

November Specials

**10% Off In-Stock Supplies
of
Safe-Guard®**



Gloves

Buckets



Footbaths



Upcoming Events

Calf Housing Symposium – Group-Housed Dairy Calf Systems. December 1st, 2011. Doubletree Hotel Syracuse, NY
Registration \$160 (After Nov. 15th) \$185
Contact: Heather Darrow – 607-255-4478
or hh96@cornell.edu

Cornell Dairy Executive Program

December 4-8th, 2011
Contact: Heather Darrow – 607-255-4478
or hh96@cornell.edu

Miner Institute Dairy Day 2011

Wednesday, December 7th –11 AM
Contact- Wanda Emerich – 518-846-7121
for more information.

Alltech's Global 500 2011

**Dec-6, 2011 to Dec-8, 2011
Lexington, Kentucky, USA**

The world's most progressive dairy farmers and beef producers come together to network and discuss the most relevant and challenging topics in their industries. Contact your Alltech Representative about registration.



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Write to the Point



Bourdeaus' and Bushey Newsletter

Volume 35, November 2011

Analyzing and Correcting SCC in Your Herd

The current legal limit for bulk tank somatic cell count (SCC) is 750,000. However, this summer legislation was introduced to Congress to lower this limit to 400,000, which is the limit in all other milk producing countries or regions.

Since 1998 the average U.S. SCC has dropped from 318,000 to 233,000 in 2009, but 20% of milk accepted for processing (75% of milk shipments) and 50% of producers are over 400,000. So, while this might not matter for milk quality on average, it could impact individual farms. Premiums for reduced SCC range from \$0.10 to 0.35/cwt.

Where to start?

Your SCC does not have to be over 400,000 to work on improving it. If you want to decrease your SCC the best place to start is to evaluate the herd. You will want to identify four groups of cows in the herd – healthy (low SCC at current and previous test date), new cases (low SCC at previous test date and high SCC at current test date), cures (high SCC at last test date and low at current test date), and chronics (high SCC at last and current test date).

One vs. Many. This analysis will show how many cows are above your target SCC, what their history is, when infection occurs, and where infection is occurring.

New Infections – If new infections are the problem area look at cow hygiene, milking procedures, milking equipment performance, purchased animals, days in milk, seasonality of infection, pen or barns where infection is occurring.

Chronics – cows that have chronic infection should be cultured to determine the organism responsible for the infection and the best treatment. For some of these animals culling may be the best choice.

Fresh Cows – If fresh cows are identified as the problem group for either new or chronic infections, hygiene, dry cow treatment, minerals, seasonality of infection, heifer facilities, and transition management are areas to examine to improve SCC in this group. Chronic infections in fresh cows can also be defined as a high SCC before dry off and again at first test day after calving.

For assistance evaluating and meeting your SCC goals contact a Professional Animal Scientist at Bourdeaus' and Bushey, Inc.

Financial Statements – Getting Ready for Tax Season

The end of the year and tax time is rapidly approaching and now is the time to prepare and review financial statements for your business. There are three financial statements that are important to evaluate your business for lending and tax purposes – 1) Balance Sheet, 2) Income Statement, 3) Cash Flow Statement and Budget.

Balance Sheet –

This is the most important financial statement for the business. It provides a complete “snap shot” of the business at a given point in time. It is a legal document used for determining collateral on a loan and therefore is important to both the owner and the lender. The Asset side of the Balance Sheet includes Current Assets (Cash or Cash Equivalent), Intermediate Assets (Equipment), and Long Term Assets (Land and Buildings). The Liabilities side of the Balance Sheet includes Current Liabilities (Accounts Payable, Operating Loan), Intermediate Liabilities (Leased Equipment), and Long Term Liabilities (Mortgage). The difference in these two represents the Net Worth of the business (Assets – Liabilities).

While this is an important document to the business, it should not be used to determine if the business should take on more debt, a positive Net Worth does not necessarily equal more cash on hand, just as a negative Net Worth does not necessarily mean a failing business.

Income Statement –

The Income Statement for the business gives an accurate picture of the business's true profitability. This adjusts for changes in accounts payable, accounts receivable, inventories, and depreciation. The Income side of the statement includes all sales (product, animals, and equipment), inventory of all saleable items, and accounts receivable. The Expense side has all cash expenses (Variable and Invariable Costs – electric bill, labor, or feed), change in accounts payable (payments made since last statement), and changes in depreciation. The difference in these two is the Net Farm Income (Income – Total Gross Expenses).

This statement indicates how much income was generated during a specific time period of a production cycle. As with the Balance Sheet, Net Farm Income should be interpreted with caution, a positive number may be indicative of liquidation of some assets and not profitability, and a negative number may be due to only a few years in business.

Cash Flow Statement and Budget –

This is basically your check book balance. It takes into account payments to the family if they are not counted as part of regularly paid labor. This should be updated at least monthly and is used as a financial planning tool to determine when to pay down debt or make early cash prepaays.

Financial statements are important to keeping any business on track.

Effect of *Lactobacillus buchneri* LN4637 and *Lactobacillus buchneri* LN40177 on the aerobic stability, fermentation products, and microbial populations of corn silage under farm conditions

E. Tabacco, S. Piano, A. Revello-Chion, G. Borreani

Journal of Dairy Science

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This study determined the efficacy of the use of 2 commercial inoculants containing *Lactobacillus buchneri* alone or in combination with homofermentative lactic acid bacteria in improving aerobic stability of corn silage stored in commercial farm silos in northern Italy. In the first survey, samples were collected from 10 farms that did not inoculate their silages and from 10 farms that applied a Pioneer 11A44 inoculant (*L. buchneri* strain LN4637; Pioneer Hi-Bred International, Des Moines, IA). In the second survey, corn silage samples were collected from 11 farms that did not inoculate their silages and from 11 farms that applied a Pioneer 11CFT inoculant (*L. buchneri* strain LN40177; Pioneer Hi-Bred International). Inoculants were applied directly through self-propelled forage harvesters, at the recommended rate of 1 g/t of fresh forage, to achieve a final application rate of 1.0×10^5 cfu/g of *L. buchneri*. One corn bunker silo, which had been open for at least 10 d, was examined in detail on each farm. The silages inoculated with *L. buchneri* had lower concentrations of lactic acid, a lower lactic-to-acetic acid ratio, a lower

yeast count, and higher aerobic stability compared with the untreated silages. Unexpectedly, concentrations of acetic acid and 1,2-propanediol, 2 hallmarks of *L. buchneri* activity, did not differ between treatments and were only numerically higher in the inoculated silages compared with untreated ones, in both surveys. Aerobic stability, on average, was 107 and 121 h in the inoculated silages and 64 and 74 h in the untreated silages, for surveys 1 and 2, respectively, and decreased exponentially as the yeast count in the silage at the time of sampling increased, regardless of treatment. Inoculation with *L. buchneri* proved to be effective in reducing the yeast count to <2 log cfu/g of silage in 16 of 21 of the studied farm silages, confirming the ability of this inoculum to enhance the aerobic stability of corn silages in farm bunker silos.

A bus load of politicians were driving down a country road one afternoon, when all of a sudden, the bus ran off the road and crashed into a tree in an old farmer's field.

Seeing what happened, the old farmer went over to investigate. He then proceeded to dig a hole and bury the politicians.

A few days later, the local sheriff came out, saw the crashed bus, and asked the old farmer, "Were they all dead?"

The old farmer replied, "Well, some of them said they weren't, but you know how them politicians lie."