Renaissance Report

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- September 2007 -

ADSA - 2007 Summary

American Dairy Science Association

Steve Massie ~ Renaissance Nutrition

FEATURING… Don Burkard

Renaissance Rep for September '07!

Don Burkard started in February '97. Prior to joining Renaissance, he owned a dairy and then worked for four years as a district sales manager for Robeson seeds, a small seed company based in NY, where he worked with salesmen in NY, PA, VT, and ME. Don has always been motivated to do a good job for his customers, many who have become trusted friends. *"It is important to me that they are successful and profitable on their farms. They are the ones who work the hardest and who have the most at risk."*

When considering his early days with Renaissance, Don stated that *"the only way to start in this business and get it moving forward is probably the hardest thing to do… knocking on doors… meeting people and exposing yourself to rejection and discouragement. This never changes, no matter how long you are in business!"* His assessment: top quality service; concern for the well-being of clients; and continued prospecting are important ways to keep a business going (and growing) on a consistent basis. And as his business grows, he also has the freedom to choose *"who and how"* he deals with producers. *"Working with clients who are pleasant and workable is important; but there are times when it was more advantageous to walk away from certain clients because of constant clashes and uncertainties in how they approach their business."* It is important to enjoy what you do and set your priorities, including the customers you want to work with!

Gaining new accounts is fun and losing one leaves you with a feeling of failure, for one reason or another. There are times, Don admits, when he feels like he doesn't know what he's doing – like losing an account or struggling to work through a problem. To be a successful Renaissance consultant you have to take nutrition and farm situations seriously, and that can make things very difficult on occasion! Don takes the failures to heart, even though he knows that there are usually many factors that affect a situation. He finds it hard to leave a farm knowing that the producer has to deal with sick or low producing cows, among many other challenges.

Don has never believed in conquering the world (or even his own area) in a day. He consistently works toward small growth… all the time… over many years. It may be more exciting to move forward at a rapid pace, but Don's goal is not achieving notoriety. His goal is to continue working with people who he really cares about – people who have become his friends.

Getting to know these people makes the whole job easier– a lot more fun! If you want to grow your opportunities it is important to like what you do and the people you work with… become friends with them… get to know their wives, children, mothers and fathers… take your responsibility as their nutritionist seriously…have their best interest in mind *(continued in next column)*

SHOWS, MEETINGS & MORE...

Keep informed about the many opportunities Renaissance is involved with. Here are upcoming events scheduled for 2007, and into 2008:

- **WORLD DAIRY EXPO (WI)… Oct. 2-6**
- **CORNELL NUTRITION CONFERENCE… Oct. 17-18**
- **PSU NUTRITION CONFERENCE… Nov. 23-25**
- **KEYSTONE FARM SHOW… Jan. 8-10, 2008**
- **WINTER CONFERENCE ~ "Impacting The Large Dairy"**
  January 24-25, 2008
  More Information Coming Soon!
- **NY FARM SHOW… Feb. 21-23**

Watch for details on *FAST-START* & ADVANCED* TRAINING MODULES!
November 28-29* - December 19-20
February 20-21 - March 19-20*

LOOKING FOR FORAGES TO BOOST INVENTORIES THIS FALL & WINTER? CONSIDER FALL SEEDING. THERE IS STILL TIME TO PLANT SEED IN MANY LOCATIONS! GET THE FACTS & ORDER SOON. SOME VARIETIES LIMITED!

FOR SALE

Renaissance has used trailers for sale! These are ideal for storing products and easy to position in numerous places. Costs range from $500 to $1000. Interested and want more information? Contact **JOHN BROOKS**: 1.800.346.3649; or email: Jbrooks@rennut.com. CALL TODAY!

WELCOME TO RENAISSANCE...

Renaissance continues to grow throughout our market area and we want to take this opportunity to welcome our newest members. When you meet any of them, be sure to extend a warm and friendly welcome.

- **JONATHAN FRANKS ~** started after Bucknell, bringing with him a great deal of academic preparation (Purdue University) and sales experience. He grew up/worked on the family dairy farm and will be serving in northern IN!
- **RANDY RABER ~** joined us August 1st and will be working in central OH. He has a wealth of experience with large dairies, troubleshooting numerous concerns. Randy is eager to learn more about nutrition and sales.
- **NATE JAMISON ~** started before Bucknell as an associate salesman for Rob Singo and is working in southwestern PA. Nate has a lot of farm experience, having worked with an ag-related company before.

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and encourage them toward greater success and the growth of your business. And then you can reflect with Don, *"One of the best parts of my job is to pull onto a farm and have the kids all come running out yelling DON'S HERE!"*

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These are from numerous research trials. Please keep in mind, they are usually one-trial results and unless indicated, are conducted with relatively few cows. If you are interested in a topic, please contact the Nutrition Help Desk at Renaissance, or speak with Tim Snyder or Steve Massie.

Calves ~

- Vaccinating at 6 weeks resulted in better performance than vaccinating at 2 weeks.
- Dehorning at 28 days had no impact on performance.
- Jersey calves had better ADG and FE for the 1st 8 weeks on a 30/25 Milk Replacer but by week 20 there was no statistical difference in BW, ADG or FE.
- In a comparison of Biomos vs. Celmanax on a large number of calves there were no statistical differences between treatments on growth and scour scores. The Biomos calves ate slightly more starter (+0.02kg/day avg). Of note was that calves only consumed 0.15 kg of feed on the average for the 1st 5 weeks.
- Rumensin in calf feeds at the rate of 30g/ton worked as well as 45g/ton or 60 g/ton performance-wise; because of low intakes, calves fed 60g/ton reached a cocci control level of Rumensin 1 week earlier than the 30 or 45g/ton level.

Dairy Nutrition ~

- Looking at sorting on the Penn State Particle Separator found that the top screen increased and the 3rd screen decreased when cows sorted, but that the 2nd screen and the pan were basically unchanged. More emphasis needs to be placed on the 3rd screen. This trial also found that sorting increased with more dry hay, higher DM TMRs, few push-up times, and when cows had more than 24 inches in feed bunk space. Sorting decreased when cows were fed just 1x/day and with 3+x push-ups/day.
- Rate of Passage (KP) was found to be highly related to straight NDF% (r=.83) in a variety of ingredients. Even higher (r=.97) if you throw out the outliers. The outliers in this study were soyhulls, beet pulp, corn cobs and citrus pulp.
- Rumen fill is primarily related to NDF intake and secondarily related to NDF digestibility.
- A trial looking at the top screen amounts of the PSU Particle Separator found that 10–11% on the top screen produced 2.2 lbs more milk over the recommended 6–8% as recommended, and was 6.2 lbs more milk than diets containing 14–16% on the top screen.
- A survey examining feed efficiency found several factors could improve a dairy's FE. This included increasing energy density of the TMR, milk production, and the total digestibility of the TMR. Because of maintenance cost(s), lowering body weight also improved FE. The survey found that the average Midwest dairy farm had a FE of 1.24.
- Using "Thinking Machine Statistics" to design a decision tree, BF had the highest correlation with MUN levels: high BF - low MUNs; low BF - high MUN's. The second tier of correlations was total diet CP; third level was total NSC, SCC, and milk proteins. The 4th tier found was stage of lactation and herd size.

Heat Stress ~

- Heat stressed cows lose milk production due to reduction in DMI, but that does not account for all the production loss. Heat stressed cows do not mobilize fat reserves as shown by low NEFA levels in their blood. It looks like glucose use is more efficient in keeping her alive than using fat reserves. Look at feeding glucose precursors to minimize milk losses from heat stress.

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- Up to 72° F Temperature Humidity Index (THI) cows have no heat stress; above 72° F THI water consumption increased from an average from 89 liters/day to 127 liters/day. Counting breaths/minute seemed to be a good way to measure heat stress. Opinions differed on amount, but the consensus is between 50 and 60 breaths/minute show heat stress. A side research project showed that feeding Niashure during times of heat stress showed lower vaginal temperatures because the cows sweated more.
- Soaking cows lowered their body temperature an average of 0.3°F; soaking them at the feed bunk increased time at the bunk by 2.2%; no change in lying time; decreased standing time 1.6%.
- In a 32 cow trial, injecting 400 mg of Beta-Carotene improved Preg rates by 7% during heat stress; injecting rBST 4 days before TAI (timed AI) increased PR by 4%. Keep in mind, that this trial was done on a very small group of cows, so just 1 cow is a huge change in %'s.

Dry Cow Nutrition ~

- Dry cows that gained +0.25 points during the dry period had a 2.4x increase in ketosis and a 3.2x increase in RP's.
- Moving from a 60-day dry period to a 40-day dry period had no significant difference in milk, BF, SCC, but a slight increase in milk proteins on 2+ lactation animals. 1st lactation animals had reduced milk, lower milk components and higher SCC, when comparing 60 days dry vs. 40 days. Another study said that 1st calf heifers still need 60-days dry, but mature cows do well with 40-days dry.

Dairy Management ~

- A USDA survey found death loss in cows was highest in July and lowest in November.

Ingredients ~

- Feathermeal has a higher rumen available N than reported.
- Looking at RUP lysine digestibility in fishmeals (FM) and distillers found major variations from sources. Pollack FM had 90%, Anchovy FM was 85%, Menhaden FM was 80% and Catfish FM was just 60% digestible. A variety of distillers showed 80%, 74%, 66%; heat damaged distillers tested 15% RUP lysine digestibility.
- The IDEA rapid assay test from Novus worked well for SBM and other soy products (r=.94), but was not very accurate for fishmeals (r=.62) for determining the digestabilities of RUP, EAA and lysine.

Additives ~

- A Meta Analysis shows that across all published reports, feeding yeast increases milk production an average of 2.2 lbs.
- Feeding Rumensin in diets w/ more than 50% DM grass haylages had little impact on FE, but did lower IOFC.
- Feeding Reashure from -25 days to 80 days decreases NEFA, fatty livers and sub clinical ketosis, with increased milk production (+2.2 lbs), butterfat and BCS on fresh cows; no significance on DMI. Evidence suggested little benefit for feeding past 21 days.
- Feeding Rumensin lowers not only the population of Gram+ bugs as previously thought, but some of the biohydrogenation bugs too (lower BF). The study also found that once you stop feeding Rumensin the bug population does not return to normal as soon as previously reported.
- On 16 cows, feeding Fermenten with a sugar source increased Milk Proteins (+0.15), while feeding Fermenten alone increased milk (+1.3 lbs) but lowered BCS (-0.75).
- Adding Nitroethane decreases methane gas production without effecting VFA's.
- Looking at Aflatoxins, the clay products (bentonite) were an excellent binder (95%); MOS did poorly (30%) on binding Aflatoxin.
- Feeding Essential oils (Vertan) at 20 g/hd/day has no effect on DMI, milk production or components; did decrease NH3 concentration especially 2– 4 hours after feeding. Thought to slow the breakdown of AAs to NH3 in the rumen allowing more AA's in the rumen.

(to be completed in next issue)