

Dairy's Bottom Line

Candidates Up For Election On PDPW Board of Directors

Five candidates are in search of positions on PDPW's Board of Directors this coming March at the Annual Business Conference. Marion Barlass, Mark Diederichs, Patty Endres, Roger Erickson and Dan Siemers are all advocates for the state's dairy industry. The following provides a look at each of the candidates.

Marion Barlass

A Jersey breeder from Janesville, Marion Barlass farms with her husband, Bill, and son, Brian.

Barlass graduated from UW-Madison in 1974 with a degree in home economics education extension. After graduation she worked in Extension for two years, and then began farming with her husband and his parents on his home farm, which they eventually purchased and continue to farm.

She and her husband have three kids, Brian, Kristin and Brett, who all received dairy science degrees. Their son Brian manages the farm.

They milk 700 Jersey cows and operate 560 acres of crop land, where they raise alfalfa, corn, soybeans, wheat and canning crops. They also rent additional acres and are currently in the process of putting in a new milking parlor on their operation.

On the farm, Barlass is



Marion Barlass

responsible for the book keeping, herd health, heat detection, helping with the calves, and anything else that may need to be done.

She has been involved with PDPW for about eight years.

"I think it's a really great organization," she says.

"PDPW is always pretty ahead of the curve," she says, adding, "The organization as a whole sees things coming and is able to provide us with the newest information to help us reach our potential as producers."

"I think that it provides a lot of education, not only for us, but for other leaders and decision makers," she says. "It gives us an opportunity to network with other people with similar interests and goals."

Barlass feels that the Annual Business Conference is one of the most significant events that PDPW puts on and provides producers with numerous opportunities that are tailored to the needs and goals of their operation.

"I like the fact that there are a lot of different educational presentations," she says. "Everything is self-focused on helping you with your dairy and it also provides the opportunity to talk with other producers and network."

Barlass strongly believes that PDPW has a significant impact on the dairy industry and that it will "continue to provide up-to-date forward thinking" for producers.

"By becoming a member of the board, I think I'll be able to help people get involved and bring new people to the organization," Barlass says.

Mark Diederichs

Mark Diederichs serves as the general manager of Lake Breeze Dairy, located eight miles northeast of Fond du Lac. Diederichs oversees the overall operation of the dairy. Since the dairy purchases all of its feed, he manages the feed and manure contracts, in addition to overseeing and managing 34 full-time employees.



Mark Diederichs

Diederichs grew up on his family's dairy farm and began milking cows on a farm his father rented while he was senior in high school. He and his wife, Laurie have three children, Eric, Heather and Logan. They started out farming in 1982 when they milked 50 cows in a stall barn. In 1995 they expanded the herd to 150 cows and expanded again in 2003 to 1,500 cows. Since 2005, they expanded their herd to reach their present number of 3,000 milking cows.

There are five partners which make up Lake Breeze Dairy. The operation includes a double-44 parallel parlor, as well as a double-eight parallel parlor used for special needs. The freestall barns are sand bedded and they also have a flush system, and a manure digester.

Diederichs has been involved with PDPW since the very start

See Board, on Page 3

Inside this issue...

Fewer County Board members could result in less rural representation.

Page 2
•••

Starch levels should be considered in a balanced ration.

Page 4
•••

The next ACE Educational Seminar will be held in Kimberly on Feb. 12.

Page 8
•••

Captain Scott O'Grady will be a highlight of PDPW's Annual Business Conference.

Page 12
•••

Learn the skills to better connect with your community through Dairy Connect.

Page 14
•••

Fantastic items up for sale at PDPW's Education Foundation live auction.

Page 16
•••

Smaller County Boards Often Means Less Rural Representation

The 2005 Wisconsin Act 100 allows voters to reduce the size of their county boards. There are two ways of doing this – either by petition and referendum initiated by voters or from action by the county board itself.

Since 2006, this has already happened in a number of the state's 72 counties.

Matt Stohr, legislative associate for the Wisconsin Counties Association (WCA), lobbies on behalf of WCA on issues related to agriculture, land use and transportation.

The effect of Act 100 on rural areas has not been a positive one, Stohr believes.

Stohr said WCA opposed the measure when it was introduced in the State Senate by Senator Ted Kanavas (R-Brookfield). Lobbying in opposition to the proposal was not an easy thing for WCA to do, Stohr admits, "because I think the general public often thinks when you talk about government, less is better. But that's not always the case, especially in county government."

Why is a smaller county board detrimental to county government? Stohr said it is because the downsizing is done "without any thought as to where the remaining representation would come from."

Rural areas with fewer people end up with less representation than the areas where population is greater. That's because the downsized board follows the same process that is used every ten years when redistricting takes place across the nation. In essence, the representatives, whether they be for the U.S. House of Representatives, the state legislatures or county boards, come from the areas where the population is greater.

Another reason why opposition to Act 100 was difficult had to do with money. "The perception is that county officials are making lots of money," Stohr continued. "They are usu-

ally paid on a per diem basis – essentially they are pretty much volunteering their work."

Milwaukee County is the only county that has full-time county supervisors. "Dane County supervisors probably receive the highest level of pay of all the other counties outside of Milwaukee. Each of the 37 Dane County Supervisors, when all is said and done, earns about \$7,000 per year between mileage and per diem payments," Stohr said.

Any citizen of a county can start a petition asking for a reduction in county board size. The only thing a person has to do is get 25 percent of that county's voters from the most recent election to sign the petition. The petition is then taken to the county clerk who determines if the signers are county residents. If the signatures are valid, so is the petition. The petition then generates a referendum question that will show up on the ballot at the next election.

Several counties have already voted to downsize their county board. These include:

- Walworth County's current 25 supervisors will go down to 11 in April of 2008.
- Fond du Lac County had 36 supervisors and after the April election it will be down to 18.

- Wood County will go from 38 to 19 in April.

- Waushara County will go from 21 to 11 in April.

Some county boards decided to downsize on their own, without waiting for a petition and referendum process.

Waukesha has gone from 35 supervisors to 25; Green Lake County from 21 to 19; and Winnebago from 38 to 36.

Referendums do not always favor downsizing. Douglas, Jackson and Rusk Counties all had referendums that failed. The votes were close in all three but in Douglas County the referendum failed by about 40 votes. "In Douglas County, the question was to decrease the number of supervisors from 28 to 7," Stohr added.

"The reason the referendums failed in both Jackson and Rusk Counties was because voters weren't convinced it was good to reduce the size of the board. People feared rural parts of the county would lose representation on the board.

"Superior is located in Douglas County and had the referendum been approved, the City of Superior's supervisors would have controlled the county board and that may not bode well for controversial

See County, on Page 8

PDPW Staff

Shelly Mayer
Executive Director
262-644-0855
smayer@pdpw.org

Kim Brown Porkorny
Program Manager
800-947-7379
kporkorny@pdpw.org

Julie Gabris
Member Resource Manager
800-947-7379
mail@pdpw.org

Susan Orth
Communication Specialist
800-947-7379
sorth@pdpw.org

PDPW Advisors

Debbie Crave
Waterloo
920-478-4888
debbie@cravecheese.com

Pete Giacomini
Verona
608-845-1900
pgiacomini@mailbag.com

Jim Loefer
Valders
920-775-9600
loferj@cpfeeds.com

Floyd Sutton
Freeport, Ill.
815-235-8762
fsutton@zinpro.com

PDPW

Board of Directors

President

Kevin Griswold
Ixonia
262-569-5688
taglane@execpc.com

Vice President

Dean Strauss
Sheboygan Falls
920-467-1357
lesdes@excel.net

Secretary

Marion Barlass
Janesville
608-754-1171
mbarlass@ticon.net

Treasurer

Jim Kruger
Wesifield
608-296-3654
sofinebo@mags.net

Eric Hillan
Ladysmith
715-532-6516
ejhill@ceturytel.net

Doug Knoepke
Durand
715-672-4348
hatfield@mwt.net

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

Russel Strutz
Two Rivers
920-755-4040
sfi@tm.net

Joe Thome
Malone
920-923-0026
tho.fam@juno.com

Contact PDPW at:

N5776 US Hwy 151, Suite 1
Fond du Lac, WI 54937
800-WIS-PDPW
mail@pdpw.org
www.pdpw.org

Editorial

Karen Lee
608-250-4320
klee@madison.com

Advertising

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

Dairy's Bottom Line is published six times a year by PDPW with cooperation from Agri-View.

Cover photos by Agri-View

Board

Continued from Page 1
of the organization.

"I like the educational opportunities that they provide for our employees and for me," he says. "The networking it provides allows you to talk to a lot of other producers that have a lot of good ideas that we can take back to our dairy."

His favorite opportunity that PDPW provides producers with is the PDPW Annual Business Conference held in March. He likes the variety of speakers and the number of people who attend the conference.

"There are going to be a lot of things that come up as the industry does change and PDPW is usually there at the forefront," says Diederichs. "The ideas they have will help producers as they go forward into these changing times."

Diederichs serves on the Fond du Lac Ag Ambassador Committee, of which he has been a member for eight years. He is also a past volunteer fireman of 18 years and recently became a Lion's Club member.

"The board of directors is made up of a lot of knowledgeable people," Diederichs says. "Sharing ideas always intrigues me and I've always enjoyed being around and working with other people."

He has many ideas he could bring to the organization through serving on the board of directors, including different educational session and program ideas.

"I think it's a growing organization that does a lot for producers and I think I can bring something to the table that can enhance that experience from my own experiences I've had here at the dairy," Diederichs says.

Patty Endres

After receiving a degree in 1989 from UW-Madison in

human nutrition and dietetics, Patty Endres worked as a clinical dietician for four years.

Endres and her husband, Dave, began a farm of their own in Waunakee in 1986, milking 50 Holstein cows.

In 1990, the Endreses began incorporating Jerseys into their herd after having problems with their tie stalls being too small for the Holsteins.

Two years later, they transitioned the herd to all Jerseys. The attractiveness of the component-based pricing in the future, as well as advantages in reproduction, feet and legs and longevity of the Jerseys were particularly appealing to them. They decided to really expand the herd in 1993 and Endres left her job as a dietician to help full-time on the farm. In 1994, they moved to Lodi and increased the herd to 200.

Currently, they are still at the same location, but now milk 750 registered Jerseys. They raise all of their own replacements and also crop about 700 acres.

Endres's main responsibilities on the operation include bookkeeping, payroll, employee benefits and any other area of the operation where help is needed. She and her husband have three children, including Vinny, who is a junior in high school; Sydney, who is in seventh grade; and Mitchell, who is in sixth grade.

All of the children play an active role on the farm and help out with many aspects of the operation including registering calves, filing papers and entering in herd health information. They also show at the local and county fair, in addition to being involved in 4-H and FFA.

Endres has had many leadership roles through her involvement on the youth ag

See Endres, on Page 6

Down to the wire



If you're like most farmers, the last thing on your mind is electrical wires. But just because your electrical system works doesn't mean it's working as it should. If your wiring hasn't been professionally updated in the last 20 years, you are at serious risk for electrical fires, stray voltage and surge damage.

Affordably upgrade your wiring today with Alliant Energy-WP&L's Farm Wiring program. It pays the first \$1,000 of your farm wiring project plus 50 percent of

the remaining cost, up to \$10,000. That means for \$10,000 in upgrades, you'd pay \$4,500

(which could qualify for Alliant Energy-WP&L's three percent financing). For bigger projects, you can finance up to \$20,000*.

Safe, efficient farm wiring at little-to-no upfront cost — now that's a smart investment. To learn more, call 1-800-ALLIANT or visit

www.alliantenergy.com/farmwiring.

Update your farm wiring for little-to-no upfront cost with Alliant Energy's Farm Wiring program.

*Farms or ag-related businesses are eligible if Alliant Energy-WP&L provides the electricity or natural gas on a retail rate basis for the applicable technology.



We're on for you.™

www.alliantenergy.com/farmwiring

© 2007 Alliant Energy 112937 1/7 MJ

A Superior  Industry Leader



Alto Dairy is a member-owned cooperative that offers our members competitive industry pay, knowledgeable and experienced field department, and timely lab results.

ALTO DAIRY COOPERATIVE
EST. 1894

Balancing Ration Includes Balancing Starch

Developing the right ration for dairy cattle is a balancing act. Maybe that's where the term "balancing the ration" comes from.

One of the most important ration ingredients to carefully balance is starch. With too little of it cows don't milk as well as they could. With too much starch, health problems can crop up.

"Starch digestibility can be a two-edged sword," warns Mary Beth Hall, a dairy scientist at the USDA Dairy Forage Research Center. "The more digestible the starch is, the more nutrients the cow and her rumen microbes can get to support production. At the same time, the more digestible the starch is, the greater care needs to be taken to balance the diet to avoid rumen acidosis."

Hall will talk about "Understanding Starch

Digestibility and Its Impact on Rations" during two Professional Dairy Producers of Wisconsin (PDPW) Nutrition Innovation Seminars. The seminars are scheduled for Feb. 6 in Green Bay and Feb. 7 in Madison. To register, visit www.pdpw.org.

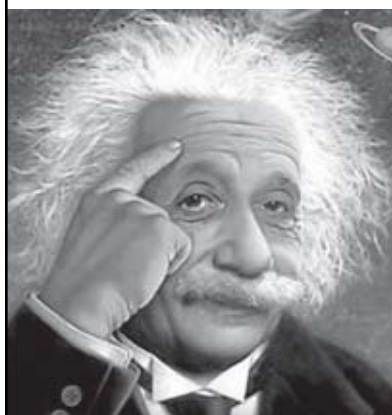
To stay away from rumen acidosis – or too much acid in the rumen – it's important to balance the amount of starch and other fermentable carbohydrates that are in the ration, Hall explains. Balance these fermentable carbohydrates with fiber.

Use the kind that nutritionists call "physically effective" fiber. This kind of fiber usually comes from forage, such as haylage or dry hay.

Performing this balancing act gives cows something to

See Starch, on Page 10

Even a brilliant mind is no match for



"Faster and more accurate than humanly possible!"

Digi-Star 

www.digi-star.com
(800) 225-7695

TMR[®]
TRACKER

A powerful feed management system that gets the right mix to the right cattle at the right time.

(((RF)))
DataLink[™]

Wireless data transfer between TMR[®] Tracker Software and the mixer indicator.

(((WIRELESS)))
CAB CONTROL[™]

Provides instant read and control from inside the loader cab for greater accuracy and efficiency.

Winterize your Calves



PolyDome Calf Warmer

- Provides a warm environment for newborn calves
- Deluxe, 110 volt, 3-speed heater and 2-speed fan
- Raised and slotted floor for optimum heat circulation

Calf Jackets

- Thinsulate keeps calves warmer, drier and healthier
- Barrier against wet bedding, drafts, and cold air, allowing the calf to put its energy into growth
- **Fly Away, Gro-Well** and **Economy Jackets** in XL and regular Holstein and Jersey sizes available

Super Calf-Kit by Merrick's

- Increases the caloric density of milk replacer or whole milk
- Ideal for calves exposed to temperatures below 30° F
- Helps meet higher energy needs during the cold weather
- Feed 2 oz of Super Calf-Kit to 2 quarts of milk or milk replacer twice daily
- Available in 25 lb bag

ANIMART[®]
800.255.1181 | animart.com

Join Us

FOR A FORUM ABOUT THE FUTURE OF PROFITABILITY IN ANIMAL PRODUCTION .

- Leveraging Regulations to Grow your Business
- Achieving Animal Performance through Alternative Raw Materials

NORTH AMERICAN LECTURE TOUR

Brought to you by  **Alltech**[®]

Date: Wednesday, January 9, 2008

Time: 8:30 a.m. until 11:30 a.m.

Complimentary lunch served after meeting.

Location: Holiday Inn, Wausau

For Additional Information,
Please contact Alltech Wisconsin at (920) 386-9651.

Keep your calves warm & dry with Woolover Calf Covers!



Original Woolover

- Wicking properties of wool keep calves dry and comfortable
- Full coverage of the chest helps keep vital organs warm and out of drafts



Woolover Ultra

- "Original" attributes plus:
- High-performance, water-proof outer shell
- Breathable Emphatex® technology
- Easier to clean
- More durable, allowing for longer use

Available from Select Sires!

Serving Northern Wisconsin
NorthStar Cooperative
1.800.631.3510

Serving Southern Wisconsin
East Central/Select Sires
1.800.288.7473

Ask your representative about
special seasonal savings!



— Endres —

Continued from Page 3

apprentice committee, Farm Bureau committees, the parish board of education serving as president for six years, as well as being a group leader for 4-H — just to name a few.

The Endreses have also been honored as outstanding young farmers through both Farm Bureau and Jaycees. In 2001, they received recognition as National Outstanding Young Farmers through the Jaycees.

Endres's involvement in PDPW stems back to the beginning of the organization. She has attended many of PDPW's events and is very passionate about the organization.

"What they do is target what is needed in the industry and you'll see workshops not only at the annual meeting, but throughout the year," says Endres. "For example, we were able to send our calf feeder (who is Hispanic) to a conference recently and it was

all in Spanish, so she could understand and learn."

"They present timely information to its members so that

the dairy producers can also keep apprised of what's going on in the industry and how they can be proactive in their industry," she adds.



Patty Endres

Endres believes that the many educational opportunities PDPW offers for people in the industry is successful in keeping them up-to-date on what's going on in the industry.

"We want to continue to have progress and forward-minded people helping to set the tone for the dairy industry," Endres says. "Volunteering for this board helps keep the for-

See Candidates, on Page 18

No-hassle SOLUTIONS for your agricultural lending needs

Our ag lenders have 100-plus years of combined agricultural experience, which means we understand your unique needs and can design lending solutions that work for you. We offer:

- ◆ Loans and Lines of Credit
- ◆ FSA Loans
- ◆ SBA Loans
- ◆ WHEDA Loans
- ◆ Crop Insurance



See for yourself why we are known statewide in the agricultural industry!

PHONE: 1-888-686-9998

Online: www.investorscommunitybank.com

Email: aglending@investorscommunitybank.com

 **INVESTORS
COMMUNITY BANK**
Member FDIC

I KNOW A GOOD INVESTMENT WHEN I SEE ONE.

According to an independent study, every 10 cents invested in Cooperatives Working Together (CWT) increases a producer's milk check by 75 cents per hundred-weight.

Joining CWT helps protect the profitability of milk. CWT is a producer-funded national program that seeks to strengthen and stabilize milk prices by balancing supply with demand. And it's working.

CWT helps control the number of dairy cows in production. There are 66,000 fewer cows being milked in the United States today than there would be without this vital program.

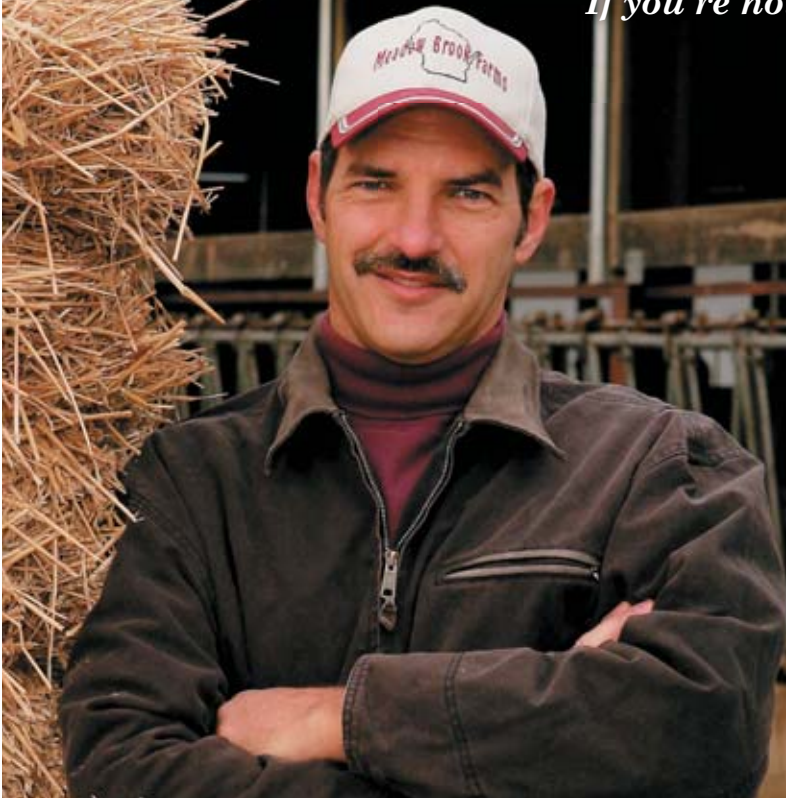
Currently, about 70 percent of America's milk supply is produced by supporting members of CWT. Imagine what we could achieve with even more support. If you're not a member of CWT, please consider joining the 40,000 dairy producers across the nation who are making a difference for the dairy industry.

To get started visit www.cwt.coop or call **888-463-6298**.



*CWT has yielded us an 800 percent return.
No other dollars spent on our dairy can rival
that sort of return on investment. We've been very
successful in positively impacting our own prices, but
continued success will depend on full participation.
If you're not in CWT, please join the cause!*

Pete Kappelman
Dairy Producer and CWT Member
Two Rivers, Wisconsin



ACE Educational Seminar Set For Feb. 12 in Kimberly

"Agriculture's Changing Face - Meeting Environmental & Community Needs" will be the focus of the Agriculture Community Engagement (ACE) Educational Seminar, Feb. 12 in Kimberly.

Community leaders, elected officials, dairy and livestock producers, conser-

vation officials and all interested Wisconsinites are urged to attend this information-rich seminar. Learning together is the first step in growing communities that are vibrant and green for generations to come.

Attendees will hear from a panel of Wisconsin dairy producers; Discovery Farms

Co-Director, Dennis Frame; Discovery Outreach Specialist, Kevan Klingberg; Livestock Facility Siting Program Manager, Mike Murray; Livestock Siting Engineer with DATCP, Steve Struss; and dairy producer and former Secretary of Agriculture, Jim Harsdorf.

Agriculture Community

Engagement (ACE) is a three-way partnership with the Wisconsin Towns Association (WTA), Wisconsin Counties Association (WCA) and PDPW. Developed in 2002, ACE educates and promotes constructive engagement that allows agriculture and local communities to co-exist and thrive.

County

Continued from Page 2

land use issues," Stohr added.

A vote to downsize a county board can only be held once in a decade.

ACE program

As local governments - and that includes counties - are thinking about issues that have arisen in their communities, Stohr believes the best way to resolve issues is to by discussing them.

The Agriculture

Community Engagement (ACE) program is a three-way partnership with the Wisconsin Towns Association, Wisconsin Counties Association and PDPW.

Stohr sees ACE "as a tool to open up the lines of communication among producers, county officials and town officials. A successful conference was held in the Wausau area about a year ago," he recalled. "Members of the three organizations were invited to meet,

hear about the issues and discuss them. Producers talked about their issues and local town and county officials talked what they have to deal with when it comes to solving agricultural issues.

"It was also an opportunity for members of each organization to get to know each other and try to understand each others' perspectives - what's important and how each operates. The ultimate goal is to help our rural communities

thrive and discussing issues is one way to do that," Stohr said. "If agriculture is strong so are local communities.

"Manure runoff is one of the issues that puts a lot of pressure on local officials," Stohr said. Others include well contamination, siting of wind turbines and land use conflicts. "In all of these situations, discussions and education can bring understanding," he added.

By Joan Sanstadt

POLY DOME HAS THE HUT TO FIT YOUR NEEDS, FROM THE MINI DOME TO THE MEGA HUT.





POLY SQUARE



CALF WARMER

PORTABLE MILK MASTER 150 GALLON



MILK MASTER™



SUPER DUTY BULK BINS



FOOTBATHS

polydome

Call for the Dealer Nearest You

CONTACT US FOR AQUA FARMING TANKS

Many other farm products available.

Visit
www.polydome.com
for more details.

1-800-328-7659

email:
Dan@polydome.com

Advanced Comfort Technology, Inc.

Toll Free: 866-524-6575
www.advancedcomforttechnology.com



Cow Comfort Technology
Dual Chamber Waterbeds
Cow Comfort Cushion
Dairymen across the nation say that the Dual Chamber Waterbeds . . .



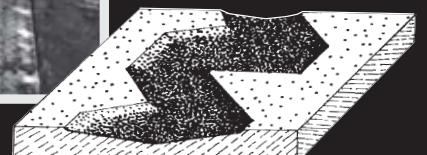
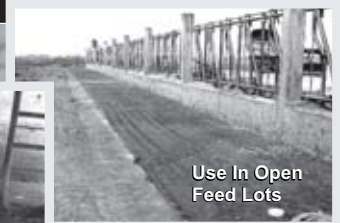
NEW In-Vessel Composter

- In-Vessel Composter composts cow manure in 4 DAYS
- Compost is pathogen free, clean and odorless
- Save on bedding cost by using compost
- Sized to suit your volumes



CATTLE TRACTION BELTING

- Hoof Traction In Any Direction
- Does Not Stretch
- Will Not Buckle or Pull Apart When Cleaned With A Skid Steer or Alley Scraper



• Offer Superior Cow Comfort
• Use Less Bedding
• Stay Drier
• Keep Cows Cleaner
• Do Not Pack
• Lower Your Somatic Cell Count
• Reduce Mastitis Incidences
• Will Not Harbor or Grow Bacteria
• And Most Of All -

They Are Long Lasting

DUAL CHAMBER
U.S. Patent No. 6,935,273

For a **FREE VIDEO** and a list of dairymen in your area that have installed dual chamber cow comfort cushion waterbeds call...



Rugged, Reliable Economical



MANURE ALLEY SCRAPERS

In 6, 7 & 8 Foot Widths



FEED ALLEY SCRAPERS

Register Now For Nutrition Seminars

Hear firsthand from Dr. Mary Beth Hall and other experts at the PDPW Nutrition Innovation Seminars. This one-of-a-kind conference features new-world nutrition as it applies to real-world dairies. Two, one-day seminars, held Feb. 6 at the Radisson Hotel & Conference Center, Green Bay, and Feb. 7, Crowne Plaza Hotel, Madison, will help you take dairy nutrition to the next level.

The Nutrition Innovations Seminars are designed for feeding managers, dairy owners and nutrition consultants.

Register for the PDPW Nutrition Innovation Seminars and other PDPW programs online at www.pdpw.org or by calling 800-947-7379.

— Starch —

Continued from Page 4

chew on – literally. Chewing produces saliva, and this saliva buffers rumen acids. This buffering helps keep the rumen working properly and healthily.

Just what is starch, anyway? Hall explains that it's similar to sugar because it's a carbohydrate that does not contain fiber. Starch is also made up of pectin. By itself, starch can make up 20 to 30 percent of the dry matter in a dairy cow's ration.

Starchy feed ingredients take many forms. Among them are the familiar names – corn silage, corn, sorghum, and cereal grains like oats, barley, wheat and rye.

There are other starch sources, too. These include small grain byproducts like wheat midds, hominy. Anytime a dairy farm feeds bakery waste it's feeding starch, too.

"Starch is digestible in the rumen by microbes, and in the small intestine by enzymes, and

has potential to be almost completely digested," says Hall. "It's an excellent source of energy to the cow. When animal health is maintained, starch can help support good milk and milk protein production."

But be careful with starch. It's not just the amount of it in a ration that's important.

The more finely a grain is ground, the faster a cow will digest its starch. What's more, the source of the starch is important. The starch in corn and sorghum gets digested slower than the starch in small grains.

Then there's the moisture content to consider. The wetter the starch source, the faster it ferments – both in storage and in a cow's rumen.

The amount of starch in the ration can also influence how fast the starch is digested. One report, notes Hall, has starch digesting quicker the more there is in a ration.

Finally, starch digestion

might even be affected by how long a grain – or corn silage – has stayed in a silo or bag. Hall says there's a report about the starch becoming more digestible the longer it's ensiled.

A high degree of starch digestibility is a good thing.

Says Hall, "High starch digestibility is desirable to ensure that the cow and her microbes can extract the greatest amount of nutrients from the diet. Pieces of cracked or whole corn or grain coming through in the manure represent a loss of feed that was not digested. Poor digestion of feed can depress feed efficiency."

She adds, "The more rapidly fermenting the starch is, the more care needs to be taken to maintain the balance. If starch is well digested and is balanced with forage to maintain rumen health, it can be an excellent diet component for maintaining desired animal performance."

By Ron Johnson

Why do progressive
dairy producers use
Feed Supervisor Software?

Estimated Savings - 500 Cow Dairy

Operator Performance	\$7,474
Bunk Management	\$24,090
Shrink	\$18,790
Total Yearly Savings:	\$50,354

**PLUS the
satisfaction
of knowing your
feed program
is being
Supervised.**

feed
SUPERVISOR
Software

Toll Free (888) 259-8949
www.feedsupervisor.com
support@feedsupervisor.com

A Wisconsin company
supporting Wisconsin
dairy producers.

Catch up to 50 starlings or sparrows at a time.



Prevent the spread of disease from bird droppings.
Shipped from Iowa. Shipping Wt. 135 lbs.
All metal... 5' x 5' x 6'...assembles in
20 minutes.

\$289 Plus shipping from Iowa
V-Top Trap
(800) 555-9634
www.birdtraps.com

Professional Dairy Producers of Wisconsin Calendar of Events

Effective Communications Training	Madison	Jan. 15
Managers Academy	Phoenix, Ariz.	Jan. 22-24
Dairy Connect	Fond du Lac	Jan. 30
PDPW Nutrition Innovation Seminars	Green Bay/Madison	Feb. 6 & 7
ACE Regional Meeting	Kimberly	Feb. 12
Annual Business Conference	Madison	March 11-12
Dairy Connect	TBD	March 18

PROFESSIONAL DAIRY PRODUCERS OF WISCONSIN Membership Form

Name _____
 Business Name _____
 Address _____
 City/State/Zip _____
 Phone _____ Fax _____
 Email _____
 # Cows _____ Production level _____ Breed _____
 County _____ Cell # _____
 Amount enclosed _____ Date _____

Check One:

- Producer Member - \$75/year
 Voting member - One membership per dairy entity covers all managers, operators, spouses and employees. While each dairy entity has one vote, every person within that dairy (operator, spouse...) enjoys the member rate when attending events.
 Associate Individual Member - \$100/year
 Non-voting member - Membership is open to any individual interested in the dairy industry.
 Corporate Member - \$250/year
 Non-voting membership - Open to any group, company or organization interested in the dairy industry. With one membership, every employee within your organization receives the member rate when attending PDPW events.

*** Please complete the back of the card



Send to: Professional Dairy Producers of WI PO Box 2, Fox Lake, WI 53933 Call: 1-800-947-7379 Fax: 920-928-6835 email: mail@pdpw.org

So that we link your business partners, employees and family members associated with your PDPW membership, please provide the following information:

*Employee/Partner's Name _____

Title: (i.e. spouse, herdperson, etc.) _____

Phone _____ Fax _____

Email _____ Cell # _____

*Employee/Partner's Name _____

Title: (i.e. spouse, herdperson, etc.) _____

Phone _____ Fax _____

Email _____ Cell # _____

*Employee/Partner's Name _____

Title: (i.e. spouse, herdperson, etc.) _____

Phone _____ Fax _____

Email _____ Cell # _____

Solving the Profit Puzzle

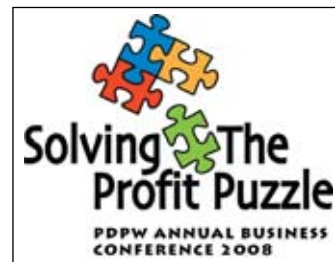
We're "Solving the Profit Puzzle" at the 2008 PDPW Annual Business Conference! This unparalleled event links you with the resources for success. It will take your business to the next level and complete your picture of success.

Mark your calendar for March 11-12, 2008. We are drawing from the best worldwide resources and featuring high-energy, dynamic speakers with an abundance of timely information you can't pick up anywhere else.



Captain Scott O'Grady will be the final piece as the keynote speaker at this year's Annual Business Conference.

O'Grady survived a life or death ordeal that made headlines and inspired millions. He



speaks about his incredible true-life struggle to survive in the hostile territory of war-torn Bosnia. Scott O'Grady's story is an inspirational tale of courage, faith and patriotism by an American hero, and is a must-see at this year's conference.

You'll leave the Annual Business Conference ready for the fast-pace of today's business world. This conference will help you customize your business, reach professional goals and frame the way you expand your bottom line... selecting the right piece and making the next move.

Twohig, Rietbrock & Schneider

"Attorneys for Agriculture"TM

Proud to be a part of PDPW and Wisconsin's agricultural community.

102 North Madison Street, Chilton, WI 53014 (920) 849-4999

Growing Your Business & Ours Today & Tomorrow!

Producing quality milk is how we make our living! At Renaissance, we support your efforts every day. We are happy to feature this ad in publications nationally, so we can continue to grow our dairy industry... together.

MAKE MORE MILK! MAKE A DIFFERENCE.

What is...

- 98% Fat Free*
- Very nutritious
- Naturally high in calcium
- Helpful in building strong bones
- A potential cancer preventative... contains CLA, a natural aid in reducing the risk for certain types of cancer
- Delicious hot... or cold

MILK!

Drink all you want and we'll help make more! That's our job.

DRINK MILK & THANK A DAIRY PRODUCER EVERY DAY

*Two percent milk is 98% fat free - making milk a healthy source of protein, calcium, and other nutrients needed by the human body.
*Conjugated Linoleic Acid (CLA) is predominantly found in dairy products and has been found to reduce the risk of certain types of cancer in animal studies.

We are committed to quality nutrition for dairy cows, so you can drink more milk and enjoy a healthy, fulfilled life. Treat yourself to milk! After all, you deserve it.

RENAISSANCE NUTRITION, INC.
P.O. Box 229 • Roaring Spring, PA 16673
1.800.346.3649
www.rennsn.com

Milk - for a healthy, productive life!

THE WORLD'S FIRST HYBRID ALFALFA **HybriForce-400**

Get more



Get More Yield

We've invested 20 years of research and development to bring you HybriForce-400 -- the world's first hybrid alfalfa. Using the industry's highest-yielding technology, msSunstra® Hybrid Alfalfa, we've opened the door to greater yields.

15 percent more hay

- Over 3,500 on-farm strip-plot harvests
- More than 100 locations across 9 states
- Results from 5 years of testing
- 15% higher yielding means another ton per acre

**Earn \$375 more
per acre with
HybriForce-400!**

**More Milk
Per Acre!**

Higher Quality Forage

- Finer stems
- Better uniformity
- Higher leaf-to-stem ratio
- Harvests at a more uniform bud stage
- A more nutritious, higher-quality forage

Get More Milk

Finer, more uniform forage creates a higher quality, more stable feed -- resulting in increased DMI and milk production. Dairy producers agree. They're reporting more milk from every acre seeded with HybriForce-400. And with greater yields, you'll have a decision to make -- expand your herd or sell the extra yield for additional profit.

Get more



Contact a Dairyland District Sales Manager today!



Where Research Gets Results

Mary Berke
Southern WI
815-988-4706

Don Charapata
Southcentral WI
920-948-3517

Boyd Hoffmann
Eastern WI
920-946-3440

Chad Staudinger
Central WI
608-220-9249

Gary Dvoracek
Western WI
608-792-7523

Kevin Naze
Northeast WI
920-309-0255

Matt Honken
Northcentral WI
715-498-0919

Mark Maes
Northwest WI
715-684-9353



"A Century of Progress"

Call 1-800-236-0163 or visit www.dairylandseed.com for more info!

PDPW Helps Connect the Dairy Industry With Local Communities

After recognizing the need for a structured program to help producers better connect with neighbors, media and opinion leaders, PDPW developed the Dairy Connect communications training program and held two training sessions this fall.

The program gives producers and industry leaders the skills and experience they need to be successful in even the most trying situations. It addresses the ins and outs of environmental stewardship, food safety and nutrition, and animal health and well-being, while intermingling presentation skills and media know-how.

Graduates of this program have been busy putting their new skills to work. Bruce Berth, Don Robaidek, and Kari Stanek have connected with local community groups to share a positive message about the dairy industry.

Berth, a dairy producer from Coleman, farms with his wife, Tracy, and three sons,

Brenden, 16, Joshua, 14, and Andrew, 8. The 60-cow dairy farm has been in their family for 125 years and Berth would like to one day pass it along to the next generation.

Through the Dairy Connect training, Berth says he learned to listen to the concerns of others and to answer their questions in a way they'll understand.

"It's better to answer from an emotional standpoint, then back it up with science," he says, noting it's good to mention that dairy producers are just as concerned about health and food safety and that "we live here too."

Berth recently had the opportunity to address the beginning ag class at Lena High School. There his talk was more geared for students to keep them engaged. "They're different than adults," he says, adding he had to adjust his talk for the younger audience.

Berth also serves on the Board of Directors for

AgSource. The Board's December meeting addressed many of the issues Berth had learned about at Dairy Connect this fall - viewing "the big picture," he says.

"We as an industry may have to address the concerns of our business," he says. These concerns are animal welfare, environmental issues and food safety. "We have to get ahead of this stuff."

With his Dairy Connect training, Berth is looking forward to helping AgSource better communicate its message. "We have to assure...that we're providing high quality products," he says.

He adds that he found the training to be a good review of presentation skills. He had a lot of practice in college, but hadn't used those skills in a long time.

Dairy Connect put him back into the consumer mindset and gave him a great understanding of where they'll be coming from as he continues to educate others and serve as an advocate of

the state's dairy industry.

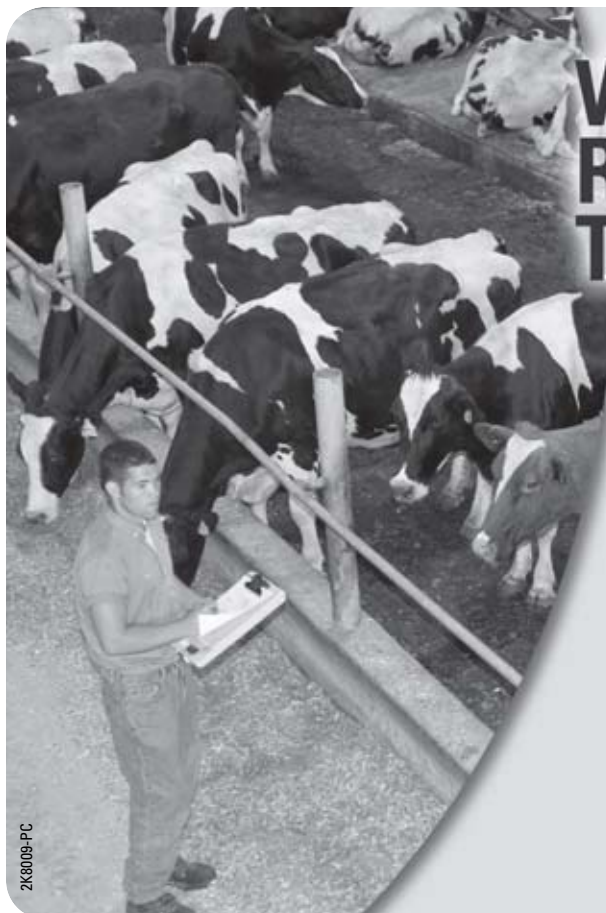
Wisconsin Milk Marketing Board Member Don Robaidek also says he feels more prepared to give a presentation. He gave his first talk last month at the Shawano Rotary. Thanks to the training, he had more confidence and was better able to connect with the audience.

The training brought things to the table that Robaidek hadn't realized. One such item was the existence of the Meatrix II (www.meatrix2.com) - an online animated clip that sheds a poor light on animal agriculture.

A dairy producer near Pulaski, Robaidek is looking forward to correcting some public perceptions. "(Dairy Connect) will help me show the positive things people need to know," he says.

He will also be more comfortable when he leaves his 50 registered Holsteins at home to attend WMMB meetings. "The

See Connect, on Page 15



We're Your Partner For... Rewiring Projects On The Farm

Our electric rewiring program provides the resources needed to meet your changing energy needs. Talk to your local We Energies field representative to see how a rewiring project can:

- Improve your electrical system's reliability, efficiency and safety.
- Help reduce the risk of stray voltage.

Your rewiring project also may qualify for grants to help pay for these upgrades.

We are here to help you use electricity safely and efficiently. Contact us whenever we can help you with your energy service.

800-714-7777, ext. 7700

www.we-energies.com/agricultureservices



— Connect —

Continued from Page 14

training will make it a lot easier for me to communicate at meetings," he says, adding he will be more prepared and know how to say the right things. He now thinks he'll be able to voice his opinion so everybody can understand what he's trying to achieve.

It happened to be Robaidek's birthday when he attended the Dairy Connect training and he proudly proclaims it was one of the best birthday presents he'd ever received.

Kari Stanek, communications and public relations coordinator at Accelerated Genetics, says "the seminar itself was a good overview of media relations and public speaking." It provided information on environmental stewardship, food safety, nutrition and animal well-being and tied it into how to relate to the media and consumers.

Having attended other

media training events, Stanek took more away from the issues portion of the training. "Dairy Connect training had a lot of new information about what was going on in the industry," she says.

Stanek plans to utilize the knowledge she gained from PDPW and implement it in her young producer training with Accelerated Genetics.

The training also empowered her to continue her dairy promotion efforts. "I've been very active in promoting the industry ever since I was a little girl," she says. "This will provide me with the opportunity to connect with more people in the community - to go out there and keep spreading the word."

Stanek recently had the opportunity to address the Wisconsin Dells Kiwanis group on how the dairy industry works. She put together a

See Training, on Page 16

FEED • FIBER • BEDDING

Logistics • Warehousing
Corn Gluten Feed • Malt Sprouts
Oat Products • Cottonseed



100 years in the Agriculture Industry

For Feed Ingredients Nationwide:

800-776-3610

www.labudde.com

Nationwide Service for all your needs



MPB Builders Inc.
are your total dairy
system contractors,
We will assist with
your design and
building needs.

GIVE US A CALL TODAY!

MPB BUILDERS INC.

Contact:

Visit our Website @

<http://www.mpbuilders.com>

654 E. Oshkosh St.

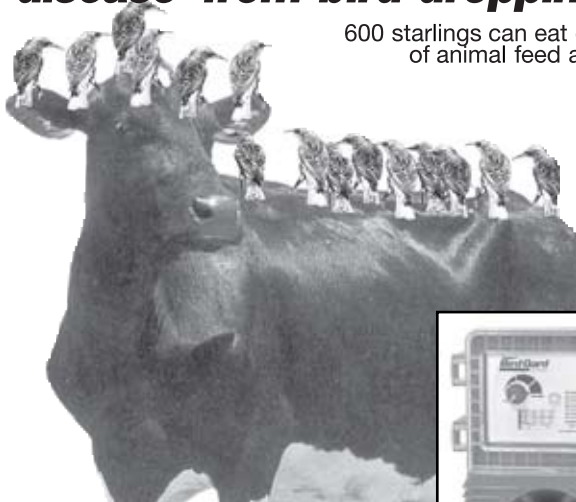
Ripon, WI 54971

1-800-782-9632



Prevent the spread of disease from bird droppings.

600 starlings can eat one ton of animal feed a month



- *Bird Gard PRO has starling distress calls plus hawk calls.
- *Will increase milk production if birds are prevented from eating the nutritious animal feed.
- *One year unconditional money back guarantee.

* Not effective for sparrows.

\$175
covers 200 ft barn

BirdGard
www.w.birddamage.com
Call: 800.555.9634

PDPW Education Foundation Auction

Don't put on your lucky auction shirt yet, but be ready March 11 at the PDPW Annual Business Conference. The annual live and silent auctions are stacked with great items, with all proceeds benefiting the PDPW Education Foundation. Here's a sneak peak of this year's live auction items:

- Registered Jersey calf, donated by: Alto Dairy Cooperative, Cooperative Plus Inc., Land O'Lakes Cow's Match Jersey Match, Wisconsin Jersey Breeders Association, and Wisconsin Junior Breeders Association
- WestfaliaSurge rotat-

ing cow brush, donated by: Westfalia Surge

- "Solving the Profit Puzzle" quilt, donated by: Karla Zimmerman, Buttercup-D Farm, Fox Lake

• Ten-person pheasant hunt, donated by: Diamond V Mills, Inc.

- Kalahari Waterpark Resort \$400 gift certificate, donated by: ARM & HAMMER Animal Nutrition and Church & Dwight

To donate to the PDPW Education Foundation silent or live auctions, contact the auction chairperson JoAnn Maedke at 920-477-2806.

Training

Continued from Page 15

PowerPoint presentation with pictures from her parents' farm and integrated her background and position at a dairy related company.

The next PDPW Dairy Connect communications training programs is sched-

uled for Jan. 30 at UW-Fond du Lac. The program is limited to 15 people, so those interested should call 800-947-7379 today to secure a spot. Or go to www.pdpw.org to register online.

By Karen Lee

WE ARE A FAMILY-OWNED BUSINESS:

- Bunker Silos
- Manure Pits
- Free Stall Barns
- Excavating

www.pippingconcrete.com

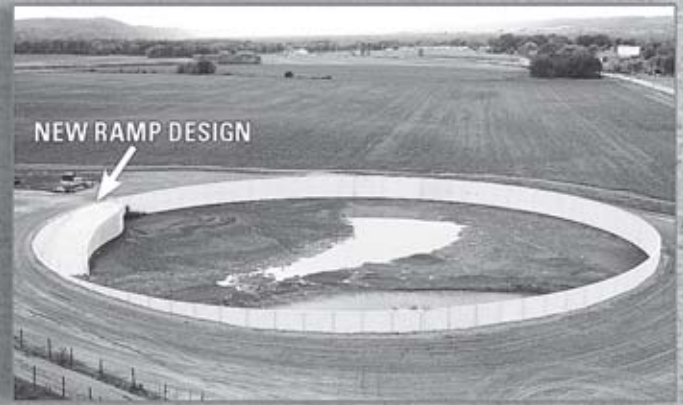


PIPPING CONCRETE INC.

BRANDON, WI

Toll Free: 877-948-9661

920-872-2520



Round Pits

Priority is **Changing** How Dairy Cows
are Fed

Priority is Transforming Rumen Function

Microbiology, as well as new genomic and molecular techniques, pioneered a new generation of digestive technology. Proprietary A4000h and A2020 transform rumen function.

P-One Program* Prevents VMS

VMS indicates poor digestive function, pH instability and reduced carbohydrate utilization. When cows eat the same diet, their manure should be the same.

Safe and Cost-Effective Solutions

Rumen health research shows pH stability on high carbohydrate diets. The P-One Program safely utilizes carbohydrates—thus maximizing microbial protein, rumen health and feed efficiency.

*Two U.S. Patents; Additional Patents Pending.



The P-One Program

PRIORITY
ONE
For Healthy Cows®

To Start Feeding: 888-444-2030 • www.PriorityIAC.com • info@PriorityIAC.com

Candidates

Continued from Page 6
ward motion of this industry and organization going.”

She feels that her many leadership roles would be influential to the board, in addition to her ability to help facilitate learning.

“Being part of the board, you not only offer time, but also ideas through talking to producers and what they need and bringing that back to the board,” she says.

“It would be a great honor to work on the board,” says Endres. “I really have admired this organization for a lot of years and that’s one of the reasons why I chose to run because I really believe in what the organization provides to its members.”

Roger Erickson

Roger Erickson has been involved in the dairy industry all of his life. Currently, he holds the position as manager of

Erickson Farm Inc., a 700-cow dairy located in Clark County in Neillsville.

The operation is a family-owned corporation, which is owned by Erickson and his parents.

Erickson and his wife, June, have three sons, Travis, 28, and twins, Tyler and Tony, 24, who all are an active part of the operation. The farm is completely a family-run farm, with everyone taking an active part in all aspects of the farm from cropping to maintenance.

Ericksons operate a total of 1,850 tillable acres, with 1,300 owned acres, where they grow alfalfa and corn. Their Holstein herd is milked in a double-10 herringbone parlor.

Erickson has always been



Roger Erickson

involved in the dairy industry through growing up on a farm. Their current operation was originally his grandfather’s farm. Erickson began purchasing cattle growing up and progressively became involved in the dairy industry and farming. He attended Mid-State Technical College for their farm short course. Since then, they have been continuously expanding their herd, which originally started as a 50-cow herd in the '60s.

Since the second year that PDPW was formed, Erickson has been involved with the organization. He joined because of the opportunity to network with other producers as well as the ability to acquire new information about the dairy industry.

He firmly believes in the organization having a valuable place in the future of the dairy industry through “the education aspect of bringing

information to producers and being able to find the practical knowledge that they can use,” he says.

Erickson has had many valuable leadership experiences in the past through serving on numerous extension board committees, as well as being an active FFA alumnus, in which he served as president twice.

He feels that a position on the board would allow him “to further some of my knowledge of PDPW and also to get progressive in the dairy industry.”

“I would like to help fellow producers gain more knowledge of the industry and help bring producers together,” he says.

Dan Siemers

Dan Siemers farms with his family in Newton, located in southern Manitowoc

See Siemers, on Page 20

ORDER TODAY
Buy one Get one FREE
ENDS JANUARY 1st, 2007 (LIMITED QUANTITY WILL GO FAST)

CALF COATS

100% SATISFACTION GUARANTEED

BUY ONE CALF COAT AT REGULAR PRICE, GET THE SECOND ONE FREE. CALL TODAY.

902 E. 2nd St., Winona, MN 55987

BetterMilk

ORDER NOW

WWW.BETTERMILK.COM
877-356-6455

- Loans
- Leases
- Operating Loans
- Real Estate Loans
- Crop Insurance
- Machinery/Equipment Financing
- Business Consulting/Accounting Services

Who has the answers?

AgStar does. When you team up with AgStar, you'll work with professionals who know as much about dairy production as they do about finance. For more information about the many financial services offered, contact an AgStar office near you.

Rice Lake: 800-584-9492 • Baldwin: 800-584-8475
agstar.com

We help you see what's next.

We proudly support Professional Dairy Producers of Wisconsin!

Is Your Milk Really Safe?



MUELLER® SENTRY® III IS STANDING GUARD!

Paul Mueller Company's Sentry® III refrigeration control system can help protect your milk batches. The Sentry III monitors every function of your cooling and washing cycles and milk temperature at any given time and alerts you to potential problems to your system.

Put your mind at ease and enjoy the security the Sentry III will provide.

Call your local Mueller dealer listed below for details.

DORCHESTER

Bob's Dairy Supply
715-654-5252

JANESVILLE

Tri-County Dairy Supply
1-800-822-7662 or 1-800-501-9784

JUNEAU

Central Ag. Supply, Inc.
920-386-2611

LANCASTER

Fuller's Milker Center
800-887-4634

LUXEMBURG

Kudick's Kooling
920-845-5725

MARATHON/LOYAL

Dairy Services, Inc.
715-443-3132 or 800-221-3947

PLAIN

Ederer Dairy Equipment
608-546-3713

SPARTA

Preston Dairy Equip
608-269-3830

STEVENS POINT

Brilowski's Dairy Supply Co.
715-342-0205

UNION CENTER

Preston Sales & Service
608-462-8279

MUELLER® THE MILK COOLING SYSTEMS SPECIALISTS™

Siemers

Continued from Page 18
County. Their current herd consists of 2,500 cows and 3,700 acres. They expanded the farm in the mid-'90s on their existing site and have been slowly adding on since.

They have mostly Holsteins, with a majority of them being registered, as well as a few crossbreds.

The farm is a family corporation which consists of Dan and his wife, Janina, who serves as the business manager. His brother Paul is the farm's operation manager and his wife Jenny serves as herd manager. Dan's sister, Sherry, and brother, David, are also involved in the operation.

Siemers serves as the general manager for the operation. He oversees the day-to-day management of the operation as well as helping with the nutrition, the breeding program and any other areas that are in need of attention.

Siemers graduated from UW-Madison with a bachelor's degree in dairy science in 1991. Following graduation, he sold semen for Sire Power for a few years. Then he came back to the family farm and has been there for about 14 years.

"My family, we're fifth generation dairy producers, so it's been in the family for a long time," Siemers says. "We grew up farming and we all really enjoyed it. It's just kind of interesting that in today's age when everybody's fighting to keep kids on the farm – there's four of us and we're all still on the farm."

Siemers has been married to his wife Janina for just over 12 years. They have two sons,

Jordan who is 11 years old and Connor who is 7 years old.

Siemers has been involved with PDPW since the beginning and attended the very first PDPW meeting. There are many reasons why he believes in PDPW and is a part of the organization.

"For one it's a good organization that pulls the dairy industry together – it doesn't matter if you milk 40 cows or 4,000 cows, everybody is there to learn," he says. "It's basically a nice melting pot of the whole dairy industry."

Siemers also admires the organization for the many educational opportunities that it offers "for most of the 'hot button' topics that are affecting the dairy industry.

"My favorite thing about the whole organization, summed up into one word is – optimism," he says. "When you go to the events, everybody's always very optimistic and the

whole way they go about things is always very proactive."

"As far as either thinking of a better way to do things or a more profitable way to do things, you can't help but leave a PDPW meeting feeling better about the industry and your position in it," he adds.

Giving back is just one of the many reasons why Siemers would like to become a part of the PDPW Board of Directors.

"I've been involved with the organization now for a long enough time that for one, I know the organization and how it works pretty well," he says, adding, "and for two, I feel like I've gained a lot of leadership over the years in growing our operation and seeing what's worked here as well as what's worked within PDPW, that I think I can add some of my experience from over the years to the group."

By Kelsi Hendrickson



Dan Siemers

MORE DMI =

- A. Milk and component yields
- B. Body condition
- C. Reproductive performance
- D. All of the above

**ENERGY
BOOSTER 100**
21% MORE ENERGY
For High Producing Cows

Energy Booster 100® vs. Calcium Soaps

Research shows Energy Booster 100 improves dry matter intake versus calcium soaps containing high levels of unsaturated free fatty acids. Because Energy Booster 100 contains mostly saturated free fatty acids, cows fed Energy Booster 100 consume an average of 2.5% more dry matter for **21% more energy**. Gains like this mean more milk components, better body condition and enhanced reproduction to boost your herd profitability.

**Energy Booster 100—Multiple benefits
for your herd's multiple needs.**

For more answers on Energy Booster 100,
call MSC Specialty Nutrition at 1-800-323-4274
or visit www.msccompany.com.

MSC Specialty Nutrition

© 2007 MSC Specialty Nutrition, Inc. ENERGY BOOSTER 100 is a registered trademark of MSC.

The Marketplace



COOK'S
Countryside Trucking
North Freedom, WI
608-544-5445
Custom Organic Nutrient Recyclers

PRODUCTS & SERVICES

- Manure Applications
- Pit Design Consultation
- Flotation Tire Sales
- Husky Farm Equipment Sales & Service
- 4 Truck-mounted slinger spreaders (for sand and semi-solids)
- 13 Truck-mounted 4,000-gallon tanks
- 5,000-gallon Spreader w/Injectors
- Lagoon Pumps
- Dock Pumps (8', 10' and 12')
- Prop Agitator • Fill Carts
- 873 Bobcat

Members of the Professional Nutrient Applicators Association of Wisconsin, the Minnesota Custom Applicators Association, Iowa Commercial Nutrient Applicators Association, PDPW & DBA. Excellent working relationship with DATCP, DNR, and UW-Extension personnel.

Let Us Spread It For You
57701A Denzer Rd. • North Freedom, WI 53951
Office: (608) 544-5445 • Fax: (608) 544-9955 • Toll-Free: 1-877-261-0619
danamcook1@charter.net



MANITOU'S
New Models

New Features

- MLT 634
- MLT 741
- MLT 940

* Call For Information *

D & D EQUIPMENT
www.ddequipment.com

West of Chilton

Hwy 151, Chilton, WI 53014 **920-849-9304**



BEST FOR:

- Stress
- Decreased Intake
- Lethargic Behavior

probios® *Nothing Else Compares.*

1.800.468.3877 www.probios.com



• SILAGE BAGS
The Strongest, Most Durable

• SILAGE BUNKER COVERS
5 & 6 Mil.
Statewide Delivery Available
Dealer Inquiries

• TIRE SIDEWALLS

K.S.I. Supply, Inc.
1-800-472-6422

ALTON D. BLOCK, CAC 3215 Harbor Village Road,
President Suite 2
Middleton, WI 53562-1914

AGRI-MANAGEMENT GROUP, Ltd.
Consultants to Agriculture

NEW SERVICES:

- Help in Reducing Turnovers
- Personality Profiling
- Starting a New Employee
- Exit Interviews

Ph: 608-221-3213
800-551-9230
Fax: 608-221-3263

e-mail: agriman@charter.net
http://www.agri-man.com

KNOWLES PRODUCE & TRADING CO.

AG-BAG Since 1912
SYSTEMS, Inc.
a Miller St. Nazianz Company

Russ Kuehl (920) 583-3747
cell: (920) 960-1148
W2189 Hwy "Y" Lomira (Knowles) WI 53048
www.KnowlesProduce.com
"we rent & sell baggers"

The Marketplace

The Callicrate
BANDER™



- CASTRATE
- DE-HORN
- DOCK TAILS
- TREAT PROLAPSES

'You save so much time (tail docking), it pays for the band!'
GREG PALMQUIST, DVM, WISCONSIN

Cattle - Goats - Sheep

1-800-858-5974 www.nobull.net

LOWER YOUR SCC NATURALLY

- Lower your SCC 40-80% or more in 2-6 weeks.
- No withholding & safe for pregnant cows & organic applications.
- Increases milk production 8%, improves conception.
- Also treats & prevents mastitis, calf & hoof problems.
- Easy to use in TMR or top dress - 8#/cow.
- Low SCC semen also. • Used all across USA & Canada.

“32 Years Of Serving the USA & Canada. We Care!”

ALPHA GENETICS, INC.
Call Today! 1-800-876-2500
920-650-1631 (mobile)

Scheunemann Bagging Equipment & Supply LLC

262-689-3695 or eve. 262-675-2276
E-mail: uddersrus@nconnect.net

Rental & Sales - Kelly Ryan & Versa Machines

- * Kelly Ryan Equipment
- * Versa Internal Density System
- * Baleage Storage Equipment
- * Silage Bags, Bunker Sheeting, Baleage Tubes
- * Dura Guard Bale Wrap

Authorized, Experienced, Specialized

AgriPac **VERSA BAGGER**

Penta TMR Mixers
Call for Demo's!

Low Profile w/flotation tires
All stainless steel conveyors
Tight turning walking tandems

240 cu. ft. to 1300 cu. ft.
single screw & twin screw
trailer & stationary

820 West Main P.O. Box 31 Chilton, WI 53014
920-849-9304 • FAX 920-849-9160 • E-mail ddequip2@tds.net

D & D EQUIPMENT 920-849-9304
www.ddequipment.com

Want good agronomy and dairy nutrition advice without the sales job?

Go to www.kowconsulting.com or call:

Weaver Feeding & Management, LLC

Tom Weaver, CCA, Dairy Nutritionist and Director of KOW Consulting Association
25800 Valley View Rd, Cuba City, WI 53807
Ph: 608-762-6948, fx 6949, mbl 608-574-0101
Email: tweaver@mhtc.net



VBS VALLEY BUILDING SYSTEMS
- Design/Build Contractor -

- FREESTALL BARNS-Wood or Steel framing • MILKING PARLORS
- VENTILATION SYSTEMS • CONCRETE - Flatwork, pits & walls
- BARN EQUIPMENT-freestalls, mattresses, waterers, headlocks & rubber mats.
- COMMERCIAL-Wood or Steel framing • MACHINE SHEDS
- POST FRAME CONSTRUCTION-Agricultural, Commercial, Suburban & Mini-storage
- SOLID CORE PRE-ENGINEERED BUILDINGS-Commercial & Suburban
- PANELIZED STEEL STRUCTURES-Pre-engineered, galvanized members for longevity
- CURTAINS-Manual, fully automatic & electronically controlled

1400 Rosehill Rd., Little Chute, WI 54140 (920) 766-0271
200 S. Wisconsin Ave., Stratford, WI 54484 (920) 766-0271



THE WORLD'S FIRST HYBRID ALFALFA **HYBRIFORCE-400**

More research. More technology. More supply.

We invest more

Dairyland Seed reinvests a full 15 percent of revenues into the research and development of technologically superior genetics. That's nearly double the industry average, and our investment is delivering superior yield performance.

Raise your standards

Don't settle for anything less than the best technology -- raise your standards with HybriForce Hybrid Alfalfa. We stand behind our hybrid alfalfa and its obvious benefits -- superior genetics, outstanding quality, and higher yield and milk potentials. Year after year, it

outperforms the competition by an average additional yield of 15 percent.

No shortage here

We've got plenty of hybrid alfalfa seed supply to go around. And with more growers focusing on the corn market, there's never been a better time to plant HybriForce Hybrid Alfalfa. The proof is in the return.

Maximize your field's potential with high-quality hybrid alfalfa. To access our Hybrid Alfalfa Value Calculator and find out how much more profit you can make, visit www.dairylandseed.com or call 1-800-236-0163.

HybriForce-400 vs. The Competition

The Competition	Years of Data	HybriForce-400 Advantage
DeKalb® DK A42-15	4	16%
Standfast® Attention	3	16%
AmeriStand 403T	4	11%
Pioneer® 53Q60	5	16%
Pioneer 54V46	3	9%
Pioneer 54H91	5	16%
LegenDairy YPQ	4	18%
Rebound 5.0	3	12%
WL357HQ	2	17%
WL348AP	3	10%
WL319HQ	4	13%
6-Year Average vs. All Competitors		15%



DAIRYLAND SEED CO., INC.
Where research gets results.

1-800-236-0163 • www.dairylandseed.com



To YOU, all yeasts may seem the same.



To HER, one is very different.

MAKE SURE SHE GETS LEVUCELL® SC "RUMEN SPECIFIC" YEAST



Levucell SC
Rumen Specific Yeast

All yeasts are not created equal and your cows know it. Levucell® SC "Rumen Specific" Yeast was specifically researched and selected to enhance the rumen environment, stabilize rumen pH, stimulate microbial populations and increase fiber digestibility. All to allow dairy cows to optimize rumen health and maximize milk production.

A live yeast, Levucell SC is a specific strain (SC-1077) of *Saccharomyces cerevisiae* and every lot is guaranteed to be "rumen specific" through DNA fingerprinting. Contact your nutritionist or feed supplier to learn more about Levucell® SC Rumen Specific Yeast. Or call Lallemand Animal Nutrition at 414-464-6440.

©2006. Levucell is a registered trademark of Lallemand.

LALLEMAND ANIMAL NUTRITION
Tel: (800) 692-4700 Email: LAN_NA@lallemand.com

www.lallemand.com

LALLEMAND