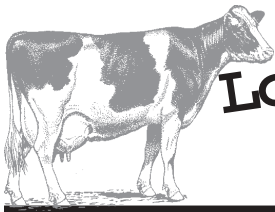




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Louisiana

Dairy Digest

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January - February 2008

Dairy Market News

Farm Bill Update – Senate Continues to Struggle

Congress reconvened after their Thanksgiving recess on December 4 and the Senate leadership immediately began working to resolve the problems related to debating the Farm Bill. The central difficulty was to limit the number of amendments offered on the floor of the Senate. Both Democrats and Republicans are claiming that the other party is holding up the passage of the next Farm Bill and President Bush is maintaining his veto threat if the legislation contains certain features related to funding various programs through increased taxes. However, the Senate proposes to pass its version of the next Farm Bill by late December. Then, the differences between the House and Senate version must be reconciled before sending this legislation to the President for his signature or veto. Bottom line, there are still many obstacles that must be overcome before the next Farm Bill become a reality.

Advanced Class I Price Falls Again by \$1.41-cents to \$23.14 per cwt. for December

The December Advanced Class I milk price will be \$23.14 per cwt., which represents a \$1.41 (-5.7%) decrease below the corresponding November price and is an astounding \$7.61 (+49.0%) greater than the December 2006 price. Cheese prices have been volatile over the past 5-6 weeks and has set a new record high during mid-November of more than \$2.20 per pound (breaking the previous record of \$2.20 set in April 2004) after more than 7-8 weeks in the mid-\$1.80 range. Current prices are still above the \$2.00 per pound mark. Butter prices have rebounded to near \$1.40 level then retreated to \$1.33 due to uncertain market conditions as well as strong domestic and international demand. Nonfat dry milk (NDM) prices have finally succumbed to the pressures of increasing output and inventories by falling from their record level of \$2.11 per pound to \$1.85 in early November. However, the good news is that NDM prices have remained steady over the past month at this lower price level. Dried whey prices joined the rebounding cheese and butter markets and were reported by the USDA at 45.59 cents per pound on December 7. For the tenth straight month, there will be no MILC-X payment for December 2007.

Uniform Blend Price for November Increases Slightly from the Original Estimate

The November uniform blend price was announced on December 12 at \$23.46 which is slightly higher than the original estimate of \$23.25 and is \$0.10 higher than the October uniform blend price. The higher price is due in part to higher than expected Class I utilization. The Class I utilization is 3.25 % higher than the 5 year average. Class prices and utilization for November milk are:

	Class I	Class II	Class III	Class IV
Price, \$/cwt	\$24.55	\$22.07	\$19.22	\$20.40
Utilization, %	70.33 %	8.38 %	18.06 %	3.23 %

Producers in South Louisiana can expect a net pay price between \$22.55 and \$23.20 for milk produced in November depending on deductions, butterfat and incentives

Milk Production Increases 1.9% for the First 10 Month of 2007.

National milk production statistics for October 2007 indicate that U.S. milk output increased for an astonishing 40th consecutive month when comparing this month to the same month of the previous year. The October report demonstrates clearly that milk producers are reacting to record high milk prices and are expanding milk production. According to USDA statistics, the national dairy herd increased 62,000 (up 0.7%) head in October while output per cow grew by 46 pounds (2.8%) compared to the same month last year. National milk output increased at an annual rate of 1.9% (2,891 million pounds) during the first 10 months of 2007 versus the same period of 2006. The USDA reported November 2007 milk-feed price ratio at 3.00, which is 9 points lower than the revised October ratio of 3.09 and 56 points higher than the 2.44 recorded for November 2006. The milk-feed price ratio declined for November despite an increase in the All Milk Price from \$21.40 to \$21.60 per cwt because of a substantial increase in corn and soybean prices. The industry's rule of thumb indicates that when the milk-feed price is greater than 3.0, conditions tend to favor an expansion of farm-level milk supplies.

Dairy Product Prices.

Dairy product markets have experienced a great deal of volatility during November as various market factors make traders very wary about which direction to push product prices. International demand and a very weak U.S. dollar have made American cheeses a "good value" in many countries and has caused exports to jump to unprecedented levels. Cheese prices have whipsawed up and down but are returning to record highs. The Chicago Mercantile Exchange (CME) 40-pound block prices rebounded and rose 18.25 cents over the past six weeks while 500-pound barrel cheese prices also grew by 23 cents per pound. In addition, Grade AA butter prices rose slightly in price while Grade A nonfat dry milk (NDM) price fell, but stabilized, from \$2.00 to \$1.85 per pound over the same six weeks. Once again, high powder prices have prevented the USDA's Commodity Credit Corporation (CCC) from purchasing any NDM for 18 months.

Futures Prices and Near-term Market Outlook.

Repeating what was happening in cheese and butter markets during October; November witnessed sharp increases in Class III prices and a slight weakening of butter future markets prices as shown in the table below. This reinforces the reluctance of the dairy industry to provide any strong direction to product prices and is clearly displayed by the Chicago Mercantile Exchange (CME) futures contract prices for the upcoming three months. International demand for U.S. cheese has overwhelmed the negative aspects of mounting cheese production and has bolstered Class III prices while mounting commercial inventories has dampened cash settled butter futures prices. The table below clearly shows that traders expect the outlook for Class III has improved significantly while Class IV (butter) milk prices are expected to remain sluggish over the next three months.

CME Dairy Futures Contract Prices	November 1 Settlement Prices	December 7 Settlement Prices	Percentage Change Nov. 1 to Dec. 7
Class III Milk Futures	— \$/cwt —	— \$/cwt —	
December Contract	\$17.99	\$20.40	-13.4%
January Contract	\$16.95	\$18.41	-8.6%
February Contract	\$16.35	\$17.39	-6.4%
Butter Futures (Cash)	— \$/lb —	— \$/lb —	
December Contract	\$1.3400	\$1.3200	-1.5%
January Contract	\$1.3600	\$1.3600	No Change
February Contract	\$1.3900	\$1.3850	-0.4%

Dairy Scholarships and Ag Related Jobs Available
Bruce F. Jenny, Professor
Dairy Science Division, School of Animal Sciences

The Dairy Science Division in the School of Animal Sciences recently awarded seventeen \$2,000 scholarships for the 2007-08 school year to students with concentrations in dairy production or dairy foods technology. These scholarships were awarded to incoming freshmen and to students continuing in or transferring to one of the dairy science concentrations. The scholarships can be renewed for up to four years giving a total value of \$8,000 when awarded to an entering freshman. Additional scholarships are still available to students interested in dairy science.

People with a background or interest in agriculture are in demand by the agricultural industry. The number of people interested in agricultural related careers has declined as farm numbers have declined and the number of qualified people available to fill agricultural related career positions has continued to fall behind demand. The USDA has estimated that there will be more than 52,000 job openings annually awaiting agricultural graduates during the next three years and only about 49,300 qualified graduates available annually to fill these positions. Approximately 32,300 qualified students will come from programs in agricultural and life sciences, forestry and veterinary sciences and the remaining qualified students will be drawn from allied programs such as biological sciences, engineering and business. A strong demand for students with agricultural interests and backgrounds will continue for many years.

Students having an interest in agriculture are encouraged to consider the programs offered in the Dairy Science Division of the School of Animal Sciences. The dairy science concentrations are science based but have enough flexibility for students to take courses in other areas of interest or to take courses required for admission to veterinary school or graduate school. There are good career opportunities and demand for college-educated dairy science students. If you or someone you know is interested in the dairy science programs and scholarships please contact Dr. Bruce Jenny or Dr. Cathy Williams in the Dairy Science Division of the School of Animal Sciences at 225-578-4411 for more information.

Alfalfa Baleage Production, Quality, and Persistence – Three Year Summary.
Mike McCormick, Professor and Resident Coordinator, Tara Doughty, and Randy Walz, Research Associates, Southeast Research Station

Alfalfa is the premiere forage used in most Midwestern and Western U.S. dairies, though trucking costs usually limit widespread incorporation of this nutritious forage in diets of southern dairy cows. Legume production in the south has been hampered due to a hostile summer time environment, acid soils, insect pressure, and plant diseases. Earlier plot work at the Southeast Research Station indicated that alfalfa harvested at 4-week intervals (early bloom) rarely survived more than one year, but delaying harvest to at least 6 weeks promoted stand longevity.

A twelve acre field of alfalfa was planted November 21, 2002 to determine the feasibility/economic potential of growing alfalfa in southern Louisiana. Optimum management practices were employed including liming soil to a 7.0 pH, fertilizing with N, P, K, S, and B according to soil recommendations, using inoculated seed, harvesting at 6-week intervals, and suppressing weeds and insects. Details on planting and management procedures may be found in the 2003 Southeast Research Station Field Day Summaries, LSU AgCenter Research Summary #153, All forage was cut with a mower-conditioner, left in windrows for about 24 hours, baled and individually wrapped in stretch film. Data on yield per acre, forage quality, plant density, and weed infestation were collected following each cutting. Economic data on establishment costs, baleage production costs, and hay value were collected. The project was terminated in the fall of 2005 (year 3).

Results

Yield, quality, and persistence data are presented in Table 1. Initial stand establishment was excellent with over 9 plants per square foot in the early spring of year-1 post-establishment. Four to five cutting were made in each of the three years in which the alfalfa was evaluated. Warm early spring temperatures promoted early growth and the first harvest was usually taken by mid-April of each year. This first cutting, though yielding only about 2.5 bales per acre, was the highest quality often averaging over 24% protein and 65% TDN. Typically, mid-summer cuttings yielded the most forage (4-5 bales per acre), but forage quality was considerably lower. Sevin was applied in early July of year 1 to control fall army worms. By the end of year one, alfalfa plant density had declined considerably and increasing weed pressure was evident. Never the less, close to 5 tons of hay equivalent per acre were harvested in year one and net returns of \$150.76 per acre were realized.

In early summer of year two an additional one ton of lime per acre and more K, P, S, and B fertilizer were applied. Aphid damage was substantial in the early summer of the second year which weakened the stand. In addition, a tropical storm struck the area just before time to harvest dumping over 10 inches of rain on the alfalfa field. This caused the alfalfa to lodge and considerable disease and leaf loss occurred. Again, yields were similar to year one at about 5 tons of hay equivalent per acre, though weed competition increased from 1.8 to 4.3 plants per square ft. The herbicide Poast-Plus was applied in late summer in attempt to control Johnsongrass and crabgrass, Net returns, compared to trucking in similar quality hay, were \$169.21 per acre.

In the spring of year three the remaining alfalfa stand appeared healthy, though it was heavily infested with annual ryegrass and nutsedge. By late summer the ryegrass was replaced by crabgrass and the last cutting contained about 25% alfalfa and 75% weeds, primarily crabgrass. At the last cutting in mid-August 2005, baleage quality had diminished greatly with protein falling below 12% and TDN below 52%. The alfalfa field was abandoned after Hurricane Katrina struck on August 29, 2005.

In summary, we learned that alfalfa may be grown in Louisiana and will store well as baleage, particularly when baled at about 50% moisture and wrapped with six layers of plastic stretch film. Baleage yield was adequate to be moderately profitable for two years, but quality of most cuttings was inferior to alfalfa hay imported from out of state. Major deterrents to stand longevity appeared to be plant diseases (related to high rain fall) and weed encroachment. Future research should focus on herbicide resistant varieties that are also resistant to fungal-type plant diseases.

Table 1. Alfalfa yield, quality, persistence, and market value (summarized by year¹).

Year	Annual Yield/acre		Dry Matter	Forage Quality		Stand Persistence (Plants/Sq. Ft.)		Net Returns ³ \$/acre
	Bales	Tons		Protein	TDN ²	Alfalfa	Weeds	
2003	11.50	4.90	58.5 %	17.2 %	59.2 %	5.4	1.8	\$150.76
2004	12.40	5.18	54.6 %	17.5 %	61.2 %	5.7	4.3	\$169.21
2005 ⁴	10.20	3.65	55.3 %	13.8 %	52.7 %	2.6	6.6	\$ -8.58

¹ Yields based on 4-5 harvests per year.

² Total digestible nutrients.

³ Based on hay market value less annual production costs and prorated establishment costs. Establishment costs were \$320.85/acre prorated over three years. Annual production costs for 2003-2005 were \$318.99, \$416.14, and \$212.59/acre, respectively).

⁴ Last (8/11/05) cutting valued at \$60/ton due to heavy weed (crabgrass) contamination.

Current Feed Prices for the Southeast

USDA-AR Market News, Memphis Weekly Feed Report, Little Rock, AR, Tuesday, Dec 11, 2007

Wholesale prices, dollars per ton, bulk, rail or truck fob, Memphis and eastern Arkansas areas unless otherwise stated.

Soybean Meal 44% sol (+24 Jan)	337.90	up 36.10
Soybean Meal 48% sol (+13 +31 Jan)	326.90-344.90	up 19.10-36.10
Cottonseed Meal 41 pct solvent	195.00	up 10.00
Whole Cottonseed	228.00	dn 10.00
Wheat Midds (delivered)	NA	
Corn Gluten Meal 60 pct protein	515.00	up 30.00 No Availability
Corn Gluten Feed Pellets 20 pct prot	150.00	unch No Availability
Corn Solvent Extracted Meal	150.00	unch No Availability
Soybean Hulls	140.00	up 7.00
Rice Bran		
Arkansas	90.00-125.00	unch
Louisiana	100.00	up 5.00 unch
Texas	95.00-110.00	unch up 10.00
Rice Millfeed		
Arkansas	52.00-60.00	unch up 2.00
Louisiana	45.00	unch
Texas	45.00	unch

Whole Cottonseed is still worth the Price

Charles F. Hutchison, Professor

Dairy Division, School of Animal Sciences

Whole cottonseed has been a staple in the ration of lactating dairy animals in the Southeast for many years. Whole cottonseed combines several nutrients into one package. Cottonseed contains a medium level of protein, high in energy and contains a fairly high amount of fiber that is a very effective fiber along with a source of supplemental fat. Even though the fat content is primarily poly-unsaturated fatty acids which can interfere with fiber digestion in the rumen the fat is released slowly due to the slower digestibility of the hull as compared to a product like soybeans. The feeding of whole cottonseed has a tendency to help increase butterfat levels in the milk, maintain or increase milk production and help with body condition.

The price for whole cottonseed like most of the other feedstuffs commonly used in dairy rations has increased dramatically in 2007 and particularly in the fall of the year. The old threshold for whether or not to look at keeping whole cottonseed in the ration was \$200 per ton. These prices were seen during the middle of ginning season this year. Most producers were not able to get any long term booking of whole cottonseed this fall. The current price now is above \$250.00 per ton and supplies are tight. The reasons for such a surge in price are many acres were planted in corn or soybeans instead of cotton, increased demand among bio-diesel manufacturers and crushers for cottonseed oil. The one bright spot is an increase in the yield per acre this fall. On November 23, the USDA forecast domestic production to reach 6.54 million tons in 2007 which is up by 252,000 tons from the October estimate of 6.29 million tons. Even with the increased yields cottonseed supplies will continue to be tight and prices high through most of 2008.

Most producers want to know: Should I take whole cottonseed out of the ration due to the high price? Based on corn selling for over \$200 per ton and soybean meal at over \$330 per ton depending on the energy level that you estimate for whole cottonseed, using a program that compares these products and prices on strictly an energy and protein basis, then whole cottonseed is still worth the cost. This does not take into account the effective fiber from whole cottonseed and that feeding about 5 pounds of whole cottonseed per head will yield about 2 to 3 units of additional butterfat. The best advice would be for you to work with your nutritional advisor to determine exactly how much cottonseed can be used in your ration based on the forages and other ingredients in the ration and the availability and price of other ingredients and the lactation status of the herd.

Current Cattle Prices - Selected Markets

Source - MO Dept of Ag - USDA Market News, 11/28/2007

Springfield, Missouri – Springfield Livestock Marketing Center

Special Dairy Heifer Sale Report for 11/27/07

Receipts: 871 Last Month: 766 Last year: 930

Demand was good. Supply was moderate with 12% springer heifers, 20% bred heifers, 30% open heifers, 02% fresh and milking cows, 05% bred and springer cows, and 10% calves.

Holsteins unless noted otherwise. Prices per head.

Springer heifers bred seven to nine months:

Supreme - 1950.00-2300.00, Indiv Crossbred 1975.00

Approved – 1500.00-1950.00, Indiv Jersey 1875.00,

Crossbreds 1400.00-1725.00

Medium - 1200.00-1425.00, Crossbreds 850.00-1050.00

Heifers bred three to six months:

Supreme - 2000.00-2200.00

Approved – 1500.00-1990.00, Crossbreds 1660.00-1775.00

Medium - 1000.00-1475.00, Crossbreds 1150.00-1500.00

Common - 700.00- 870.00, Crossbreds 525.00- 980.00

Open heifers:

Approved- 200-300 lbs 625.00- 850.00
300-400 lbs 825.00-1050.00, Crossbreds 635.00- 775.00
500-600 lbs 875.00-1130.00
600-800 lbs Too few to quote
Medium - 400-500 lbs 830.00-1010.00
500-600 lbs Crossbreds 635.00- 850.00
600-800 lbs Too few to quote
Common – 300-400 lbs Crossbreds 250.00- 560.00

Replacement cows:

Fresh and Milking cows:

Approved – Indiv 1630.00
Medium - 875.00-1425.00, Crossbreds 700.00-1000.00

Springer cows bred seven to nine months:

Supreme - Indiv 1700.00
Approved– 1450.00-1800.00, Crossbreds 1300.00-1600.00
Medium - 1000.00-1400.00, Crossbreds 925.00-1275.00

Cows bred one to six months:

Approved- Few 1475.00-1525.00, Few Jerseys 1600.00-1725.00
Medium - 1100.00-1400.00, Crossbreds 700.00-1235.00

Baby calves:

Holstein heifers 140.00-525.00
Holstein bulls 60.00-130.00, small 10.00-55.00
Jersey bulls 10.00- 50.00
Crossbred bulls 10.00- 80.00

Source - Louisiana Dept. of Ag. & For. - USDA Market News

Kentwood Livestock Auction held in Kentwood for Wednesday, December 5, 2007.

Receipts: 291 - Prices Compared to Wednesday, November 28.

SLAUGHTER COWS: 1.00-2.00 higher;

Bulls 1.00-2.00 higher; Feeder Steers & Heifers No comparisons available;
Slaughter cows made up 25% of the offerings; Dairy/Replacements 15%; Feeders under 600 lbs 30%; and over 600 lbs 30% Baby Calves; The feeder supply included 56% steers/bulls and 44% Heifers.

SLAUGHTER CLASSES:

Boners 80-85% 850-1200 lbs 43.00-47.00
Boners High Yielding 80-85% over 1200 lbs one to 50.00
Lean 85-90% 850-1200 lbs 40.00-44.00

BULLS: Yield grade 1-2, 1500-2000 lbs (1)59.00.

CALVES: Holstein bulls sold by the head 15.00-50.00, over 80 lbs 60.00-85.00.

FEEDER STEERS: Medium & Large 1-2, 200-300 lbs 123.00-134.00; 300-400 lbs 115.00-125.00; 400-500 lbs 105.00-110.00.
Medium & Large 3, 300-400 lbs 110.00-120.00.

FEEDER HEIFERS: Medium & Large 1-2, 300-350 lbs 103.00-110.00, 350-400 lbs 95.00-104.00.

DAIRY REPLACEMENTS: 1st calf heifers medium 1250.00-1575.00.

Source - KY Dept of Ag - USDA Market News, 11/09/2007

Mammoth Cave Dairy Auction, Inc., Smiths Grove, KY

Holsteins unless otherwise stated. (prices per head), Receipts: 950

Supply: Springers 45 percent; Open Heifers 15 percent; Fresh milking cows 5 percent; Cows-Bulls 30 percent; Others 5 percent.

Springers: (2-3 years old, 5-8 months bred)

Supreme 1100-1500 lbs 1860.00-2300.00, couple to 2390.00; Approved 1100-1450 lbs 1560.00-1840.00;

Medium 1100-1400 lbs 1100.00-1475.00, few to 1530.00; Common 950-1400 lbs 700.00-1050.00.

Jersey-Jersey x: Supreme-Approved: 750-950 lbs 1520.00-1790.00.

Shortbred: (1-3 months bred)

Supreme 950-1275 lbs 1800.00-2050.00; Approved 900-1250 lbs 1570.00-1760.00;

Medium 875-1200 lbs 1200.00-1540.00; Common 800-1100 lbs 770.00-1140.00.

Springers: (4-6 years old, 5-8 months bred) Approved 1250-1600 lbs 1170.00-

1400.00; Medium 1100-1550 lbs 950.00-1200.00; Common 875-1300 lbs 380.00-740.00.

Fresh Milking Cows: (2-5 years old)

Supreme 1300-1500 lbs 1870.00-2040.00, ind 2700.00; (2-6 years old) Approved 1100-1500 lbs 1400.00-1760.00,

couple Jersey-Jersey x 1660.00-1700.00; Medium 975-1400 lbs 930.00-1320.00;

Common 875-1500 lbs 430.00-850.00.

Open Heifers:

Approved 140-200 lbs 670.00-760.00; 300-450 lbs 830.00-970.00; 450-600 lbs 950.00-1200.00;

Jersey 160-250 lbs 610.00-700.00; few 650-750 lbs 1370.00-1540.00;

Jersey x 325-400 lbs 650.00-860.00; Medium 135-240 lbs 500.00-680.00; 250-400 lbs 530.00-770.00;

400-600 lbs 750.00-900.00.

Heifer Calves:

Medium and Large 460.00-700.00; Medium-Small 210.00-320.00; Small 130.00-180.00.

Holstein Bull Calves: Medium and Large 60.00-100.00; Small 20.00-50.00.

Slaughter Cows:

	Percent Lean	Weight	Avg-Dress	Hi-Dress	Lo-Dress
Breaker	75-80	1000-1600	45.00-50.50	50.50-54.50	
Boner	80-85	950-1550	42.00-49.00		
Lean	85-90	850-1500	33.50-41.50		27.50-33.50

Slaughter Bulls:

Y.G.	Weights	Carcass Boning Percent	Range
1-2	1400-1800	78-81	56.50-61.50, ind 64.50
2	1100-1700	75-77	48.50-54.50

Source - GA Dept of Ag - USDA Market News, 11/09/2007
Georgia Dairy Auction at Mid-Georgia Livestock; Receipts: 317.

Springers:

27 percent, open heifers 39 percent, fresh milking 24 percent, calves 10 percent.

Springers: 2 to 4 years old 5 to 8 months bred;

US 1 1100-1500 lbs 2050.00-2325.00; US 2 1075-1475 lbs 1750.00-1950.00; US 3 1000-1450 lbs 1200.00-1675.00;
US 4 1000-1450 lbs 650.00-1150.00.

Springers: 4 to 6 years old 5 to 8 months bred;

US 1 1100-1650 lbs; US 2 1075-1500 lbs 1475.00-1650.00; US 3 1000-1400 lbs 925.00-1425.00;
US 4 950-1400 lbs, 625.00.

Fresh Milking Cows: 2 to 5 years;

US 1 1100-1450 lbs 2200.00-2450.00; US 2 1100-1400 lbs 1750.00-1925.00; 2 to 6 years;
US 3 950-1400 lbs 1100.00-1700.00; US 4 950-1250 lbs 575.00-1050.00.

Open heifers:

US 2 150-200 lbs; 250-400 lbs; 400-500 lb; 500-600 lbs 1150.00-1175.00; 600-700 lbs 1220.00-1250.00; 700-900 lbs;
US 3 175-300 lbs 600.00-800.00; 300-500 lbs 950.00-1075.00; 500-700 lbs 1100.00; 700-900 lbs 1100.00;
US 4 150-300 lbs 150.00-525.00; 300-500 lbs 400.00-775.00; 500-700 lbs 725.00; 700-900 lbs 800.00-925.00.

Calves 1 to 7 days: 90.00-475.00.

Sulfur Springs Dairy Sale Market Report - Updated 12/11/2007
Date of Sale - 12/06/2007 Dairy Head Count:529

Fresh Cows

Good	1800-2750
Medium	1100-1800
Plain	550-1100

Holstein Springers

Good	1800-2650
Medium	1200-1800
Plain	550-1250

Bulls

Breeding Age	625-975
Small	125-410
Bull Calves	5-125

Heifers

Breeding Age	1000-1425
Small	600-1150
Heifer Calves	75-600

Current Feed and Cattle Prices can be found at the following web sites:

<http://www.ams.usda.gov/lsmnpubs/allrep.htm>

<http://www.sslivestockauctions.com/market.asp>

Eighteenth Annual Mississippi–Louisiana

Dairy Management Conference

Thursday, January 10th, 2008

Southwest Events Center

29 Highway 48 East - Tylertown, Mississippi

~Adjacent to Holmes Water Park~

From Highway 98, take Highway 198 toward downtown Tylertown.

Turn onto Highway 48 East toward Sandy Hook and travel 0.5 mile.

The Southwest Events Center entrance is on the right (west) side of Highway 48.

9:00 a.m.

Registration & Visiting Commercial Exhibitors

9:30 a.m.

Educational Program Begins

Anaplasmosis Update & Proper Use of Vaccines on Dairy Farms

Jim Brett, DVM, Assistant Clinical Professor of Pathobiology & Population Medicine
College of Veterinary Medicine - Mississippi State University - Starkville, Mississippi

Impact of Global Demand on U.S. Dairy Prices and Outlook for Dairy Prices and Policies for 2008

C. W. "Bill" Herndon, PhD., Professor of Agricultural Economics & Extension Dairy Economist
Department of Agricultural Economics - Mississippi State University - Starkville, Mississippi

Issues Associated With Cow Comfort, Heat Stress Abatement, Parlor Management, & Successful Dairy Genetics/Reproductive Programs

Don Bennink, Managing Partner North Florida Holsteins - Bell, Florida

For additional information contact:

Dr. Charles Hutchison ~ 225-578-4411 ~

- or -

Lamar Adams ~ 601-876-4021 ~

This conference is designed to bring dairy producers, dairy managers, and dairy farm employees useful information for use in improving profitability of their farms. **Please plan to join us and bring someone with you!!!!** Lunch will be served at the conclusion of the educational presentations, courtesy of commercial exhibitors and sponsors of the conference.

2008 Southern Dairy Conference

Westin Hotel, Atlanta, GA

Wednesday, January 30, 2008

Wednesday, January 30, 2008

7:30 am CONTINENTAL BREAKFAST
 8:00 am Registration—Carla Moore Wood, University of Georgia
Presiding: Jodie Pennington, University of Arkansas
 9:15 am WELCOME
 9:30 am National Dairy Situation and Outlook.....
 Bob Cropp, University of Wisconsin
 10:15 am Farm Bill and Dairy Policy Developments.....
 Scott Brown, University of Missouri
 11:00 am U.S. Dairy Trade and Class III/IV Pricing.....
 Bob Cropp, University of Wisconsin
 11:30 am Immigration Reform: Status and Outlook.....
 Stephanie Gambrell, American Farm Bureau Federation,
 Washington, DC
 12:00pm LUNCH
Presiding: Steve Nickerson, University of Georgia
 1:15 pm SUDIA Update.....
 Cheryl Hayn, SUDIA General Manager
 1:35 pm Dairy Product Innovations.....
 P.D. Stroup, Nestle Business Services, Glendale, CA
 2:15 pm Bio-energy Revolution and Its Impact on Dairy and
 Agricultural Sectors.....
 David Anderson, Texas A&M University
 3:00 pm BREAK
Presiding: Bill Herndon, Mississippi State University
 3:20 pm Value of Milk Quality Tests for Predicting Shelf Life.....
 Dr. Rob Ralyea, Cornell University
 3:50 pm Panel Discussion of State Legislation Supporting Dairy
 Industry.....
 Louisiana: Ron Harrell, LA Farm Bureau
 Mississippi: Bill Herndon, MS State University
 Tennessee: Gary Rogers, University of Tennessee
 Arkansas: Jodie Pennington, University of Arkansas
 North Carolina: Geoff Benson, North Carolina State University
 Texas: David Anderson, Texas A&M University
 South Carolina: Hal Harris, Clemson University (retired)

4:45 pm Panel Discussion: Status of Raw Milk Sales in the
 South.....
 Moderator: Geoff Benson
 5:00 pm Welcome from Alltech, RECESS UNTIL THURSDAY
 5:30 pm Social and Cash Bar—sponsored by Alltech
 6:30 pm DINNER ON YOUR OWN

Thursday, January 31, 2008

7:00 am CONTINENTAL BREAKFAST
Presiding: Geoff Benson, North Carolina State University
 8:15 am What Can USDA Data Tell Us About the
 Competitiveness of Dairying in the South?.....
 Jim McDonald, USDA/Economic Research Service,
 Washington, DC
 8:55 am Review of Florida/Georgia Dairy Business Analysis
 Project.....
 Albert DeVries, University of Florida
 9:15 am NMPF Federal Milk Marketing Order Task Force: An
 Update.....
 Jerry Kozak, President and CEO, National Milk
 Producers Federation, Arlington, VA
 9:45 am Status of Dairy Production and Flows of Milk in the
 Southeast.....
 Sue Mosley, Atlanta Federal Milk Market
 Administrator
 10:15 am BREAK
Presiding: Wayne Gauthier, Louisiana State University
 10:45 am Future of Dairy Industry in the Southeast.....
 Sonia Fabian, Chief Operating Officer, Southeast
 Area Council of Dairy Farmers of America, Knoxville
 11:30 am Discussion & Wrap UpEvaluation
 Wayne Gauthier, Chair for 2009, Louisiana State
 University
 12:00 noon ADJOURN

ROOM RESERVATIONS

Each person attending the conference should make reservations directly with the Westin Atlanta Airport Hotel or motel of their choices. Single or double occupancy rooms at \$129.00 are available. For hotel reservations, you may call 1-888-627-7211. When registering, please indicate you are with the *Southern Dairy Conference*. **Reservations must be made on or before January 8, 2008, for room to be held at the conference rate.**
Location: The Westin Atlanta Airport Hotel is located at 4736 Best Road, Atlanta, GA. Complimentary airport shuttle transportation is provided.
NOTE: Guarantee rooms with credit card if arrival is to be after 6 pm EST. Room occupancy is available at 3 pm EST.

CONFERENCE REGISTRATION

For your convenience, a pre-registration form is attached. Online Registration can be done at the following website (credit card only): www.pware.net/2532. Registration forms may also be completed and faxed to 706-583-0348 with credit card or purchase order information as well as mailed to the following address with appropriate form of payment. (CAES Conference Office University of Georgia 202 Hoke Smith Building Athens, GA 30302) On-Site Registration at the conference will be held adjacent to the meeting room at the Westin Atlanta Airport Hotel, on Wednesday, January 30, 2008.

TOP HERDS BY TEST DAY ENERGY CORRECTED MILK (MILKING COWS ONLY)

NAME	DATE	BR	COWS	DIM	ECM	MILK	FAT%	PRO %	SCC	RHA
LSU DAIRY	11/12	H	75	183	75.1	78.3	3.8	3.0	138	24467
LOUISIANA TECH DAIRY	11/7	H	27	171	55.0	66.9	3.2	3.0	671	22012
KIRBY VARNADO	10/11	H	104	179	54.3	67.7	3.4	3.0	565	20377
SE LA EXP STATION	11/17	H	205	196	54.2	66.0	4.0	3.3	303	21107
DARREL VARNADO	10/20	J	101	171	52.2	51.3	4.1	3.5	457	15972
LADD BLADES	11/6	H	244	172	51.4	59.8	3.5	3.2	352	19406
MARVIN FLETCHER	11/19	H	170	177	50.9	57.2	3.9	3.1	456	17794
GALEN NIGHTINGALE	11/28	H	64	201	48.8	58.3	3.6	3.2	742	20885
TO-BEV FARMS	11/14	H	159	165	47.6	53.8	3.6	3.0	471	17127
CIRCLE G FARMS	11/20	H	175	167	47.5	63.2	3.8	3.0	283	17851
LOUISIANA TECH DAIRY	11/7	H	85	141	47.0	56.3	3.7	3.2	759	18539
HOLLIS BANKSTON & SONS	11/28	H	78	227	45.9	52.4	3.9	3.2	460	17199
LOUISIANA TECH DAIRY	11/7	J	58	126	43.3	50.8	4.0	3.4	813	15827
FRANCIS HOLMES	10/29	H	65	179	43.2	48.9	3.4	3.2	555	16820
JOHN FAUNCE JR DAIRY	11/6	H	250	133	43.2	50.9	3.6	2.9		17160
PINE GROVE FARMS	11/29	H	162	155	43.0	54.7	3.4	3.1	460	11454
RUSSELLAND RUSTY CREEL	10/1	H	94	192	42.8	47.3	3.3	3.1	683	15352
VICTOR WOMACK	11/24	H	130	136	42.7	50.4	4.7	3.2	598	12725
BROWN DAIRY FARM	10/26	H	227	185	42.2	53.8	3.8	3.3	587	18919
CLIFFORD CHAMPLIN	10/27	H	215	219	41.2	54.8	4.0	3.3	367	21367
DIXIE FARMS	11/29	H	355	218	41.2	46.7	3.7	3.3	608	15270
DARYL & MARYJO ROBERTSON	11/29	H	136	170	40.7	47.4	3.7	3.2	649	15429
CHARLES A BURFORD	11/18	H	140	119	39.5	45.9	3.6	3.0	730	14703
M & B DAIRY FARM INC.	11/12	H	152	142	38.3	54.0	3.0	2.9	777	14963
NOLAN DALFORD	11/2	H	106	167	38.0	44.5	3.9	3.1	702	14684

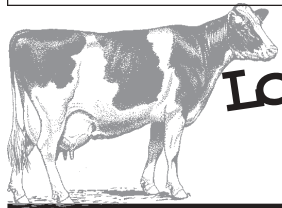
TOP HERDS BY TEST DAY WEIGHTED AVERAGE SCC (MILKING COWS ONLY)

NAME	DATE	BR	COWS	DIM	ECM	MILK	FAT%	PRO %	SCC	RHA
LSU DAIRY	11/12	H	75	183	75.1	78.3	3.8	3.0	138	24467
J PAUL ALFORD	11/5	H	110	166	37.9	48.9	3.8	3.1	228	19263
NED SIMMONS	11/19	H	182	198	29.3	37.7	4.0	3.4	253	13374
CIRCLE G FARMS	11/20	H	175	167	47.5	63.2	3.8	3.0	283	17851
SE LA EXP STATION	11/17	H	205	196	54.2	66.0	4.0	3.3	303	21107
ROYCE SALLEY	11/24	H	345	134	34.4	43.0	2.9	3.1	329	12301
PHILLIP ROBERTS	11/13	H	298	170	33.1	44.7	3.7	3.3	343	14868
LADD BLADES	11/6	H	244	172	51.4	59.8	3.5	3.2	352	19406
CLIFFORD CHAMPLIN	10/27	H	215	219	41.2	54.8	4.0	3.3	367	21367
DUSTY SCHILLING	11/23	H	115	142	33.8	45.1	3.0	2.9	420	18041
MARVIN FLETCHER	11/19	H	170	177	50.9	57.2	3.9	3.1	456	17794
DARREL VARNADO	10/20	J	101	171	52.2	51.3	4.1	3.5	457	15972
HOLLIS BANKSTON & SONS	11/28	H	78	227	45.9	52.4	3.9	3.2	460	17199
PINE GROVE FARMS	11/29	H	162	155	43.0	54.7	3.4	3.1	460	11454
MARLYNN FARMS	11/19	B	140	183	32.8	40.6	3.3	3.2	462	13845
TO-BEV FARMS	11/14	H	159	165	47.6	53.8	3.6	3.0	471	17127
BOND DAIRY	10/31	H	161	147	13.9	51.2			472	14992
JEFF & MARY ADDISON	10/15	J	70	229	29.7	31.7	4.3	3.6	502	11329
ANDY HERRING	11/27	H	318	159	37.4	43.8	3.9	3.1	512	14659
PAUL B. ALFORD	11/25	J	55	149	36.9	44.3	4.6	3.8	536	11548
FRANCIS HOLMES	10/29	H	65	179	43.2	48.9	3.4	3.2	555	16820
KIRBY VARNADO	10/11	H	104	179	54.3	67.7	3.4	3.0	565	20377
BROWN DAIRY FARM	10/26	H	227	185	42.2	53.8	3.8	3.3	587	18919
VICTOR WOMACK	11/24	H	130	136	42.7	50.4	4.7	3.2	598	12725
DIXIE FARMS	11/29	H	355	218	41.2	46.7	3.7	3.3	608	15270

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