



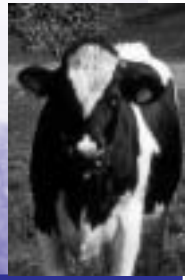
White Oak Mills

Dairy News Leaf

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Corn Silage Harvest

By Dean Kessler

White Oak Mills Dairy Specialist

While most of us have been harvesting corn silage for years, it doesn't hurt to review some key points.

Proper Stage of Maturity -- 3 Theories

1. Black layer stage. A useful tool, but the drawback is that it can too easily result in corn silage that is too dry.
2. Look at the milk line. When the milk line is halfway down the kernel, it is time to harvest. This seems to give better silage for lactating cows. However, relying solely on this method can result in silage that does not have the right whole plant moisture.
3. Check whole plant moisture by chopping a representative amount from a field and checking the moisture level.

Moisture levels should be 60-65% for upright silos and 65-70% for bunker silos.

Silage that is too wet will produce seepage. This means loss of soluble nutrients, longer fermentation time, and lower quality silage. Silage that is too dry will not pack well, and there will be a longer time in the aerobic phase of fermentation before passing into the anaerobic phase, resulting in lower quality silage. Whole plant moisture is the key to optimizing yield and quality.

Chop Length

Most recommended -- 3/8" TLC for unprocessed silage and 3/4" for processed silage. These recommendations may vary slightly depending on the maturity of the plant. Less than 3/8" TLC with conventional choppers will help avoid unbroken kernels, which will pass through the cow undigested, and large pieces of cob, which will encourage

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Producer Spotlight: Cliff Sensenig Kirkwood, PA

Managing 100 milk cows and milking three times a day, **Cliff Sensenig**, of Kirkwood, PA, has an impressive dairy operation.

Beginning his Holstein operation 15 years ago, Cliff now employs one full-time herdsman and crop-farms 200 acres of corn, soybeans, and alfalfa.

In January 2007, Cliff began working with White Oak's Bruce Kreider on dairy nutrition. "I value Bruce's expertise in the field and on-farm," says Cliff. Using his own forages and corn, Cliff purchases custom milk cow and dry cow concentrates, Century III Milk Replacer, Super Calf, Heifer VMR, and Bovamine from White Oak. The cows are currently averaging 81 pounds of milk and 3.6 butterfat.


Cliff's newest farm project: renewable energy -- implementing a methane digester. The digester, which is expected to be completed by mid-September, will power a 200 kilowatt generator to produce electricity on-farm.

The digester will use manure from Cliff's dairy business. It will also rely on manure piped underground 1500 feet from his uncle's neighboring dairy farm as well as manure from his brother's chicken and hog farms, the later of which will be transported via a one-mile pipe underground.



Cliff and Andrea Sensenig, with their three children

"I'm impressed with Cliff's ability to organize and implement projects on-farm, including the digester, and his overall improvement and expansion of his dairy and cropping business," says Bruce.

Cliff's dairy operation will be featured on November 1 as part of a Pennsylvania Center for Dairy Excellence open house and dairy tour to be held in conjunction with the Professional Dairy Managers of Pennsylvania. 

Employee Spotlight:

Todd Cirelli White Oak Mills Chief Operating Officer

As our motto indicates, White Oak Mills continually strives to provide producers with high-quality feeds. To meet our customer's needs, White Oak manufactures and delivers feeds 24 hours a day Monday through Saturday year-round and relies on the operations management and oversight provided by **Todd Cirelli**, of Mechanicsburg.

The Company recently named Todd as its Chief Operating Officer. Since January 2000, Todd has served as White Oak's Mill Operations Manager.

Todd's responsibilities include directly overseeing White Oak's production, maintenance, quality assurance, and transportation departments, and, with his new position, all day-to-day internal operations.

Todd earned his bachelor's degree in English from the University of Pittsburgh and a master's degree in business administration from Colorado State University.

Prior to joining White Oak Mills, he worked as an assistant production manager / packing department

manager for Ralston Purina Company, Mechanicsburg, for nearly two years after working for



Todd Cirelli

Ralston, in Colorado, for one-year.

During Todd's 13 years with White Oak, he's seen a lot of growth. "By keeping our plant and truck fleet current with the latest technology, we're able to adapt to our customers' demands," says Todd. "We have an automated facility that allows us to be extremely accurate, flexible and efficient."

Todd has been married for 14 years and has two children. 🏡

Transition Cow Management

By *J.C. Hammond*
White Oak Mills Dairy Specialist

Need to save money? Don't cut the dry cow and heifer program. In tough economic times, we may feel the need to cut out certain feed ingredients or change feedstuffs provided to our herds. There are right and wrong ways to do this. The wrong way would be to decrease or eliminate the feed fed to dry cows and heifers. Heifers and dry cows represent the herd's future. Therefore, if you plan on being in business for the next two to three years and own efficient cattle that produce quality milk, then feed the dry cows and heifers to meet their genetic potential.

I know of herds that, in 2009, stopped feeding grain and minerals to save money. At the time, it seemed this was the only way to cut cost. Now in 2012 these heifers that survived are in the milking string, and what do we see?

- * Decreased weight and height
- * Decreased peak milk

- * Decreased 305 milk
- * Overall decrease in feed efficiency and IOFC
- * Increase in age at calving

What if we cut out grain and minerals from the dry cow diet? Unless adequately balanced forages are fed with a lower than average DCAD, expect the following:

- * Increase in metabolic problems
- * Decrease in pregnancy and conception rates
- * Decreased production
- * Higher cost of production
- * Decreased feed efficiency
- * Lower 305 milk

In 2009, the problem was low milk prices. To compensate and save money, we made a less efficient two-year-old that was unable to perform well when the milk market was high. We will have peaks and valleys in the market. The best practice will be to be consistent and feed in a balanced, economical way so that you can be profitable in both good and bad times. 🏡

Corn Silage –Continued from page 1–

sorting ... but this will reduce effective fiber. Raising the cutting height for silage will increase milk per ton but will lower total tonnage. You will need to evaluate your needs for quality versus quantity.

Additives -- Three Basic Types

1. Bacterial Inoculants – Increase the "good" bacteria resulting in faster lactic acid buildup.
2. Acids – Help prevent buildup of molds and bad bacteria.
3. Non-Protein Nitrogen Sources (Urea) – Increase silage protein levels. Recommended: 10 lbs / ton.

Test Corn Silage for Nutrient Content

Corn silage can be a high-yielding, high-energy forage but can vary greatly between varieties, farms and years. Not feeding this important resource properly will affect profits. 🏡

