



**ARIZONA AND NEW MEXICO
DAIRY NEWSLETTER**

**COOPERATIVE EXTENSION
The University of Arizona
New Mexico State University**

JANUARY 2003

Arizona Dairy Day

Phoenix, Arizona Fairgrounds

Friday, March 7, 2003

(details inside)

This month's article:

**Meet Hilary Sullivan, New Mexico Extension Dairy Specialist
(inside)**

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

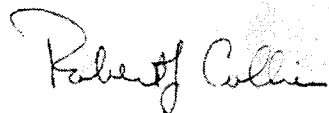
The following videos are available for checkout from New Mexico State University. To obtain a video call Kathy Bustos, (505) 646-3326 or kbustos@nmsu.edu and the video will be sent in the mail, pending availability. There is only one copy of each video available, so we request that videos be returned 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.

Issued in furtherance of Cooperative Extension on work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of agriculture, James A. Christenson, Director, Cooperative Extension, College of Agriculture, The University of Arizona. The University of Arizona College of Agriculture is an Equal Opportunity Employer, authorized to provide research, educational information and other services only to individuals and institutions that function without regard to sex, race, religion, color, national origin, age, Vietnam Era Veteran's status, or disability.



University of Arizona
Department of Animal Sciences
P O Box 210038, Shantz Bldg, Room 205
Tucson, AZ 85721



New Mexico State University
Extension Animal Resources
Box 30003 Dept. 3AE
Las Cruces, NM 88003

About
Hilary Sullivan, Ph.D.
New Mexico Extension Dairy Specialist

in her own words.....

I am originally from Lexington, Massachusetts, a suburb of Boston that doesn't look like a place that spawns many Extension Dairy Specialists. However, it is where I first realized that I wanted to make assisting farmers my career. As a child I watched Massachusetts lose many farms, mostly dairies, and watched subdivisions spring up in their place. While earning my graduate degree in Athens, Georgia I watched a similar scenario unfold as farmers in the area succumb to low profitability and land pressure from Atlanta.

I earned my bachelors degree from the University of Massachusetts in Animal Science in January of 1996. After graduating I work for several months as a technician in the animal nutrition laboratory at UMASS on a grant for creating on a novel dietary marker for poultry. I then moved to Athens, Georgia in August 1996 with my husband Rick. I completed my Masters degree in Ruminant Microbiology at The University of Georgia in December of 1998. While working on my Masters degree, I was involved in several projects including the investigation of effects of biogenic amines, compounds often found in poorly fermented silage, on in vitro mixed culture ruminal fermentations and a project examining the effects of a proprietary *Saccharomyces cerevisiae* yeast culture on in vitro mixed culture ruminal fermentations of forages and concentrates. I did my Ph.D. work at The University of Georgia as well, this time in Dairy Nutrition. My research investigated the effects of high free fatty acid whole cottonseed on feed intake, milk production, and nutrient flow in Holstein cattle. We felt this was important work for dairies in the state because our local crop often sustains rain damage in the fall after harvesting, and a large proportion of this off-quality seed makes its way into dairy cattle diets. However, no research had been done to determine how this off quality seed might affect production.

I officially earned my Ph.D. in December of 2002 and arrived at New Mexico State University two weeks later. While I am new to this job, I look forward to serving the state's dairy farmers. Cow numbers continue to grow in New Mexico and Arizona, and currently there are challenges facing the industry. In addition, to low milk prices, changes in environmental laws for CAFOs are going to change the way some of our larger dairies manage their waste. Currently, I am familiarizing myself with the industry in the state by trying to tour as many dairies as possible in the next few months. In the future, I plan to develop a research program in the area of dairy waste and nutrient management.

ARIZONA DAIRY DAY

ARIZONA STATE FAIRGROUNDS

Agricultural Buildings

1826 W McDowell Road

Phoenix, Arizona

FRIDAY, MARCH 7, 2003

EXHIBITS OPEN 9:00 AM - 4:00 PM

LUNCH 12:00 NOON

Come on out and enjoy the trade show and lunch with friends!

Arizona Dairy Day Golf Tournament

Location: The Arizona Golf Resort and Conference Center
425 South Power Road, Mesa, Arizona 85206

The Arizona Golf Resort and Conference Center offers 18 holes of championship golf. The traditional style course features tree-lined fairways and elevated, undulating Bermuda grass greens. The resort course is par 71 with a slope rating of 124. The par threes are regarded as among the best in Phoenix. The course is challenging for players of all levels.

Entry fee: Great rate of \$75.00

Entry fee for tournament includes:

-Free bucket of balls

-18 holes of championship golf

-Cart with ProLink Global Positioning System

-Lunch following tournament

7:30 AM Tee-Off

*****Individual Registration Form*****

Return by February 28, 2003

OR CALL (520) 400-4516 to hold your space

Players Name: _____

Address: _____

Phone Number: _____

Make check for \$75.00 payable to:

Chel Moore
Department of Animal Sciences
P O Box 210038
Tucson, AZ 85721-0038

HIGH COW REPORT DECEMBER, 2002

MILK

Arizona Owner	Barn #	Age	Milk	New Mexico Owner	Barn #	Age	Milk
* Mike Pylman Dairy	3757	---	43,150	S.A. S. Dairy	13	4-10	38,321
* Mike Pylman Dairy	4427	4-11	41,520	Pareo Dairy	1748	6-11	38,301
* Mike Pylman Dairy	4252	4-11	40,070	* Do-Rene Dairy	570	5-06	37,580
* Mike Pylman Dairy	2620	7-10	39,440	* Do-Rene Dairy	1911	5-06	37,420
* Stotz Dairy West	19662	4-7	39,110	S.A.S. Dairy	4390	3-10	37,049
* Stotz Dairy West	8287	5-3	38,670	Pareo Dairy	1682	4-02	36,525
* Mike Pylman Dairy	3873	5-2	38,390	S.A.S. Dairy	3098	5-07	36,434
* Mike Pylman Dairy	4803	5-1	38,320	* Hafliger Dairy	6642	5-06	36,430
* Stotz Dairy West	12026	5-2	38,050	* Goff Dairy	1283	8-06	36,300
* Stotz Dairy West	3001	6-9	38,050	S.A.S. Dairy	846	6-05	36,079

FAT

* Mike Pylman Dairy	3001	6-9	1517	* Hafliger Dairy	233	6-06	1507
* Mike Pylman Dairy	4726	4-6	1495	S.A.S. Dairy	1560	9-03	1414
* Mike Pylman Dairy	6546	5-7	1477	Pareo Dairy	1455	6-00	1393
* Mike Pylman Dairy	4397	4-11	1461	Pareo Dairy	1682	4-02	1337
* Mike Pylman Dairy	5079	4-1	1458	* Do-Rene Dairy	1933	6-06	1335
* Mike Pylman Dairy	5400	3-9	1456	S.A.S. Dairy	846	6-05	1334
* Mike Pylman Dairy	2620	7-10	1455	* Do-Rene Dairy	975	5-06	1332
* Mike Pylman Dairy	5423	3-9	1453	Pareo Dairy	1547	9-01	1310
* Stotz Dairy West	15005	3-0	1448	S.A.S. Dairy	1156	7-00	1299
				* Do-Rene Dairy	1719	6-06	1294

PROTEIN

* Mike Pylman Dairy	4427	4-11	1214	S.A. S. Dairy	13	4-10	1173
* Mike Pylman Dairy	2620	7-10	1160	S.A.S. Dairy	1157	7-00	1135
* Mike Pylman Dairy	5292	2-10	1151	Ken Miller Dairy	664	4-11	1109
* Mike Pylman Dairy	3001	6-9	1104	* Do-Rene Dairy	804	10-9	1107
* Stotz Dairy West	14824	3-1	1098	S. A. S. Dairy	846	6-05	1095
* Mike Pylman Dairy	3757	5-1	1095	* Goff Dairy	1283	8-06	1092
* Mike Pylman Dairy	3939	5-1	1080	Pareo Dairy	1682	4-02	1089
* Mike Pylman Dairy	6546	5-7	1078	* Do-Rene Dairy	1911	5-06	1075
* Mike Pylman Dairy	4252	4-11	1072	Pareo Dairy	4021	6-00	1075
* Stotz Dairy West	19675	4-8	1061	* Do-Rene. Dairy	1933	6-06	1073

* 3X milking

ARIZONA – TOP 50% FOR F.C.M. ^b
DECEMBER, 2002

OWNERS NAME	Number of Cows	MILK	FAT	3.5 FCM	D.I.M.
* Stotz Dairy West	1965	28,466	1023	28,899	219
Martha Linda Dairy	1904	25,688	948	26,482	195
University of Arizona Holsteins	181	26,004	929	26,311	193
* Mike Pylman Dairy	2575	25,419	903	25,635	210
* Arizona Dairy North	2650	24,812	876	24,935	207
* Stotz Dairy East	1374	24,852	874	24,919	231
* Hillcrest Dairy	2346	24,766	852	24,527	205
* Arizona Dairy South	3286	24,571	855	24,491	198
University of Arizona Brown Swiss	102	22,714	896	24,353	165
* DC Dairy, LLC	1056	23,523	863	24,167	215
* Del Rio Holsteins	1258	23,706	847	23,987	180
Paul Rovey Dairy	439	23,592	844	23,888	199
* Desert Ridge Dairy LLC2	468	23,645	831	23,701	188
* Wigwam Dairy	1421	23,088	838	23,573	218
* Zimmerman Dairy	1203	23,087	826	23,378	225
* Desert Ridge Dairy LLC	1369	22,550	828	23,180	195
Butler Dairy	631	22,865	809	23,007	208
* Danzeisen Dairy, LLC	1171	22,536	812	22,913	197
* Saddle Mountain Dairy	2074	23,583	763	22,570	209
* Del Rio Brown Swiss	174	21,170	791	21,982	158
* Dutch View Dairy	1679	21,990	765	21,914	225
Treger Holsteins, Inc.	512	21,564	772	21,844	213
* RG Dairy, LLC	1310	21,648	757	21,637	204
Parker Dairy	4236	20,656	778	21,549	223
* Gladtime West Holsteins	348	21,863	745	21,536	224
* Dairyland Milk Company	2457	21,751	739	21,389	190

NEW MEXICO TOP 50% ACTUAL MILK – OFFICIAL & UNOFFICIAL HERDS

OWNERS NAME	Number of Cows	MILK	FAT	3.5 FCM	D.I.M.
* Pareo Dairy #1	1324	26,889	952	27,064	213
* Hafliger Dairy	1653	25,208	927	25,934	176
* Hide-Away Dairy	2136	24,948	858	24,701	199
McCatharn North Dairy	1014	24,736	831	24,171	187
Ken Miller Dairy	385	24,485	816	23,820	196
* Tallmon Dairy	530	24,032	835	23,931	210
S.A.S. Dairy	2010	23,738	850	24,048	196
Pareo Dairy #2	2883	23,639	878	24,459	191
Providence Dairy	2532	23,572	823	23,538	193
* Goff Dairy	4275	23,520	840	23,791	224
Price's Roswell Farm	2748	23,106	820	23,288	186
Breedyk Dairy	2795	22,761	755	22,085	187

* 3X a day milking

^b average milk and fat figure may be different from monthly herd summary; figures used are last day/month

**ARIZONA AND NEW MEXICO HERD IMPROVEMENT SUMMARY
FOR OFFICIAL HERDS TESTED DECEMBER, 2002**

		ARIZONA	NEW MEXICO
1.	Number of herds	49	26
2.	Total cows in herd	71,379	41,905
3.	Average herd size	1457	1612
4.	Percent days in milk	84	84
5.	Average days in milk	190	198
6.	Average milk – all cows per day	58.2	58.2
7.	Average percent fat – all cows	3.7	3.7
8.	Total cows in milk	59,958	35,778
9.	Average daily milk for milking cows	69.1	69.7
10.	Average days in milk – 1 st breeding	80	76
11.	Average days open	161	147
12.	Average calving interval	14.0	14.1
13.	Percent somatic cell – linear 0-4	83	77
14.	Percent somatic cell – linear 5-6	10	14
15.	Percent somatic cell – linear 7 & above	7	5
16.	Average previous days dry	63	69
17.	Percent cows leaving herd	32	32
		STATE AVERAGE	
	MILK	22,151	22,289
	Percent butterfat	3.7	3.6
	Percent Protein	3.0	3.0
	Pounds fat	810	798
	Pounds protein	671	677

ARIZONA COOPERATIVE EXTENSION
U.S. DEPARTMENT OF AGRICULTURE
The University of Arizona
Tucson, Arizona 85721

OFFICIAL BUSINESS
PENALTY FOR PRIVATE USE, \$300

PRESRT STD
POSTAGE & FEES PAID
USDA
PERMIT NO G-268



THE UNIVERSITY OF
ARIZONA®

COOPERATIVE EXTENSION

Department of Animal Sciences
P O Box 210038
Tucson, AZ 85721-0038

Phone: 520-621-3375

Fax: 520-621-9435

Email: aretfig@ag.arizona.edu

Mark your calendar

- Arizona Dairy Day, Phoenix, Arizona,
March 7, 2003
- Western Dairy Management Conference,
Reno, Nevada, March 12-14, 2003