



Dairying Duo, herdsperson training, is set for Nov. 11-12.



Youth Leadership Derby, weekend of fun, exploration.



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'Top 10' Tips For Managing Transition Cows

Dairy producers understand that a cow's health and happiness go hand-in-hand with her productivity and, ultimately, the dollars in their pocket. That is why the transition period, which is the time frame from the start of the dry period through the first 30 days after calving, is such a vital time to monitor a cow's physical condition and environment.

According to Chris Booth, DVM, with the Kettle Moraine Large Animal Clinic located in Plymouth, during the transition period cows are most vulnerable to health issues, thus the importance of properly managing through that time to head off potential problems and maximize milk production during the lactation.

Booth offers his "Top 10" tips for managing transition cows.

1. Do not overcrowd your transition cows. Transition cows need plenty of room to

eat and rest. Booth says that maximizing dry matter intake is the key factor in preventing metabolic diseases in post-fresh cows. Therefore, adequate space at the bunk is important. He recommends providing a minimum of 30 inches of bunk space per cow for pre- and post-fresh cows. This means stocking pens at no more than 85 percent of stalls in a four-row barn, he says. Stalls need to be designed large enough to handle the increased size of transition cows and provide a surface that encourages cows to lie down while minimizing the risk of injury, Booth says.

2. Develop a vaccination program with your veterinarian that provides protection for the cow and the newborn calf. In order for vaccines to be most effective, make sure that attention is paid to vaccine

mixing and handling, routes of administration and timing of when the vaccines are given during the transition period, Booth explains. The vaccine protocol is specific to each individual farm's issues and type of facilities, but many choose to protect against respiratory diseases and scours in calves, as well as for mastitis and *Salmonella*.

3. Reduce the number of pen moves for pre- and post-fresh cows. Each time a cow changes pens during the transition period represents a social challenge that can affect her comfort and feed intake. It is also important to separate first-calf heifers and mature cows into different pens through the transition if possible.

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Tips

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4. Monitor dry matter intake of transition cows.

Decreased intakes in transition cows indicate an increased risk for metabolic disease and are an early sign that the transition program needs to be fine-tuned. Many transition rations contain long forage particles and need to be monitored for sorting so that adjustments in mixing or processing can be made as needed, according to Booth. Feed intake can be evaluated by taking note of how much feed is put out and the number of transition cows being fed and then monitoring how much is left over at the next feeding.

5. A thorough post-fresh screening program is a must.

A high-quality screening program goes far beyond checking the temperature of fresh cows and can be used to catch the onset of diseases such as ketosis, metritis and displaced abomasum. A full exam should be conducted 10 to 14 days after calving and includes assessment of appetite, attitude, rumen fill, milk production, udder fill and uterine discharge or tone. Cows needing treatment should be assigned to specific and consistent treatment protocols. The program needs to be completed in a timely fashion to minimize lock-up time for these high-risk cows. These checks can be completed by the herdsperson.

"At our clinic, we train people to identify sick cows. If they are confused or don't know (what is wrong with the cow), we will examine the cow," Booth notes.

6. Provide an excellent environment for calving.

Deep-bedded, clean maternity pens provide an excellent environment for newborn calves and reduce the risk of slips and injuries for cows at calving. Booth's rule of thumb is to provide 150 to 200 square feet per cow. Any herdspeople assisting with calving should understand the importance of good hygiene when assisting deliveries and have a sound understanding of the techniques used to deliver calves to reduce the risk of unnecessary trauma or injury.

7. Develop a plan for handling "special" cows.

This category includes cows at higher risk of having complications through the transition. This group would include cows with twins, thin cows, fat cows, cows that were dry an extended period of time or cows with a lameness issue, for example.

8. Don't forget milk quality.

Reducing the risk for mastitis in the next lactation has a positive effect on milk production. "The dry period is the time when you have the best opportunity to treat cows that are chronically infected with mastitis in hopes that they will recover for the next lactation," Booth states. A milk quality plan should include a dry treatment protocol and a system for monitoring cows in early lactation for evidence of mastitis.

9. Utilize a records monitoring system.

It is important to record data in the various transition cow areas and then to monitor the results regularly to identify possible areas for improvement. Incidences of ketosis and metritis should be

noted, along with the percent of cows that leave the herd due to culling or death in the first 60 days after calving, according to Booth. The optimal percentage of cows leaving the herd during that time period is less than 6 percent. Goals should be set and an action plan developed to help move forward to maximizing transition cow performance.

10. Provide proper training and resources for the people working with transition cows.

The people responsible for care of the transition cows on any dairy are key employees. Make sure to provide continual training and mentoring to help them develop cow-side skills and knowledge. It is just as important to provide them with the necessary facilities and tools to make care of transition cows a pleasant and efficient experience for the herdspeople and the cows.

By Peggy Dierickx

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Editorial

Kelsi Hendrickson
608-250-4002
khendrickson@madison.com

Advertising

Brenda Murphy
608-250-4157
bmurphy@madison.com

PDPW Office:

Professional Dairy Producers of
Wisconsin
N5776 Cty. Rd. D, Suite 1
Fond du Lac, WI 54937
800-947-7379
mail@pdpw.org
www.pdpw.org



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Durand
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608-846-4379
bsdffarms@centurytel.net

Mark Diederichs
Malone
920-795-4266
mark@lakebreezedairy.com

Patty Endres
Lodi
608-592-7856
endres@mail.merr.com

Gary Ruegsegger
Stratford
715-687-4054
garyrueg@hotmail.com

Russel Strutz
Two Rivers
920-755-4040
sfi@tm.net
Keith York
Lake Geneva
262-903-6265
merrywat@genevaonline.com

PDPW Advisors

Chuck Adami
Equity Cooperative Livestock Sales
Baraboo
608-356-8311
adami@equitycoop.com

Le Luchterhand
Arm & Hammer Animal Nutrition
Roseville, Minn.
le.luchterhand@churchedwight.com

Jeff Riechers
M&I Marshall & Ilsley Bank
Darlington
608-588-2526
jeffrey.riechers@micorp.com

Doug Wilson
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Cows, People Skills Focus of Herdperson Training Workshops

Dairy producers wanting to improve their cow side techniques and/or hone their management skills can do so at "Dairying Duo: Cows + People," a unique herdperson training set for Nov. 11 and 12 in Arlington. Developed by the Professional Dairy Producers of Wisconsin, the first day of training on Wednesday, Nov. 11, will focus strictly on cow side techniques while the second day, Thursday, Nov. 12, will help individuals discover the manager within. Workshop attendees can attend either one-day workshop or pair the two together for a complete Dairying Duo.

The Nov. 11 Expert Cow Side Care workshop encompasses five hands-on labs, with workshop participants dividing into small groups and rotating through all five labs.

Veterinarians Dr. Chris Booth and Dr. Jeff Bleck, Kettle Moraine

Large Animal Clinic, will lead the transition cow management lab and explain how to avoid transition challenges and diagnose issues early. Working side by side the veterinarian trainers, small groups will evaluate a pen of cows and gain skills regarding cow comfort, pen movements, vaccine handling and knowing when to intervene during calving. Participants will also develop plans for monitoring performance and getting cows into the fast lane to profitability.

Working on cows in holding chutes with veterinarians Dr. Al Martens and Dr. Ralph Stowell, Waupun Vet Clinic, participants will sharpen their cow side techniques, including proper oral drenching, cow side testing, IV management, uterine drainage and treatment. They'll also fine tune additional skills such as

See Herdperson on page 7



Photo by Kelsi Hendrickson

Improving both cow and people skills is the focus of PDPW's upcoming herdperson training program, Nov. 11-12, in Arlington - "Dairying Duo: Cows + People."

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¹McGuirk, S.M., 2003. ²Pithua, P., S.M. Godden, S.J. Wells, and J.J. Oakes, 2009. JAVMA 234: 1167-1176

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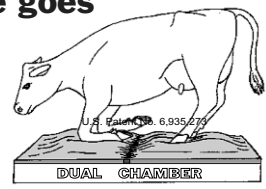
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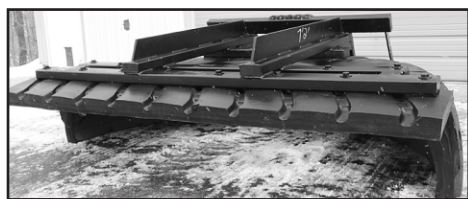
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Herdsperson

Continued from page 4

rectal exams, urine collection and testing that can help detect illnesses, save lives and work more effectively with their herd's veterinarian.

During the udder health lab, case histories of cows with various types of mastitis will be reviewed and participants will develop treatment plans. Led by Dr. Pam Ruegg, University of Wisconsin-Madison, this session will also have participants sharing what SOPs work—and don't work—on their dairies.

The "Erase Gimpy Profits with Locomotion Scoring" lab under the direction of Floyd Sutton, Great Lakes district manager for Zinpro Corporation, will help participants learn to identify lameness early and to accurately apply locomotion scoring. Participants will individually score cows and compare their scores to the trainer's scores.

Hoof care specialist Karl Burgi will lead the hands-on hoof trimming lab where workshop attendees will learn how to solve daily lameness problems and to identify and care for common foot issues as well as understand proper block application and follow-up treatments.

"Every lab will be extremely hands-on," states Eric Hillan, a dairy producer from Ladysmith and vice president of PDPW. "Workshop attendees will work side-by-side trainers, work with live cows and get to try what they learn."

MANAGEMENT MATTERS WORKSHOP

The Nov. 12 Management Matters workshop, devoted to the people aspect of the business, will help participants capitalize on their strengths while leveraging their ability to grow as a team leader or manager. Leading the all-day high-paced, high-energy training

are Dr. Buck Joseph, The School of Business, UW-Madison, and Dr. Chris Hinrichs, Executive Education Department, UW-Madison.

"This one-day training will give you a clear understanding of what makes people tick and how to shape more productive relationships—on the farm and off the farm," Hillan notes. "You'll leave this training understanding others—and, more importantly, understanding yourself."

Using engaging, interactive techniques, Drs. Joseph and Hinrichs will detail the four major managerial/leadership styles—directing, coaching, participating and delegating—as well as the variables that will help managers know when and what style to use. But participants will do more than hear about these styles. Their primary and secondary managerial styles will be identified, and they'll receive feedback on these styles and be made aware of where

improvement is needed.

"Like the cow side care workshop, this workshop will be very hands-on," Hillan states. "At the end of the day, workshop participants will be equipped to create high-performance, high-morale work teams and they will also have the skills to build and sustain leader credibility and know how to take a situational approach to managerial leadership."

Registration for Wednesday's workshop is \$175 for PDPW members and \$200 for non-members, and registration for Thursday's workshop is \$150 for PDPW members and \$175 for non-members. Registration for the complete package—both workshops—is \$250 for PDPW members and \$300 for non-members. Individuals are asked to pre-register by Monday, Nov. 2.

"While Wednesday's workshop is open to more than 40, the Thursday workshop is limited to the first 40 who sign up," Hillan concludes. "So register now and reserve your place."

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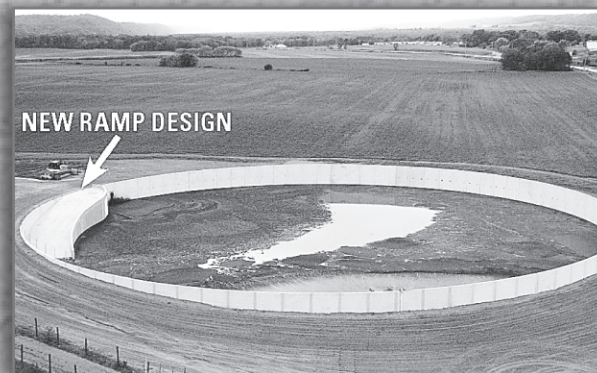
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Risk Management - Insuring Your Future

Sometimes, in the midst of feeling overwhelmed, we can forget what is important—and how to protect what we love. The following story illustrates how one family appreciated having risk management tools in place.



Roger Swigart

The day started like any other summer day on the family dairy. Cows were being milked, calves fed and preparations were underway to chop hay. By mid afternoon, the hot humid day showed signs of threatening weather. Before time to prepare, a storm was present. Lightening, heavy rain, wind and hail deluged the farm.

In their haste to get the load of hay in from the field, the 16-year-old son of the owner became caught between the chopper and the wagon and injured his leg and hip.

Driving a pickup pulling oversized equipment, the hired man heard announcements on the radio and was trying to get ahead of the tornado reportedly heading toward the farmstead. Just a mile from the farm, he missed the corner due to the darkness of the storm and forced an oncoming car into the ditch. While those in the other vehicle had no serious injuries, the hired man incurred several internal injuries and broken bones that would require months of care and rehabilitation.

The storm's heavy winds blew down the dairy's old heifer shed, killing 15 animals. The shed also fell on a planter housed in the lean-to addition.

Just as quick as it came, the storm passed leaving the tell tale signs of destruction behind. A survey of the damage showed significant financial losses. The family was thankful, however, that there were no human fatalities, that manure storage was not breached and that risk management tools were in place!

If this event happened on your farm, do you have the risk management tools in place so unexpected events are not catastrophic? And this brings forth two important questions: 1) How much is enough insurance? And 2) Where is the line of having adequate insurance vs. being insurance poor? In summary, there are no pat answers to either question as answers to these questions vary based on each individual.

All areas of potential risk and a proper risk management plan should be discussed with a trusted financial/risk management advisor who is knowledgeable and acts in the best interest of their customers. This financial/risk management advisor should also be motivated to sell more than product and want to meet customer needs so they, the customers, are more successful and profitable.

Let's examine a few areas of a good risk management program that could protect your family in the above scenario.

1. It is essential to have a crisis plan communicated to all family members. What are the contact numbers for the local ambulance and fire departments? Are the contact numbers written down and accessible to everyone?

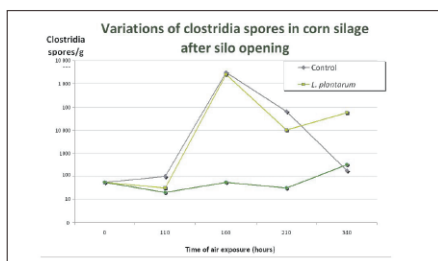
See Risk on page 11

Even Good Quality Silage Can Develop Clostridia At Feedout

Clostridia, or butyric bacteria, contamination in silage is always a source of financial loss either due to dry matter loss or health issues of the cows. A recently published study (Borreani et al., Journal of Applied Microbiol., 2009) shows that, even when the analysis of fresh silage shows low clostridia count, the silage can become heavily contaminated at feedout, due to aerobic instability, a phenomenon that can easily go unnoticed as long as analysis are performed on fresh silage.

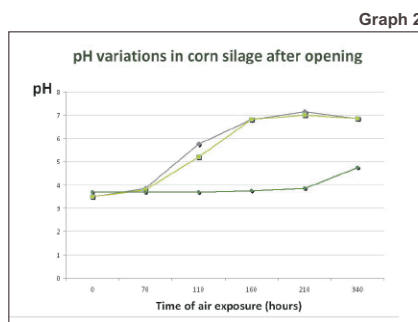
Professor Giorgio Borreani, an expert in silage for many years, has looked into aerobic spoilage and clostridia spore formation in more detail and demonstrated that even a very clean and easily ensiled silage such as corn or sorghum (high cut and rapid acidification typically prevent contamination), could show clostridia contamination. In his study, corn silage analysis shows only a few hundred clostridia spores per gram of fresh silage. But after air exposure, this count skyrockets, with up to 5 million spores/g after a hundred hours in lab conditions.

In an attempt to prevent aerobic spoilage and clostridia development, the scientists tested two different microbial additives: a homofermentative lactic bacteria (*L. plantarum*) and the anti-fungal bacteria *Lactobacillus buchneri* 40788*. While *L. plantarum* has no effect on aerobic spoilage (the development of yeast, mold and clostridia after silo opening is similar to untreated silage), the silos that were



treated with *L. buchneri* 40788 were stable up to 300 hours after air exposure: clostridia spores did not develop (see Graph 1).

Clostridia, responsible for butyric acid production in silage and milk, are spore-forming bacteria: when the environment is unfavorable to their development, they become inactive, resistant spores, waiting for more favorable conditions to multiply. In the case of corn silage, the bacteria already present on the forage rapidly enter an inactive phase due to the rapid acidification of the silage and do not have time to multiply in the silo, hence a very low level of contamination



and the absence of butyric acid. At the time of feedout, the fermentation process is reactivated by the presence of oxygen: first yeast, and then mold thrive and grow in the presence of oxygen and the silo temperature rises up to 45°C. As a result, the pH rises (aerobic microorganisms consume lactic acid). In a non acidic environment, clostridia start to develop. The anti-fungal activity of *L. buchneri* NCIMB 40788 prevents these fermentations and stabilizes the pH under 5 units for more than 300 hours (see Graph 2).

In this case, clostridia remain inactive in the silage at feed out. Consequently, forage dry matter and nutritional quality are preserved and the risk of clostridia contamination in milk is prevented.

* *L. buchneri* 40788 is present in Biotal® Buchneri 500 and Biotal® Buchneri 40788 Forage Inoculants in the US, Canada and Mexico. For a free silage management handbook, visit www.QualitySilage.com. For more information, visit www.biotal.com or call 800-692-4700.

Lactobacillus buchneri 40788 Aids in Aerobic Stability

A research trial evaluating the effectiveness of *Lactobacillus buchneri* 40788 on fermentation and aerobic stability was recently published in the Journal of Dairy Science. Results show whole plant corn stored in silos had decreased yeast and improved aerobic stability when treated with *Lactobacillus buchneri* 40788 versus Untreated Silage.

Samples of corn silage were taken from farms in Wisconsin, Minnesota and Pennsylvania for the trial. Analyses were performed at the University of Delaware. *Lactobacillus buchneri* was introduced in the US silage market in 2002. Since then, many studies have documented its effects of increasing acetic acid and reducing the number of yeasts and molds, thus improving aerobic stability. However, most of these studies were conducted in laboratory-scale silos. The objective of this study was to determine the effects of inoculation of *L. buchneri* when applied to whole-plant corn stored in farm silos.

The inoculants were products of Lallemand Animal Nutrition and distributed by Vita-Plus Corporation. For a full copy of the paper, refer to the Journal of Dairy Science 92:1174-1176.



FDA Allows Functionality Claim for Live Yeast

The Center for Veterinary Medicine of the FDA has agreed to allow an important functionality claim for live yeast applied in ruminant feeding based on a research dossier of more than 39 published trials submitted by Lallemand Animal Nutrition. The claim allowed is, "to aid in maintaining cellulolytic bacteria population in the rumen of animals fed greater than 50% concentrate."

This claim has been earned following the submission of an extensive research dossier including innovative data from Levucell SC live rumen specific yeast and its effect on fiber degrading bacteria.

Live yeast is increasingly used in animal nutrition. One major reason in ruminant feeding has been to elevate and stabilize rumen pH and minimize the risk of acidosis. Maintaining an effective population of cellulolytic bacteria is always a concern and is related to this claim for live yeast. Maintaining cellulolytic bacteria numbers is essential: they are able to digest fiber from the forages fed; they are important in the production of volatile fatty acids, particularly those responsible for the production of milk fat; and they help maintain a balanced and healthy rumen environment.

The fiber degradation benefits have a tangible benefit for producers: a healthier rumen environment, through improved cellulolytic bacteria numbers, can improve profitability to the dairy and beef producer. It is LIVE yeast which positively affects cellulolytic bacteria populations in the rumen. Levucell SC, a live rumen specific yeast, has been the object of extensive screening and numerous publications (>48). Live yeast have respiratory activity and are the only form of yeast able to actively reduce oxygen levels in the rumen (oxygen is toxic for cellulolytic bacteria); live yeast are also able to reduce the risk of acidosis by competing for specific sugars in the rumen. Having a live cell yeast is essential for these effects. Research on the rumen microbial system as well as on production performance demonstrates benefits which are not limited to acidosis: Levucell SC also enhances fibrolytic population, fiber degradation, and feed value of diets containing variable amounts of fiber.

For more information, visit www.rumen-health.com or www.lallemandanimalnutrition.com.

Lactobacillus buchneri 40788 is the only strain reviewed by the FDA "for increased aerobic stability of silage and high moisture corn stored for not less than 60 days." This organism is available in: Biotal Buchneri 40788 and Biotal Buchneri 500 forage inoculants.

Youth Leadership Derby a Weekend of Fun, Exploration

If you asked youth who attended past Youth Leadership Derby weekends to describe the event, their list would include four key items: fun, highly interesting tours, "sweet" hands-on learning labs and workshops and an unforgettable keynote speaker. And this year's Youth Leadership Derby, developed by the Professional Dairy Producers of Wisconsin, should be no different. This year's Derby, which will be at the Milton High School, Milton, kicks off Saturday, Nov. 7, around 10:30 a.m. and concludes at noon on Sunday, Nov. 8.

"No boring lectures with this event," states Doug Knoepke, a Durand dairy producer and president of PDPW. "We recognize that youth sit in a classroom five days a week, so this weekend event will take youth to where the action is, as well as engage them in hands-on

labs, competitions and one-of-a-kind workshops.

"Youth who attend may return home tired, but they will definitely be glad that they attended this event. The concluding keynote by former National FFA officer and Cornell graduate student Barrett Keene will have youth talking about his message for days - and will help them push toward success."

Just before noon on Saturday, Nov. 7, youth will load a bus for three tours: NASCO, the 1,400-cow Larson Acres Dairy and the 35-head Me-Do Meadow. Evening Derby activities include three attention-grabbing hands-on labs and a "Got Milk?" commercial created in small groups.

After an all-night lock-in, a hearty breakfast and a healthy serving of fun will help youth start their engines. The morning's three Winners Circle Workshops

will zero in on three topics: bovine reproduction, tuning up communication skills and checking out a variety of careers within the dairy industry.

"Youth undecided about what career track to take will benefit from this fun-filled weekend," Knoepke states. "And this won't be your typical 'find yourself' weekend as activities will be highly interactive, engaging, challenging and fun."

The final item on the Youth Leadership Derby agenda is "Setting Your Sights on Victory Lane," the keynote address by Barrett Keene, a former National FFA officer and now a Cornell graduate student.

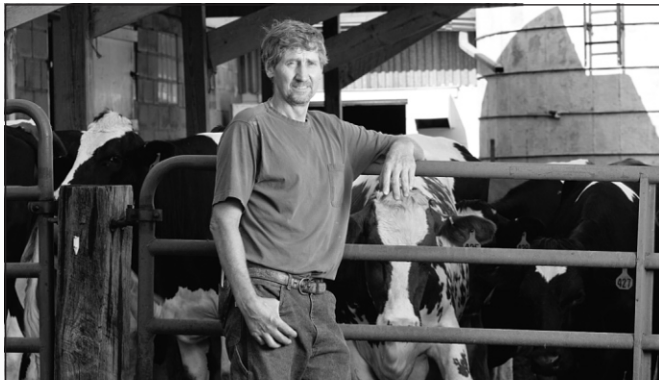
"Barrett Keene's concluding keynote address will energize youth as this guy has a passion for life," states Eric Hillan, Ladysmith dairy producer and vice president of PDPW. "Barrett will have youth identifying with

him, laughing and learning along the way.

"The only downside to Youth Leadership Derby is that it is limited to the first 100. I wish every high school student - youth from dairying families, as well as for non-dairy and non-farm youth - could attend and come to know the opportunities available within the dairy industry. This industry isn't your granddad's dairy industry."

"My first YLD was so much fun that I attended three years in a row. I'm a dairy science major today because of it."

- Olivia Koszarek, Hartland



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Risk

Continued from page 8

2. The most valuable assets of any operation are the owners and operators.

Protecting life and income-producing ability can be obtained through life and disability insurance. Supplementing this is long-term care insurance that can assist with costs of long-term rehabilitation and/or nursing home costs. The proper level of coverage for life and disability is based on many factors. A "Needs Analysis" can reveal an appropriate level. Do you have adequate life insurance to buy out heirs of partners, provide for the education of the children and provide business continuity?

3. Personal property insurance and crop insurance are more widely utilized by most farmers. An insurance specialist you trust can recommend proper levels of coverage for your situation.

4. Utilizing a well-developed

marketing plan allow you to manage the margins between input costs and products to be marketed. Depending on your comfort level, these tools can be incorporated in a risk management plan as you consider contracting inputs as well as raised/grown products to ensure a profitable margin.

5. Counter party risk—the risk incurred in doing business with suppliers and purchasers of your products—can be reduced or eliminated with good information and proper contracts.

6. Proper business structure and liability protection can help protect your total assets in case of accident or legal claims.

It is important for you to review your risk management options with a trusted financial advisor as proper risk management through appropriate levels of insurance allows a crisis not to be a catastrophe.

By Roger Swigart



"Farming looks mighty easy when your plow is a pencil and you're a thousand miles from the corn field."
Dwight D. Eisenhower

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Weiss Family Has Years of Experience Custom Raising Heifers

Marshland Acres, Durand, was one stop on this year's Professional Dairy Producers of Wisconsin (PDPW) Calf and Heifer Facility Tour. Marty and Mary Weiss are Marshland's owners, where they and their son, Bronson, 28, custom raise 4,000 heifers for a dozen dairy producers.

Marty Weiss says his family entered the custom heifer business when it was in its infancy in Wisconsin, 15 years ago.

"We had no idea what we were even getting into," Marty says. "We started with our own heifers. It grew to 400 and then 600 and 800. We stayed around that 2,000 mark for quite a few years, and now we've doubled our size in the last year and a half."

But 4,000 heifers a year is by no means the Weiss family's ending point. They're adding 500 feet onto their 1,350-foot-long barn. This addition will allow them to expand to approximately 5,000 heifers raised per year.

Marshland Acres uses four types of housing, depending on the ages



Bronson and Marty Weiss

of the heifers. The youngest calves stay on a bedded pack while the next oldest are in an open lot with self-cleaning bedded packs.

Heifers a bit older and larger are in a section of a freestall building that does not have dividers or neck rails in the cattle resting area, even though the stall areas are in place. Weiss explains that this set-up lets the animals grow accustomed to a freestall environment without the danger of becoming stuck or injured.

The oldest heifers stay in traditional freestalls.

"It works for us, and I think it could for other people, too," Marty comments.

The Weiss family has earned a reputation for raising heifers that are extremely clean. In fact, the word "spotless" has been used to describe the heifers.

To that, Marty chuckles and says, "Well, we're kind of perfectionists. We've got to have everything clean all the time."

Keeping everything clean all of the time begins with scraping out manure twice a day, every day. They add fresh bedding every other day,

and they follow that routine religiously, "even on Sunday," Marty adds.

The Weiss', PDPW members for 15 years, offer their clients the option of a tailor-made vaccination program. While a basic vaccination program is standard protocol, a customer can have more vaccines administered, and the Weiss family is happy to oblige.

By way of comparison, Marty comments, "Everyone doesn't go to the same church."

The Weiss' have attended PDPW business conferences and educational seminars over the years and appreciate the useful information shared. Besides being able to build their business network through PDPW, Weiss' point out that they've learned from experts in fields such as their own: custom heifer raising.

"We're really excited about what we're doing. Even though the economics of dairying aren't that great right now, we're having a really good time doing this," Marty adds.

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Dairy Youth to Benefit From Land O' Lakes Grant to Foundation

Youth programs funded by the Professional Dairy Producers Foundation received a \$25,000 grant from the Land O'Lakes Foundation. The grant will help Professional Dairy Producers of Wisconsin run three signature programs for the next generation of dairy producers: Mentor Program, Internship Program and Youth Leadership Derby.

PDPW's Mentor Program pairs college students with producer-members to share real world experiences on dairy operations.

"It's a great way to inspire and guide the next generation of dairy producers," states Eric Hillan, Rusk Rose Holsteins and chair of PDPW's Career Path Committee.

PDPW's Internship Program gives students an opportunity to gain on-farm, professional experience and "test-drive" working within a dairy operation.

The Youth Leadership Derby, now in its eighth year, is a fun, hands-on weekend to generate enthusiasm for careers in production dairy among teenagers. Derby presenters highlight opportunities in agriculture and encourage youth to seek careers in our industry.

"The Derby is PDPW's way of painting a positive picture of

careers in our industry," Hillan says. "When the kids see others like them who are interested in a career in the dairy industry, they begin to envision a bright future for themselves."

PDPW Executive Director Shelly Mayer praised Land O' Lakes for its commitment to the next generation of dairy producers.

"Land O' Lakes is one of those companies that has walked with our PDPW members every step of the way, helping us deliver quality educational programs and lead the success of the dairy industry," Mayer states.

"This grant to PDPF in particular shows Land O'Lakes' commitment to the future of our industry. They know that our industry is dependent on the experiences and resources available to our young people."

Land O'Lakes Foundation Executive Director Lydia Botham said supporting organizations like PDPW is a point of emphasis for the Land O'Lakes Foundation and aligns with its overall mission.

"Our main focus is improving the lives of rural citizens, and youth leadership is a critical part of these on-going efforts," Botham said. "We are glad to support the programs of the PDPW."

Upcoming PDPW-developed Workshops, Events

- **November 7-8, Youth Leadership Derby, Milton High School, Milton, Wis.**

Youth Leadership Derby gives on-farm and off-farm youth ages 15 to 18 the opportunity to explore careers in the dairy industry, participate in hands-on workshops, tour dairies and agribusinesses and enhance their leadership skills—all in a fun environment.

- **November 11-12, Herdperson Training, "Dairying Duo," Arlington, Wis.**

Dairying Duo will include a one-day "Expert Cow Side Care" workshop on Wednesday, Nov. 11, and a one-day "Mid-Management Matters" workshop on Thursday, Nov. 12. Workshop attendees can attend just a one-day workshop or pair the two together for a complete Dairying Duo.

- **Dec. 8, 9 & 10, Calf Care Connection**

Dec. 8 – Arlington, Wis.

Dec. 9 – Chilton, Wis.

Dec. 10 – Eau Claire, Wis.

Three one-day workshops designed for professional calf feeders, dairy producers and heifer growers. The agenda for each workshop includes four presentations, three hour-long learning labs involving live calves and an expert panel where top-of-mind questions can be asked. Presentations will cover calf management styles, use of vaccines in dry cows and wet calves, sanitation protocols that can help cut health costs and "Feeding Your Calves, Starving Your Checkbook or Striking the Right Balance." Learning lab topics include delivering more live results, advanced lifesaving procedures and what works and doesn't work regarding pasteurizers.

- **Jan. 19-21, Managers Academy, Seattle, Wash.**

Managers Academy, which draws individuals from across the United States, includes two days of highly interactive presentations, workshops and panels coupled with one day of unique, insider-only tours of three Seattle-area businesses. This MBA-level business training is extremely hands-on and ideal for dairy producers, veterinarians and agribusiness professionals whether they work independently or manage a team. The ultimate goal is to build professional competencies and confidence and to help individuals excel in today's challenging environment. Participants will head home having heard and learned from their peers and experts and empowered to make more effective short- and long-term decision for the viability and advancement of their business.

- **Jan. 20, Masterlink Microsoft Training, Appleton**

This one-day computer training will provide valuable tips and tricks to three key Microsoft programs: Excel, Word and Outlook. This special class is limited to the first 20 and includes 60 days of follow-up support.

To learn more about any of these events, please contact PDPW at 800-947-7379 or check out the events online at www.pdpw.org.



A \$25,000 grant from Land O' Lakes Inc. to the Professional Dairy Producers Foundation is giving Professional Dairy Producers of Wisconsin youth programs a significant boost. From left to right: Greg Gniffke and Ray Cherry with Land O' Lakes with PDPW Board members Loren Greenfield, JoAnn Maedke and Deb Reinhart.



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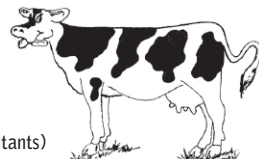
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