

Dairy News

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www.dairylandvet.net



HOW TO PLAN FOR THE FUTURE

Why is it desirable to predict the future? To win, either personally or in business.

In business, that means staying in business and making a living. Zig Ziglar used to say that you can predict the future by looking at the past. That is, after spring comes summer and after fall comes winter.

But with changes that are happening today, the past doesn't always reflect what lies ahead. In business, it is usually the new situations that cause the biggest problems. Jim Austin of Decision Strategies International proposes that we should pay more attention to external changes and become aware of conformational bias so that we can plan for the uncertainty of the future.

What he suggests is to make a list of some of the possible extreme futures that may affect your business. Then plan what you would do in those situations.

For example, what would you do in each of the following situations?

- One of the major owners of your farm dies.
- Government rules declare that you have to supply medical insurance for all of your employees.
- Antibiotics could no longer be used to treat your animals
- Your well becomes contaminated and your water supply can no longer be obtained from your current location.

Mulling over the answers to made up scenarios like these is not a waste of time. Rather it forces you to look at the resources your business has at its disposal. It also makes it possible to make changes in your business before they are forced upon you.

To do this, make a list of situations that could dramatically affect your farms if they were to occur. Usually a list of 6-10 is enough to spark ideas of possible solutions. The more people that are involved with this phase, the more likely you will have situations will be unique.

Next, start thinking about solutions. The solutions will help you plan for the unexpected. Involve as many people as possible in the process to get a wide range of ideas. From these, decide which would work in your situation. Dr. Bill Koffman

QUOTE OF THE MONTH
*“Agriculture, built,
sustains & maintains our
great country”*



Information on Drugs approved for Synchronization

Parnell Products: Estroplan and Gonabred

Parnell is offering a Producer Incentive to have you try Estroplan and Gonabred.

1. Parnell will reimburse the producer the equivalent product for all cows enrolled into their repro program for the first 3 weeks of cow enrollment using Parnell products. This product will be reimbursed at the end of the 3 week enrollment period – Parnell will provide product to clinic and we will get the product to the producer.
2. Parnell will be available to offer implementation support if required (complimentary applicator guns to assist with dosage changes and compliance) as well.
3. Parnell offers a risk-free guarantee. If Parnell repro hormones are implemented on a dairy and there is any dissatisfaction with the performance of the product, Parnell will give the producer their money back.

Zoetis Products Lutalyse and Factrel are also approved for synchronization

Dairyland Veterinary Service
Casco, WI



Phone: (920-837-7766
Email: dvs@centurytel.net

Why should we culture cows before treating them with mastitis tubes?

When milk culturing is done on clinical mastitis cows, we find that **25-30% of these animals have no growth on their milk sample**. This means that the milk no longer contains bacteria. The cow's immune response has successfully killed the bacteria. The abnormal milk or hard quarter we see is the result of the cow's immune response. The milk will return to normal in 4-6 days without the use of mastitis tubes. Remember that mastitis tubes contain an antibiotic used to kill bacteria which are not present in these animals.

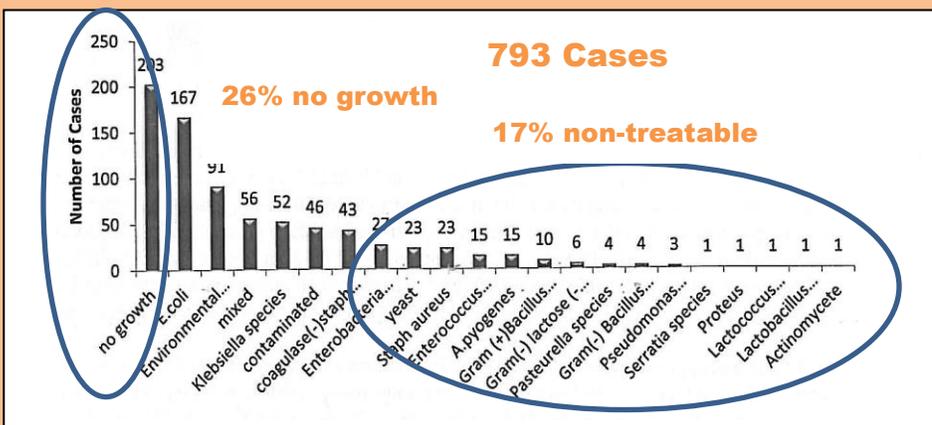
We also find when culturing cows that **17% of the cows have an infection which does not respond to antibiotics**. This includes such infections as Staph aureus and yeast. Staph aureus is a contagious mastitis which is very difficult to treat. These animals need to be milked last to prevent spread to other animals. Yeast is not a bacteria and will therefore not respond to mastitis tubes.

This means that somewhere between **42-47% of our clinical mastitis cases do not require mastitis tubes**. More than 80% of antibiotic usage on dairy farms are for control and treatment of mastitis. A lot of money can be saved by determining which cows with mastitis actually need mastitis tubes. The example herd on the Financial Impact of Milk Quality sheet (page 2) would save \$229/ month on clinical mastitis if it were to culture animals before treating them. This savings includes the milk culturing cost.

Dairyland Veterinary Service can culture your milk samples for you or help get you started doing on farm milk culturing. A milk culture costs \$8 to do. You will have the culture results within 24-48 hours of Dairyland receiving the milk sample.

Please come to our December 12 producer meeting to learn more on the financial impact of mastitis and how to approach treating cows with mastitis. Dr. Pam Ruegg from the University of Wisconsin-Madison will be our speaker.

-Dr. Scott Wiley



See Page 2 The example herd



- 100 cow herd 39 lact = 1 61 lact = 2 SCC = 228,000
- Milk production 76#s / cow 42 clinical mastitis cases / year
- No milk culturing is done
- The farmer doesn't call the Veterinarian for mastitis. He IV's his own animals.
- He has 5 toxic mastitis cases per year. Today is used to treat 75% of his mastitis. Spectramast is used to treat 25% of his mastitis.
- Polyflex, hypersaline and Banamine is used on toxic mastitis cows.
- Labor cost is figured @ \$15 / hour



Excenel new image, 40% more syringeable, new meat withdrawal 4 days

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