



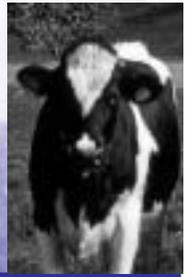
White Oak Mills

Dairy News Leaf

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A White Oak Mills Dairy Customer Newsletter

April / May 2012



Milk Replacer with the Dairy Professional in Mind

After much research, White Oak Mills is adding a new product to its Century III Milk Replacer family: **Century III High Performance 24-17**. This is an all-milk amino acid balanced 24% protein - 17% fat milk replacer developed for professionals.

As the year progresses, it will be necessary to monitor all costs and decide what is best for your dairy. From a business perspective, this starts at birth. Calves and heifers are your future, and therefore require proper feeding so that they get bred at the correct weight and begin calving in approximately 22-24 months. **Century III High Performance 24-17** has the ability to help you lower costs and increase growths.

Here is what research has proven: **Century III High Performance 24-17** is developed with

the calf raiser in mind ... with the goal of fostering the baby calves' growth and development. **Century III High Performance 24-17** is formulated with proprietary neonatal nutritional technologies NeoTec4 and AmNeo. NeoTec4 is a combination of essential fatty acids, and AmNeo is a combination of amino acids that have been extensively researched and field-tested over the last 10



years. The combination of NeoTec4 and AmNeo has been shown to help accomplish the most important goals of any calf raiser:

- 1) Improve ADG
- 2) Improve feed efficiency
- 3) Reduce scours
- 4) Improve frame growth
- 5) Feeds like a 26% protein milk replacer
- 6) Improved starter uptake

Call your White Oak Mills Dairy Specialist for more information. 

Producer Spotlight: Christian Landis Stevens, PA

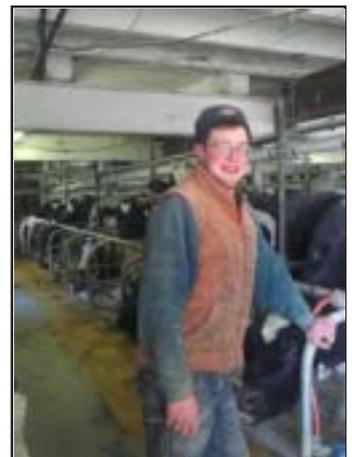
By J.C. Hammond
White Oak Mills Dairy Specialist

Milking cows for not quite two years, Chris has a lot to look forward to. Having purchased his herd of primarily Holstein dairy cattle from two dairymen in western Pennsylvania and heifers from a heifer raiser in New York State, he moved into a facility where his grandfather had once milked cows and wasted little time getting his cows adjusted to their new environment. As with any new business, there were times that the grass was greener outside the industry. That did not deter Chris from his goals.

Chris switched to White Oak Mills in September 2011 due to nearly unbearable fresh cow issues. At that time,

he was experiencing poor fresh cow health and difficulty getting cows bred back.

In October 2011 Chris switched to a White Oak Mills custom complete feed with Bovamine. Over the last few months, the herd health and reproduction have improved. Milk production is up over 20 pounds from where it was in the beginning of the program. His cows are averaging over 75 pounds of milk with increasing weights each month. In addition to personal high milk yields, Chris is



Christian Landis, 44 cows

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Employee Spotlight:

Kelle Bell

Customer Service / Accounts Payable

A company is only as good as its employees. Therefore over the next few months, White Oak would like to take the opportunity to introduce you to some of the individuals who make it possible for us to serve you.

If you were to visit White Oak's offices, chances are Kelle Bell would be the first person you'd meet, so we'll begin with Kelle.

Kelle has been a White Oak Mills employee for eight years. She serves as one of four customer service representatives and as White Oak's receptionist. She also enters all Accounts Payable for the Company. When you call White Oak Mills to place an order or ask a question, Kelle strives to address your needs efficiently, cheerfully, and professionally.

Kelle believes that good rapport and positive relationships with White Oak customers are important ... and that this provides opportunity for the Company to better adapt its services to customer needs. "I enjoy my work at White Oak," says Kelle, "and am thankful for the people who I work with, in a combined effort, to

acid bacteria and an unique strain of *L. buchneri*, giving great fermentation AND feed-out stability.

Biomax 5 continues to be the inoculant of choice, with proven ability to reduce silage pH and drive high levels of lactic acid in the fermentation process. **Biomax MP** is available as a budget choice for fermentation of haycrop forages.

Contact your White Oak Dairy Specialist for prices and availability. 📍



Kelle Bell, White Oak Customer Service / Accounts Payable

provide excellent customer service."

Kelle is a Lancaster County native. She currently resides in Mount Joy with her husband, daughter and two dogs. 🐕

New Silage Inoculants Available

In addition to our proven line of **Biomax 5** and **Biomax MP** silage inoculants, White Oak Mills is also offering two new inoculants from CHR Hansen. These new inoculants are developed for some very specific purposes, as described herein.

For wetter silages, **SiloSolve MC** contains three strains of lactic acid bacteria, including one strain which has a patented ability to control undesirable microbials such as clostridia. It's ideal for rye and haylage.

For oxygen-limiting silos – **SiloSolve AS** – a combination of fast-growing and competitive lactic

Producer Spotlight

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experiencing better reproduction performance and minimal fresh cow challenges. We've calculated his feed savings to be nearly \$700 per month while gaining the extra milk.

I attribute a lot of this to Chris' high-quality forages and on-farm management. This year he'll focus on making more high-quality forages and monitoring his income over feed costs ... with White Oak's assistance.

The dairymen who will remain dairying into the future never stop learning ... and will operate their farms as a business first and as a livelihood second. 📍



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