIA (at least 6 times a year) and qualified financial records. The incentive is figured on monthly numbers; however it is paid out quarterly. If you are interested in learning more about the KDDC MILK Program call your local KDDC Dairy Consultant or check out the website at [www.kydairy.org](http://www.ky dairy.org). We would like to see as many as possible receiving MILK Program money.



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Cont'd from page 12

important part of farm finances because it helps calculate long-term financial information, not just cash flow. By putting financial information into the program, producers can calculate financial data using their own numbers which can help them determine the financial state of the farm and help decide whether or not to invest in an expansion or new equipment and facilities. Data that is entered into the COP Lite website and the paper version is anonymous. Once submitted, the data will help with creating benchmark data for dairy producers across the state, but more importantly will allow producers to see their own cost of production. All dairy farmers are encouraged to participate and use the COP Lite tool to calculate their own cost of production. The COP Lite tool is available at <http://afsdairy.ca.uky.edu/extension/decisiontools> or you may contact KDDC for a paper version.

A Glimpse into the Future

Teri Atkins

On May 19-22, Alltech held their 29th Annual International Symposium in Lexington, KY. Alltech hosted more than 2,300 total attendees from 46 states and 72 nations around the world. The three day event was packed with over 20 sessions and 22 discussion dinners focused on how agribusiness can meet the challenge to produce enough food to feed a growing world. By year 2050 there will be a total of nine billion people to feed with over three billion new urban dwellers. It was impressive to see so many people come together with the same passion.

For the dairy industry, there were many different sessions to select from, with topics including: Fertility, Mycotoxins & More, and Programs Not Products. One of the favorite discussion dinners focused on *Milk Yields 2020: What is the weakest link to one of the world's most valuable food stuff?* It was very interesting to fellowship with dairy farmers and industry personnel from all over the world. As the discussion began, varying opinions were debated, ideas were thrown around and professionals such as Jim Crave, partner of Crave Brothers Dairy, Wisconsin, Bill Rowe dairy producer from Vermont, and Maury Cox from Kentucky were just a few to stand up and voice their opinion.

The event ended with a closing session that summarized all that Alltech is working toward to help feed the future. As Dr. Mark Lyons said, "The world of 2020 will not be the same as today's world". The Symposium was a GLIMPSE into the different types of agriculture and where they will need to progress as we go forward.



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We Need Your Help!

We would like to compile a list of people interested in renting equipment or who do custom work including all types of manure application to share with producers. Send any contact info you have to Maury Cox at 859-516-1129 or to any of the consultants via phone/email. More info on page 2.

2013 Dairy Calendar of Events

July

July 1-3 Kentucky 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 Tri-County Dairy Meeting – Trenton Farm Supply, 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 – LaPorte, IN

August

August 2 Chaney's Dairy Outing - Bowling Green, Kentucky
August 13-14 State Fair Dairy Products Judging - West Wing Fair Grounds
August 15-25 Kentucky State Fair - Louisville, Kentucky
August 15 Dairy Recognition Banquet- Room 101, South Wing, Ky. State Fair
August 15-18 4-H and Open Dairy Cattle Shows - Kentucky State Fair
August 23 KDDC Board Meeting – T.B.A.
August 28-29 Kentucky Milk Quality Conference - Lake Barkley State Park

September

September 5 C.P.C. Annual Fall Field Day - Fountain Run, Kentucky

October

October 2-5 KDDC Young Dairy Producer Tour- World Dairy Exposition, Madison, Wisconsin
October 24 National School Milk Day
October 25 KDDC Board Meeting - T.B.A.
October 26 Dare to Dairy- University of Kentucky Coldsteam Dairy, Lexington, Kentucky
October 30 GOAP Policy Conference - Bowling Green, Kentucky