

# MARIA STEIN ANIMAL CLINIC, INC.

## December 2017

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|---|--|---|--|
| <b>Maria Stein Office</b><br>8155 St. Rt. 119<br>Maria Stein, OH 45860<br>419-925-4212 (pets)<br>419-925-4212 (farm animal)<br>419-925-7200 (fax) | <b>Heartland Veterinary Care</b><br>315 East Main St.<br>Versailles, OH 45380<br>937-526-5599<br><br><a href="mailto:msac@bright.net">msac@bright.net</a> (Pig & Pets) | <b>Heartland Animal Clinic</b><br>1018 B West Auglaize St.<br>Wapakoneta, OH 45895<br>419-738-7257<br><br><a href="mailto:hvcow@bright.net">hvcow@bright.net</a> (Cattle) | <b>Minster Veterinary Services</b><br>29 South Main St.<br>Minster, OH 45865<br>419-628-3532 |
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### What did you learn at the Dairy Banquet?

#### *Marginal Milk*

- There was almost \$7 difference in cost of production between the top 20% and the bottom 20% of producers in the upper Midwest in 2014.
- Over \$1800 difference in net return to labor and management per cow.
- The numbers may be bigger in 2014, but the difference is found every year.
- Be above average!
- In a 200 cow herd, a \$1000 monthly payment that does not raise your milk production lowers your milk price by \$.27/cwt. That's what a new pickup does to profitability!
- Reproduction has large opportunity to improve profitability up to about a 22 preg rate. After that it diminishes. Get to at least 22!
- Cooling cows prepartum can result in dramatic improvement in production, as much as 20 pounds of milk.
- 3X milking increases production 6.8 to 8.6 pounds per day with a potential profit increase of \$150 to \$300 / cow per year. There are ways to mess this up. See waiting cows below.
- Long day lighting done right gives a pretty consistent 5 pounds of milk.
- Culling appropriately and replacing with productive heifers can raise production 2#.
- A key factor in inputs being successful – Advisors.
- Good team members care, are happy to work with you and offer suggestions to improve.
- The no. 1 reason people quit their jobs is a bad boss or immediate supervisor.

#### *Transition Cows*

- What does failure cost and what is it worth to get it right?
- Within a few days of calving, the mammary demands are approximately 3X the demands of the pregnant uterus.
- Feed intake is low resulting in a negative energy balance of 10 to 15 Mcal per day and a negative protein balance of 500 to 600 grams per day.
- Transition involves Fetal Growth, Colostrum, Calving, Rapid increase in milk production, Hormonal changes, and Uterine involution.
- Innate immunity and acquired immunity work together to create infection barriers.
- Periparturient Immune Suppression is from negative energy balance, Ketone and NEFA accumulation in the blood stream, impaired calcium metabolism, glucocorticoid release.
- Immune function in the transition period has a dysfunctional inflammatory response, decreased numbers of circulating neutrophils, and impaired neutrophil function.
- Transition Management Key #1 is Minimizing Negative Nutrient Balance and Drop in Feed Intake pre-calving.
- Key #2 is Reduce Risk and Impact of Dystocia
- Key#3 is Minimize Impact of Hypocalcemia
- Key #4 is Minimize the impact of infectious disease.

**Salmonella Mycoplasma Implants are back in Stock** Our Salmonella Mycoplasma implants have been a valuable tool to vaccinate and prevent these diseases. They have been unavailable for months due to drug company politics. We now have them

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manufactured by a different lab. The new version has the Salmonella Heidelberg that is killing calves in Wisconsin. Common uses are calves at birth and adult cows during the dry period or whole herds. The advantage of the implant is that it boosts itself. One disadvantage is if muscle is injected it can create an abscess.

**Waiting Cows** Waiting cows are not working cows. The obvious waiting cows are spending time in the holding pen. One of the advantages of free flow robots is that there is little of this kind of waiting. We should look at our parlor barns with the plan to reduce waiting. Parameters are 4 hours per day total for cows bedded with sand and 3 hours total for any other housing. Less is more.

How long are cows held from feed, water, and beds when they are not in the holding pen? Processing fresh cows is an example here. How can we reduce that? Cows that wait to see if they are sick can make them sick.

How long do cows wait to lay down? They should enter a stall and lay down within 30 seconds or there is something wrong with the stall. We need to take a close look at what can be done to improve our housing.

How much time do cows wait to get to feed or to water because alleys or crossovers are too small for the congestion of cows to allow free movement? Dead end alleys are especially bad for making cows wait that have a job to do. There is value in having your cows wait less and do their job more.

**Purina Nutrition Conference** The Purina Bovine Veterinary Nutrition Conference this October, was a reminder of what we know that not quite everybody is getting done. As the weather is getting colder, it is worth reviewing full potential feeding again. The key thing to remember is calves will not do well on 2 quarts of milk/milk replacer twice a day. This is simply not enough energy for them to grow to their genetic potential or fight off disease challenges. Moderate infections can increase energetic needs by 150-200%. Calves fed better improved faster and were on antibiotics less. Calves can be fed full potential milk replacers or whole milk. The recommendation is to feed 3 quarts three times a day or 1 gallon two times a day. Finally, these calves make more milk as lactating cows.

### Notes Dr. King:

I can also add in personal experience. When my husband and I co-managed a 500-cow dairy, we re-did the calf nutrition. Calves went from 2 quarts of milk replacer twice a day to three to six quarts of pasteurized whole milk twice a day. Calves became much healthier and had a larger frame size when they left the farm to go to the grower. Even my small jersey and jersey cross calves could drink two bottles at a time. They did not scour and they had more energy. Those calves are now three-year-old cows. DHIA reports show the herd average has gone from the low eighties to the low nineties in milk production. —Dr. King

Merry Christmas and Happy New Year !

-Doctors and Staff of Maria Stein Animal Clinic