



White Oak Mills

Dairy News Leaf

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Dauphin & Schuylkill County Meetings Scheduled

White Oak will hold two March dairy meetings.

The first is a Dauphin County Dairy Farm Meeting on **Wednesday, March 19 from 10 AM to 1:30 PM**

Ivan & Elizabeth Kauffman's farm
301 Garden Spot Road, Lykens, PA

During this meeting, attendees will break up into three groups and walk the farm for the following farm talks:

- **Cow Scoring**
Dr. Joy Lenker, Sunbury Animal Hospital
- **NDF & Fiber Evaluation Using a Shaker Box**
Dorothy Pastor, Diamond V
- **What Cow Manure Shows You About Nutrition**
Steve Snyder, White Oak Mills

Lunch will be served. Transportation is available.

The second meeting will be a Bovamine Dairy Meeting on **Tuesday, March 25 from 9:30 AM to 11:45 AM**
Jack's Spot, 1071 Vista Road, Pitman, PA

Breakfast will be served at 9:30 AM. NPC's John Gulya will lead this session. We'll discuss:

- How an efficient rumen is dependent on the small intestine
- How to help your cows get more out of your expensive forages and grains

In addition, an area dairyman will share his Bovamine experience.

To register for either meeting, please RSVP by calling White Oak Mills or your White Oak Dairy Specialist. These meetings are designed to benefit all dairy producers, so please feel free to invite a neighboring dairy. 🏡

Producer Spotlight | The Campbell Family ETC Farms, Gratz, PA

ETC Farms, a Dauphin County dairy operation owned by Earl and Tamie Campbell, focuses on cow management, raising their own replacement heifers, facility upgrades, and growing high-quality feedstuffs to maintain their healthy, well-producing cows.

Earl and Tamie began ETC Farms in 1978 on a rented dairy and then purchased their current Gratz, PA dairy farm in 1981. Five years later, they built a new dairy facility and added Harvestore silos.

Continually updating and expanding their facilities, the Campbells built a new heifer barn in 2005 and today house their 125 registered Holsteins in a 140-stall freestall barn that has been updated with side curtains, new freestall loops, improved ventilation, water beds, and LED lighting. Cows are milked in a double 4 surge

auto-flow parlor.

Their 110 milk cows, milked 2x, average 26,534 pounds of milk with a 3.7 butterfat and 3.2 protein.

The Campbell's son Grant, a 1998 Delaware Valley College large animal sciences graduate, and Grant's wife Terri, a 1998 PSU dairy

science graduate, take care of the cows while Earl oversees the crops and focuses on growing quality feedstuffs.

Using no-till practices, ETC Farms plants corn (for use as silage and grain), soybeans, wheat and rye for silage



(Left to right): Tamie and Earl Campbell with their son Grant (holding daughter Paige) and daughter-in-law Terri Campbell.

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Essentials for Achieving High Herd Performance

By *Steve Snyder*
White Oak Mills Dairy Specialist

What does it take to achieve a high performing herd? This is a question I have been asked frequently throughout my career. The answer will be variable from one herd manager or dairy specialist to another but there are several key points that will establish the foundation for herd performance. These include:

- **Teamwork** – Everyone involved in your operation, from the herd manager to the nutritionist to the veterinarian, need to have a working knowledge of the plan to achieve your desired goals.
- **Quality Cattle** – Pay special attention to genetics, breeding practices, and herd health.
- **Quality Forages** – Consider the quality and consistency of both home-raised forages and grains.

- **Cow Comfort** – Take into account stall design, bedding, cooling, and cleanliness.

In addition to these basic principles, it will be necessary to consider the following factors if you want to achieve a herd average of 100+ lbs per day:

- **3X (or More) a Day Milking** – Though this practice is a major investment of man power and resources, the stress of producing 100 pounds of milk per day can be significantly decreased by milking more frequently. This helps to maintain herd health.
- **Use of rBST** – Though controversy continues with the use of rBST, it has been shown to increase productivity. Each herd manager must consider whether the use of rBST fits into their production philosophy.
- **Extended Day Lighting** – By

extending the daylight hours in your barn, the cows will be stimulated to consume more forage and therefore will produce more milk.

From the nutritionist perspective, there are several products and practices that are beneficial in supporting high herd performance, including:

- **Amino Acid Balancing** – By properly balancing the amino acid levels in the cow's diet, production will increase. It's important to consider more than just crude protein.
- **Rumen Inert Fats** – At high levels of production, it is important to have rumen inert fats available to maintain energy levels needed to sustain production.
- **Rumensin** – Since its FDA approval in 2005, Rumensin has become a staple in the diets of many high-producing herds.
- **Toxin Binders** – By binding toxins in the cow's digestive system, herd health can be improved or maintained with the use of these products. However, keep in mind that not all toxin binders are the same. Work with your dairy nutritionist to determine which product is right for your herd. It all goes back to teamwork!

If you are interested in learning more about improving your herd performance, please contact your White Oak Mills Dairy Specialist. We are here to be an active member of your TEAM. 🏡

Producer Spotlight: ETC Farms — *Continued from page 1* —

on their own 140 acres and on an additional 420 rented acres.

“We feed what we grow on-farm,” says Grant. “White Oak balances our cows’ nutrition so that we can make milk using our own forages and grains. Bruce and White Oak provide us with high-quality, balanced rations based on our on-farm forages and grains, and this helps minimize our purchased feed expenses.”

White Oak’s Director of Dairy Bruce Kreider works with the Campbells.

The Campbells purchase a custom

22% calf starter pellet, custom heifer meal, custom dry cow meal, canola meal, custom milk cow PFB, and Bovamine Dairy from White Oak.

“We are a whole-farm White Oak account, says Grant. “And we view our relationship with White Oak and Bruce as a partnership. The best off-farm commodity you can buy is a nutritionist. We appreciate White Oak’s overall service.”

In addition to their farm life, Grant and Terri also show their cows locally. They exhibited the Holstein Junior Champion at the 2014 PA Farm Show. 🏡

