

Manure Worth Money

A growing number of farmers and entrepreneurs are turning dung into dollars. Manure sales are up, as more grain and vegetable farmers turn to animal waste as an alternative to higher-priced commercial fertilizer, say state agriculture regulators. The market also has grown because of the emergence of large livestock farms which generate an abundant supply of manure.

"Back in the late '80s, I was told you'd never sell manure," said Kevin Elder of the Ohio Department of Agriculture. "Today, there are a large number of farms that broker it, that sell it to grain farmers." In 2003, only one person was licensed to buy and sell large amounts of manure. Today, there are 30, with 48 more in the process of getting permits.

In neighboring Illinois, 12 companies have sought permits to haul manure since

certification began in 2002. In Iowa, with its many livestock operations, manure hauling businesses flourish. The number of commercial haulers there increased from 1,385 in 2005 to 1,447 last year.



Ben Puck, who has operated a hauling business in Iowa for 28 years, said sales for his services have increased as much as 15 percent in the past year, primarily because of large livestock farms.

The skyrocketing price of commercial fertilizer is making manure more attractive. The price of nitrogen fertilizer, for example, has more than doubled in the past four years, in part because of the rising cost of natural gas needed to make it.

Source: The Associated Press

New World News
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Meet the Dutch

Come and Meet the Dutch in Chicago during "Tulip Days on the Magnificent Mile" from April 16 until May 31, 2007. Programs and events with a Dutch touch organized by a variety of organizations and venues as well as by the Consulate General of the Netherlands in Chicago.

You can enjoy Dutch jazz and Dutch flowers, Dutch jazz and comedy (about the Dutch), Dutch jazz and Dutch cooking and did I mention you can enjoy Dutch jazz?

Let the tulips and flowers from Holland greet you and put a smile on your face when spring has finally arrived in Chicago.

Enjoy!

Consulate General of the Netherlands in Chicago.
Phone: 1-877-388-2443
Website:
www.meetthedutch.org

Market Update

The Mideast Federal Milk Marketing Order, which includes Michigan, Ohio and the majority of Indiana, milk prices are shown to the right.

For daily milk market information, visit: www.dairy.com and go to the "Dairy Reports" section.

*The Class I price is adjusted based on location and will range from \$16.05 to \$16.55 in the Mideast Order.

2007 Milk Prices (announced on April 6, 2007)		
Class of Milk	Price per 100 pounds (or 45.36 kg.)	Change from Previous Month
I Fluid Milk for drinking	\$16.45	+\$.86
II Soft products: yogurt, cream cheese	\$13.60	+\$.52
III Cheese	\$15.09	+\$.91
IV Butter, powder milk	\$13.71	+\$ 1.00

Introducing a New Vreba-Hoff Staff Member



Hello, my name is Tore Alden and I joined Vreba-Hoff in March of this year to work with lending institutions to obtain financing for Vreba-Hoff and our clients.

Prior to joining Vreba-Hoff, I worked as a consultant and commodity market analyst. I was fortunate to count Vreba-Hoff

as one of my clients, and have worked with the company to source financing on and off since 2002. In addition to my work for clients like Vreba-Hoff, I also analyzed commodity markets for large financial institutions. The markets I covered were corn, wheat, soybeans, orange juice and crude oil. I enjoyed my previous job very much, but I am looking forward to the new challenges my position at Vreba-Hoff will bring.

My main responsibilities at Vreba-Hoff include developing and maintaining relationships with financial

institutions, and guiding projects through the financing process. The financing process includes developing financial projections for the various entities, preparing credit applications to submit to banks, answering any questions the banks have about a project, negotiating the terms of financing, and preparing the documentation needed to close the loans.

I live in a suburb of Detroit, so I have a long commute every morning. Like most people I try to spend as much time outside during the summer as my schedule will allow. So when I am not working, I enjoy golfing, boating and go-kart racing. During the colder months, I like to go to the movies, read and go to restaurants with friends.

I look forward to meeting many of you, and please feel free to give me a call if you have any questions about the financial structure in place at your dairy.

What Are Your Rights?



Of course we hope you never need to use the information in this article, but based on previous experiences we do feel that it is important to know that you have rights in case you are intimidated, threatened or assaulted.

We are not trying to give legal advise, however, when you feel intimidated, threatened or assaulted, we highly recommend that you take some action.

Next to several causes of action to address such situations, you should always go to the police and file a complaint. This can sometimes be the most effective way to address the situation.

State law provides a remedy against someone who is threatening or harassing another person due to his/her national origin. When a person knowingly causes the victim to believe that the offender will cause physical harm to the body or property of the victim or his/her

immediate family, or creates a substantial risk of physical harm to the victim's property, actually damages the victim's property or makes harassing phone calls to the victim, based on the national origin of the victim, this is called ethnic intimidation. To recover money damages from the offender, the victim must show that he/she experienced emotional distress.

Other possibilities would be to claim intentional infliction of mental distress. Basically this claim occurs when a person's extreme and outrageous behavior causes serious emotional harm to another person. Civil assault could also be claimed when an offender willfully threatens or attempts to touch or harm another person against his/her will.

Again, always go to the police first and file a complaint. For other legal options, we advise you to consult a lawyer.

How to Maximize Your Milk-Barn Harvest

Maximizing your dairy's milk-barn harvest as quickly as you can while minimizing mastitis and other problems is often easier said than done. Take a close look at the protocols in your parlor and boost milk quality and production by avoiding these nine bad habits in the milk barn:



→ **Inconsistent milking routine.**

One employee preps and works one way, another follows a different procedure. The morning crew has a different routine

from the evening shift. That inconsistency can stress cows and cause poor milk let-down, says Debora Bacon, dairy farm advisor with the University of California-Cooperative Extension. "Cows are more comfortable when they know what to expect," she says. Train your staff to follow the same milking routine during all shifts.

- **Yelling and prodding.** Cows should never be prodded or yelled at, says Ron Medeiros, a Washington-based customer service specialist with Varied Industries Corp. "You will get better milk production when you treat cows gently," he says. "Calm cows produce more oxytocin, which stimulates milk let-down. That's critical". Teach cows to move into the parlor gate on their own, Medeiros says. That's less time herding the animals, leaving more time for other work.
- **Inadequate equipment cleaning between milkings.** Deficient equipment sanitization practices can create a breeding ground for bacteria. Thoroughly clean milking equipment after each use, and sanitize it before the next milking.
- **Insufficient udder cleaning and drying.** Always clean and dry teats thoroughly before applying the milking machine. The most dangerous bacteria reside at the teat end, says Pamela Ruegg, Milk Quality Extension Specialist and associate professor in the dairy science department at the University of Wisconsin-Madison. Wet teat skin can boost the chances that these bacteria will

enter the mammary glands. Moreover, wet skin reduces the friction that's needed between the teat and the liner, which means the equipment won't adhere well. You can reduce the amount of time spent prepping your cows and minimize pathogen growth if your cows come to the parlor from bedding that keeps them clean, dry and comfortable. Removing udder and tail hair can bolster a cow's cleanliness as well, which is critical for harvesting high-quality milk.

- **Using the same drying-off towel multiple times.** That can spread mastitis-causing organisms and other bacteria. One towel per cow is a better idea. When cloth towels are used, they should be disinfected by washing with bleach or very hot water and drying at a high temperature in an automatic dryer.
- **Inadequate stimulation.** Slow down a little with your milk prep, Medeiros advises. Employees should spend a few seconds on forestripping with both hands. Waiting as much as 40 seconds after forestripping allows time for a full oxytocin release, which stimulates mammary gland cells to let down milk. It helps if your milkers understand a cow's physiology. They should know that, unless teats are stimulated, the milking machine can fail to remove the full volume of milk that sits in the cow's alveoli. Manual forestripping not only encourages milk let-down but also allows employees to detect signs of clinical mastitis or other problems.
- **Not getting full teat coverage when pre-or post-dipping.** If your milker only sprays one side of the teat, or does not cover the entire area with a solution, it's a wasted application. Make sure your milkers are dispersing spray on the near and far side of each teat.
- **Improperly aligned equipment.** If the milking unit is not aligned right, cows may be milked unevenly, leaving milk in the udder and setting them up for infection.
- **Wrong person, wrong job.** If a hard working, efficient milker is too short for the parlor and has a hard time milking, find a different position for that person and look for someone else for the milking parlor.

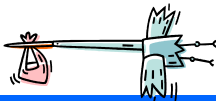
Source: agweb.com

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New Arrival



Congratulations to Tina and Lambert van der Made on the birth of their baby son Boden. Boden was born on March 6, 2007.



Congratulations to Resinia and Walter Manders on the birth of their baby girl Amber.

Amber was born on April 25, 2007 and will join sister Allison at their home in Weston.

Announcements

On **May 1, 2007** from 6 - 8 pm, a **Mortality Composting Certification Course** will take place at the Dunlap Memorial Hospital Community Room, 832 Main Street South, Orrville, OH. This school will fulfill the requirements for those wishing to be certified. There will be a \$10 fee to cover materials, payable at the door. Any questions regarding this opportunity should call Keith Diedrick at the Wayne County Extension office (330-264-8722).

FeelHome Technology

When people think about relocating, they sometimes are scared to lose contact with family and friends. Bart de Reu, dairy farmer and owner of computer and software company BACOM in Belgium, found a solution: FeelHome Technology.



FeelHome consists of a personalized website. Visitors of the website feel like they are at the front door in the USA and can press the virtual doorbell. The visitor can enter the web log where pictures, text and even video can be exchanged, including video chat. To secure privacy, the website can be protected with passwords. A demonstration is available at www.bacom.be/feelhome/demo. BACOM offers start up including construction of the website, homepage, blog, personalization, mailbox, e-mail addresses, set up and installation of video chat, etc. for €719 (excl. tax). If you are interested, please feel free to contact BACOM via www.bacom.be

New Web Address

The Consulate General of the United States in Amsterdam has changed their website address. You can now find them at <http://amsterdam.usconsulate.gov>

Safety First!

During recent months we have been hearing more and more tragic stories about lives lost due to collapsing silage faces in bunker silos.

When at a farm, people usually don't give a second thought when, for example, collecting feed samples.

Consider this: when you need to provide a feed sample, scrape it off and bring it to the front of the bunk with the pay loader. Don't let any one near bunker faces!

Single-Serve Milk at Subway

Last month, SUBWAY Restaurants became the latest quick-serve restaurant chain to offer low fat white and reduced-fat chocolate milk in plastic, single-serve bottles. The bottles milk will be a permanent beverage option. Dairy producers, through their checkoff investment, will work with SUBWAY to promote new milk offerings throughout the summer and fall. This partnership brings the total number of restaurants to offer milk in plastic bottles to more than 50,000 nationwide.

Source: Dairy Management, Inc.



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