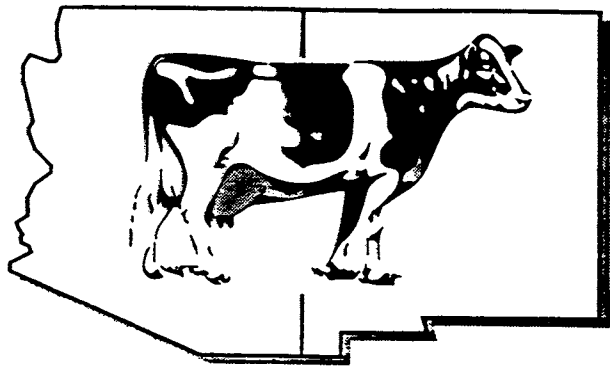


# ARIZONA & NEW MEXICO DAIRY NEWSLETTER



**COOPERATIVE EXTENSION**

**The University of Arizona®  
New Mexico State University**

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**JUNE, 2002**

## Upcoming Events:

Dairy Producers of New Mexico  
2002 Annual Convention/Trade Show  
July 19 & 20, 2002  
Ruidoso, New Mexico

(See schedule of activities and registration form inside)

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Southwest Nutrition and Management Conference  
Proceedings are now available on our new website:

<http://animal.cals.arizona.edu/swnmc.php>

Check it out!

**New Mexico State University Extension Dairy Website:**  
**<http://www/nmsu.edu/~dairy>**

The following videos are available for checkout from Mike Looper, New Mexico State University. To obtain a video call Kathy Bustos, (505) 646-3325 or [kbustos@nmsu.edu](mailto:kbustos@nmsu.edu) and the video will be sent in the mail, pending availability. There is only one copy of each video available, so we request that videos be returned within two weeks. Note that four of the videos contain an English and Spanish version.

1. The Milking School. Utah State University. Spanish and English. 30 minutes
2. Fitting and Showing Your Dairy Animal....A Winning Experience. Department of Dairy Science, University of Wisconsin. 20 minutes
3. Proper Milking Procedure. University of Florida. Spanish and English. 12 minutes
4. Milking Machine Maintenance. University of Florida. Spanish and English. 16 minutes
5. The Basics of Vacuum and Milking Systems. DHIA Services, 1991. 53 minutes
6. Understanding Dairy Cattle Behavior to Improve Handling and Production. Livestock Conservation Institute, 1992
7. Managing Milking/Ordenar Lecheria. Spanish and English. 1999. 33 minutes
8. Get Milk! Joining A Dairy Crew. University of New Hampshire, 1999. 45 minutes

**Need to Calculate Production Costs?**

*University of Wisconsin dairy farm management specialist, Gary Frank, has developed a Excel spreadsheet to calculate variable cost of production and total cost of production. To access the spreadsheet, go to <http://www.wisc.edu/dairy-profit>, click on Decision Making Tools, then go to [costcwt.xls](#).*

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# NEWS RELEASE

FOR IMMEDIATE RELEASE

CONTACT: SUSAN CURRY, 505-622-1646

DPNM has set its 2002 Annual Convention with includes a Trade Show and Golf Tournament for **July 19-20**, in Ruidoso, NM.

Dairy Producers of New Mexico (DPNM) is a grassroots trade association for New Mexico and West Texas dairy producers. DPNM is an advocate for dairy producers. DPNM acts as the liaison for dairy producers on all levels of government—local, state and national. DPNM's Board of Directors is comprised of 10 producers elected by their constituents. DPNM also provides education to its members through a monthly newsletter, informational mailings and seminars.

The Trade Show will be held at the Ruidoso Convention Center, 111 Sierra Blanca Drive, Friday, July 19, from 9 a.m. to 3 p.m. Lunch will be sponsored by Hi-Pro Dairy Feeds. Breaks/refreshments throughout the day will be sponsored by Milk Transport Services, L.P. and Dairy Farmers of America, Inc.

Last year, there were 101 vendor exhibits. This year promises to be just as full. Exhibitor booths are still available. Booth registrations will be accepted until the show is full; however to be listed in the program, vendors must sign up before June 24.

The cost of a booth is \$400. Electricity is an additional \$50. The booths are approximately 10' x 10' and include 8' tall back drapes, 3' tall side drapes, one 8' skirted table, two folding chairs and one company headsign. Vendors who require more space can get a double booth for \$600. Outdoor booths for large equipment exhibits are also available for \$300.

There will be a dinner and dance at the Hubbard Museum of the American West Friday night at 6:30 p.m. Farm Credit of New Mexico will co-sponsor the dinner. This year, there will be a dance after dinner. The Curio Cowboys will provide live entertainment for the dance. The Curio Cowboys play country music from the 1920s and 1930s. They describe themselves as 'Albuquerque's Own Western Swing Band.' The band members include: Kelli Blair—Vocals, Stan Burg—Guitar, Dave Chapman—Trumpet, Jim Cooney—Piano, Jesse Ehrenberg—Sound, Scott Palsce—Fiddle, Sherry Rice—Drums, Jay Rosenblum—Bass, John Feldman—Steel Guitar.

DPNM has Trade Show sponsorships available for \$200. Sponsors are acknowledged in the program and welcome to attend the Friday night activities. Golf hole sponsorships are also available for \$200 per hole. Golf sponsors are acknowledged in the program and a sign is posted at a golf hole during the tournament. Sponsorships will be accepted through June, however to be listed in the program, sponsors must sign up before June 24.

The thirteenth Annual Golf Tournament will be held on Saturday, July 20, at the Inn of the Mountain Gods Golf Course with a shotgun start at 7:30 a.m. The cost for playing in the tournament is \$100 per player. This includes lunch and beverages. Entry forms will be accepted until the tournament is full at 128 players. Cosponsors for the golfers' lunches include Ag Specialties and Monsanto.

DPNM has set aside a block of rooms at the hotel next to the Convention Center - Hawthorne Suites. There are three room types available: 1) double queen for \$135 a night, 2) king studio suite for \$155 a night, and 3) king one bedroom suite for \$185 a night. Hawthorne Suites will accept reservations under the block until June 18 or when full at 505-258-5500.

DPNM also has a block of rooms available at the Inn of the Mountain Gods at a rate of \$110 a night. The Inn will accept reservations for the block until June 18 or when full at 1-800-545-6040. For more information or registration forms, call DPNM at 1-800-217-2697 or (505) 622-1646.

# Dairy Producers of New Mexico

## 2002 Annual Convention/Trade Show Schedule of Activities

### Friday, July 19

8 a.m. ANNUAL PRODUCER'S MEETING  
Ruidoso Convention Center  
*(111 Sierra Blanca Drive)*

9 a.m. - 3 p.m. TRADE SHOW  
Ruidoso Convention Center

11:30 a.m. Lunch

2:30 p.m. Vendor Door Prize Drawings

6:30 p.m. DINNER/DANCE  
Hubbard Museum of the American West  
*(841 Hwy 70 West)*  
***Live Entertainment Provided by "The Curio Cowboys"***

### Saturday, July 20

7:30 a.m. GOLF TOURNAMENT - Shotgun Start  
Inn of the Mountain Gods Golf Course

**Dairy Producers of New Mexico**  
**2002 Annual Convention/Trade Show**  
**July 19, 2002**  
Ruidoso, New Mexico

**Pre-Registration Form**

(please print neatly or type)

Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Spouse/Guest: \_\_\_\_\_

Additional Guests (i.e., kids): \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

>>Number in party who will attend Friday's Dinner and Dance (if no one will attend, please write in zero) \_\_\_\_\_

Mail this form to:

Dairy Producers of New Mexico  
PO Box 6299  
Roswell, NM 88202-6299

or FAX it to: 505-622-6306

**PLEASE NOTE: This form is for those attending, not for exhibitors or sponsors. Please call the office at 1-800-217-2697 if you are interested in an exhibit or sponsorship.**



# High Cow Report

## MAY, 2002

### MILK

| <u>Arizona Owner</u> | <u>BarnNum.</u> | <u>Age</u> | <u>Milk</u> | <u>New Mexico Owner</u> | <u>BarnNum.</u> | <u>Age</u> | <u>Milk</u> |
|----------------------|-----------------|------------|-------------|-------------------------|-----------------|------------|-------------|
| * Red River Dairy    | 170             | 4-5        | 37,613      | Ridgecrest Dairy        | 30711           | 4-03       | 42,010      |
| * Stotz Dairy West   | 7705            | 7-11       | 37,150      | * Hafliger Dairy        | 6766            | 5-06       | 40,670      |
| * Stotz Dairy West   | 19622           | 4-0        | 37,010      | Pareo Dairy             | 1052            | 4-09       | 39,127      |
| * Mike Pylman        | 4098            | 4-7        | 36,790      | Pareo Dairy             | 236             | 4-09       | 37,860      |
| * Red River Dairy    | 459             | 3-1        | 36,034      | * Desperado Dairy       | 7747            | 5-06       | 37,770      |
| * Stotz Dairy West   | 6553            | 6-5        | 35,760      | * Hafliger Dairy        | 152             | 8-06       | 37,240      |
| * Stotz Dairy West   | 12535           | 4-5        | 35,680      | Pareo Dairy             | 1768            | 9-01       | 36,666      |
| * Stotz Dairy West   | 11898           | 4-9        | 35,410      | S.A.S. Dairy            | 3098            | 5-00       | 36,434      |
| * Red River Dairy    | 4076            | 4-5        | 34,582      | S.A.S. Dairy            | 846             | 5-10       | 36,079      |
| * Stotz Dairy West   | 12668           | 4-3        | 34,480      | * Do-Rene Dairy         | 4325            | 4-03       | 35,190      |

### FAT

| <u>Arizona Owner</u> | <u>Barn Num</u> | <u>Age</u> | <u>Fat</u> | <u>New Mexico Owner</u> | <u>Barn Num</u> | <u>Age</u> | <u>Fat</u> |
|----------------------|-----------------|------------|------------|-------------------------|-----------------|------------|------------|
| * Red River Dairy    | 170             | 4-5        | 2276       | * Pareo Dairy           | 1135            | 5-10       | 1662       |
| * Rio Blanco Dairy   | 4862            | 2-11       | 1809       | * Hafliger Dairy        | 152             | 8-06       | 1659       |
| * Red River Dairy    | 4076            | 4-5        | 1630       | * Hafliger Dairy        | 6766            | 5-06       | 1656       |
| * Red River Dairy    | 569             | 3-1        | 1516       | Price's Roswell Farm    | 1857            | 4-04       | 1419       |
| * Red River Dairy    | 9918            | 4-5        | 1447       | Pareo Dairy             | 1052            | 4-09       | 1390       |
| * Red River Dairy    | 7770            | 7-7        | 1444       | Price's Roswell Farm    | 2413            | 4-05       | 1354       |
| * Stotz Dairy West   | 11898           | 4-9        | 1405       | Pareo Dairy             | 236             | 4-09       | 1352       |
| * Red River Dairy    | 345             | 3-1        | 1423       | S.A.S. Dairy            | 846             | 5-10       | 1334       |
| * Red River Dairy    | 8183            | 5-6        | 1401       | Pareo Dairy             | 812             | 3-09       | 1316       |
| * Stotz Dairy West   | 12668           | 4-3        | 1339       | Pareo Dairy             | 8121            | 3-00       | 1289       |

### PROTEIN

| <u>Arizona Owner</u> | <u>Barn Num</u> | <u>Age</u> | <u>Protein</u> | <u>New Mexico Owner</u> | <u>Barn Num</u> | <u>Age</u> | <u>Protein</u> |
|----------------------|-----------------|------------|----------------|-------------------------|-----------------|------------|----------------|
| * Stotz Dairy West   | 19622           | 4-0        | 1104           | New Direction II        | 2135            | 3-11       | 1220           |
| * Stotz Dairy West   | 11898           | 4-9        | 1043           | * Hafliger Dairy        | 6766            | 5-06       | 1218           |
| * Stotz Dairy West   | 12668           | 4-3        | 1026           | * Desperado Dairy       | 7747            | 5-06       | 1167           |
| * Stotz Dairy West   | 7705            | 7-11       | 1025           | * Hafliger Dairy        | 152             | 8-06       | 1121           |
| * Red River Dairy    | 170             | 4-5        | 1022           | S.A.S. Dairy            | 8468            | 5-10       | 1095           |
| * Stotz Dairy West   | 13745           | 3-5        | 1006           | * Hafliger Dairy        | 122             | 6-06       | 1081           |
| * Stotz Dairy West   | 6553            | 6-5        | 999            | Pareo Dairy             | 417             | 4-10       | 1075           |
| * Stotz Dairy West   | 12535           | 4-5        | 997            | Pareo Dairy             | 1768            | 9-01       | 1075           |
| * Red River Dairy    | 569             | 3-1        | 992            | * Hafliger Dairy        | 5716            | 8-06       | 1055           |
|                      |                 |            |                | Pareo Dairy             | 1900            | 4-09       | 1049           |

\* 3X day milking

**MAY, 2002**  
**ARIZONA - TOP 50% FOR F.C.M.<sup>b</sup>**

| <b>OWNERS NAME</b>                | <b>Number of Cows</b> | <b>MILK</b> | <b>FAT</b> | <b>3.5 FCM</b> | <b>R.R.</b> |
|-----------------------------------|-----------------------|-------------|------------|----------------|-------------|
| * Stotz Dairy West                | 2006                  | 27,256      | 949        | 27,175         | 38          |
| * Red River Dairy                 | 4006                  | 26,817      | 954        | 27,068         | 35          |
| University of Arizona Holsteins   | 160                   | 26,188      | 944        | 26,633         | 25          |
| Martha Linda Dairy                | 1838                  | 25,178      | 916        | 25,643         | 31          |
| * Mike Pylman Dairy               | 2524                  | 25,262      | 892        | 25,389         | 34          |
| * Stotz Dairy East                | 1496                  | 25,413      | 864        | 24,999         | 28          |
| Paul Rovey Dairy                  | 429                   | 24,570      | 873        | 24,781         | 29          |
| * Hillcrest Dairy                 | 2423                  | 24,866      | 843        | 24,424         | 43          |
| * Zimmerman Dairy                 | 1228                  | 23,699      | 842        | 23,902         | 26          |
| Desert Ridge Dairy, LLC2          | 507                   | 23,999      | 833        | 23,887         | 25          |
| * Arizona Dairy Company North     | 2646                  | 23,724      | 839        | 23,865         | 35          |
| University of Arizona Brown Swiss | 131                   | 22,238      | 869        | 23,709         | 35          |
| * DC Dairy, LLC                   | 1069                  | 23,062      | 841        | 23,611         | 25          |
| * Arizona Dairy South             | 3166                  | 23,268      | 809        | 23,181         | 33          |
| * Del Rio Holsteins               | 1215                  | 22,981      | 808        | 23,041         | 31          |
| * Wigwam Dairy                    | 1458                  | 22,745      | 812        | 23,003         | 32          |
| Butler Dairy                      | 615                   | 23,023      | 803        | 22,978         | 34          |
| * Saddle Mountain Dairy           | 2180                  | 23,473      | 765        | 22,554         | 24          |
| * Dairyland Milk Company          | 2420                  | 22,247      | 764        | 22,009         | 23          |
| * Dutch View Dairy                | 1600                  | 22,030      | 764        | 21,915         | 30          |
| * Danzeisen Dairy, LLC            | 1270                  | 20,780      | 767        | 21,424         | 33          |
| Parker Dairy                      | 4379                  | 20,358      | 755        | 21,047         | 20          |
| * RG Dairy, LLC                   | 1315                  | 20,986      | 732        | 20,945         | 29          |
| * Del Rio Brown Swiss             | 152                   | 20,515      | 743        | 20,921         | 40          |
| Goldman Dairy                     | 2004                  | 20,664      | 737        | 20,887         | 26          |
| * Gladtime West Holsteins         | 338                   | 21,076      | 720        | 20,799         | 23          |
| Lunts Dairy                       | 536                   | 20,072      | 737        | 20,631         | 26          |

**TOP 50% ACTUAL MILK - OFFICIAL & UNOFFICIAL HERDS FOR NEW MEXICO**

| <b>OWNERS NAME</b>    | <b>Number of Cows</b> | <b>MILK</b> | <b>FAT</b> | <b>3.5 FCM</b> | <b>Days<br/>in Milk</b> |
|-----------------------|-----------------------|-------------|------------|----------------|-------------------------|
| * Hafliger Dairy      | 1784                  | 24,640      | 942        | 26,364         | 36                      |
| * Pareo Dairy #1      | 1372                  | 25,384      | 934        | 26,124         | 26                      |
| * Do-Rene Dairy       | 2501                  | 25,024      | 841        | 24,460         | 30                      |
| McCatharn North Dairy | 1055                  | 24,876      | 854        | 24,607         | 37                      |
| Ken Miller Dairy      | 310                   | 24,833      | 833        | 24,247         | 33                      |
| * Pareo Dairy #2      | 2698                  | 24,457      | 914        | 24,398         | 20                      |
| * Tallmon Dairy       | 526                   | 23,958      | 857        | 24,258         | 27                      |
| * S.A.S. Dairy        | 2094                  | 23,911      | 858        | 24,254         | 36                      |
| Price's Roswell Farm  | 2789                  | 23,682      | 864        | 24,252         | 31                      |
| * Vaz Dairy           | 1520                  | 23,285      | 801        | 23,059         | 34                      |
| * Break-Away Dairy    | 1333                  | 22,392      | 738        | 21,651         | 12                      |
| * High Plains Dairy   | 1644                  | 22,327      | 779        | 22,288         | 31                      |
| Breedyk Dairy         | 2852                  | 22,069      | 723        | 21,268         | 26                      |

\*3X a day milking

<sup>b</sup> Average Milk & Fat figure may be different from monthly herd summary; figures used are last day/mo.



**ARIZONA & NEW MEXICO HERD IMPROVEMENT SUMMARY FOR  
OFFICIAL HERDS TESTED MAY, 2002**

|     |                                               | <b>ARIZONA</b>       | <b>NEW MEXICO</b> |
|-----|-----------------------------------------------|----------------------|-------------------|
| 1.  | Number of Herds                               | 52                   | 26                |
| 2.  | Total Cows in Herd                            | 78,005               | 41,920            |
| 3.  | Average Herd Size                             | 1,500                | 1,612             |
| 4.  | Percent Days in Milk                          | 91                   | 87                |
| 5.  | Average Days in Milk                          | 210                  | 195               |
| 6.  | Average Milk - All Cows Per Day               | 68.5                 | 63.3              |
| 7.  | Average Percent Fat - All Cows                | 3.5                  | 3.6               |
| 8.  | Total Cows in Milk                            | 70,985               | 36,314            |
| 9.  | Average Daily Milk for Milking Cows           | 71.6                 | 74.3              |
| 10. | Average Days in Milk 1 <sup>st</sup> Breeding | 84                   | 73                |
| 11. | Average Days Open                             | 151                  | 146               |
| 12. | Average Calving Interval                      | 13.9                 | 13.8              |
| 13. | Percent Somatic Cell - Linear 0-4             | 84                   | 85                |
| 14. | Percent Somatic Cell - Linear 5-6             | 10                   | 10                |
| 15. | Percent Somatic Cell - Linear 7 & above       | 6                    | 5                 |
| 16. | Average Previous Days Dry                     | 63                   | 68                |
| 17. | Percent Cows Leaving Herd                     | 31                   | 33                |
|     | *****                                         | *****                | *****             |
|     |                                               | <b>STATE AVERAGE</b> |                   |
|     | <b>MILK</b>                                   | 21,759               | 22,093            |
|     | Percent Butterfat                             | 3.6                  | 3.6               |
|     | Percent Protein                               | 3.0                  | 3.0               |
|     | Lbs. Fat                                      | 783                  | 783               |
|     | Lbs. Protein                                  | 649                  | 641               |

ARIZONA COOPERATIVE EXTENSION  
U.S. DEPARTMENT OF AGRICULTURE  
THE UNIVERSITY OF ARIZONA  
TUCSON, ARIZONA 85721

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