



ISDA NEWS

President's Report

Spring is a Time of New Beginnings and Growth



Larry & Nancy Shover

The Iowa State Dairy Association cannot cause great changes by itself but can be part of the discussion and process.

Production nationally has been steadily growing but rising feed costs and concerns about drought may slow that production growth. With the higher feed costs, the Dairy Margin Coverage program has been beneficial. We are concerned about milk prices and methods of determining those prices, negative predicted price differences and possible changes to Federal orders. ISDA continues to advocate for more Iowa processing to increase markets and competition for our milk, reduce hauling costs to plants, add value to milk in Iowa and give Iowans a more

local choice in their dairy case. ISDA works for incentives and programs for new and beginning farmers.

The shortages of food during COVID-19 renewed the public's appreciation of a reliable, bountiful food supply...and for dairy farmers. We remind people that the dairy cow is a marvelous animal that converts crops that we cannot utilize or like very much to nature's most nearly perfect food — so good and so good for us! Dairy is good for our health, communities, social structure, economy, and environment. The young people from our farms contribute much to society! Dairy is a sustainable, circular system that utilizes manure from the cows to help grow the crops that feed the cows. Soil health practices like our grass, forages, reduced tillage and cover crops tie up carbon from the air into soil organic matter, helping raise crop production while lowering input costs.

Thanks to those who participated

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UPCOMING EVENTS

- **JUNE 9, 2021** Western Iowa Dairy Alliance June Dairy Open House, Lester, IA
- **JUNE 11, 2021** WW Homestead, Waukon, IA
- **JUNE 12, 2021** Hilltop Dairy Days, Mt. Pleasant, IA
- **JUNE 25, 2021** Expo on the Ridge, Donahue, IA
- **JUNE 26, 2021** Breakfast on the Farm and Dairy Iowa Meeting, Calmar, IA

For more information about Open Houses, please contact Mitch Schulte at (319) 775-3451.

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President's Report (cont.)

in our Virtual Annual Meeting. It went well and presentations by Mark Stephenson (U of Wis.), Paul Bleiburg (NMPF), and others were well received.

I am grateful for the involvement and cooperation of our ISDA Board, Director Mitch Schulte, Associate Director Jenna Finch, and Legislative Director Jill Altringer. Special thanks and good wishes to Jenna Finch as she goes ahead and a big welcome to Jenna's replacement, Cynthia Hamlett!

During this season, we celebrate recent graduates of all ages — their past successes from their God-given talents, support and guidance from their parents, family, teachers, friends, and their own hard work and perseverance. As they make choices and proceed on their life journeys, we wish them continued success and happiness.

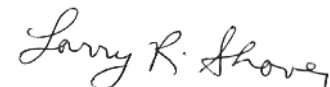
ISDA extends sympathy to those who have lost loved ones during

ISDA continues to advocate for more Iowa processing to increase markets and competition for our milk, reduce hauling costs to plants, add value and give Iowans a more local choice in their dairy case.

the past year. We are relieved that COVID vaccines are proving to be effective and that we are approaching herd immunity.

American theologian Reinhold Niebuhr, in 1932, left us a timeless message in the Serenity Prayer:

"God grant me the serenity to accept the things I cannot change, courage to change the things I can and wisdom to know the difference."



Larry Shover, President



"Iowa Corn raises a glass to our hardworking dairy farmers. From the field to the glass, we're proud to support Iowa's dairy industry."

- Carl Jardon
Iowa Corn Growers Association President

Executive Director Report

Your Association is Working Hard for Iowa Dairy Farmers and Producers



Field work is in full swing and it is great to see Iowa turn green again. As we all continue to recover from the

COVID pandemic, our farmers remain committed to doing their part to keep our industry strong.

ISDA has continued working with our representative to bring awareness to all statewide dairy issues. ISDA works as a liaison between Iowa's dairy producers and organizations such as: Environmental Protection Agency, Iowa Department of Agriculture and Land Stewardship, Iowa Department of Natural Resources, Iowa State University, and all Iowa farm organizations.

This year's legislative session has come with many challenges. We started off the session with some raw milk bills. These bills would have allowed for the sale of unpasteurized dairy products. This would have caused a negative effect on the Iowa dairy industry. Putting an early stop to the legislation was a top priority and we couldn't have stopped these bills without the support

of the Iowa dairy farmers.

ISDA introduced a bill to allow overweight raw milk loads to be hauled on the interstate system. The department may issue annual permits for the operation of vehicles transporting fluid milk products to or from a milk plant, receiving station, or transfer station, exceeding the weight limitation but not exceeding a gross weight of 96,000 pounds. The annual permit would cost \$400. This bill will take effect January 1, 2022.

Other issues ISDA has been focused on include manufacturing 4.0, central filing, anaerobic digesters, beginning farmer tax credits, child care, Broadband, farm grants and ag trespassing.

ISDA is also looking for opportunities to help our farmers gain a better understanding of the Federal Milk Marketing Orders. We know the FMMOs can be complicated and we will continue to share educational opportunities out to our membership through email updates. If you are not receiving these updates, please visit www.iowadairy.org to learn more.

I believe that our job is not done. We still need to take the time to talk to our

legislators and help them understand the dairy industry. During the interim we all need to have conversations with our legislators about the dairy industry. This will help us be better prepared for the next dairy issue that may arise.

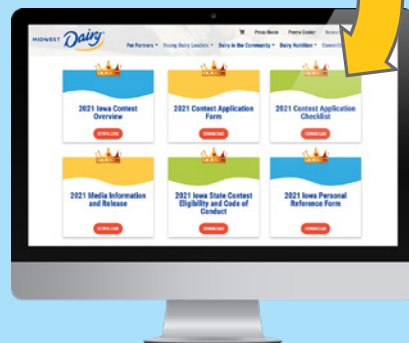
The Iowa State Dairy Association is dedicated to building a strong communication link among producers, processors, consumers, legislators and environmental organizations - representing you at all dairy supply chain levels, from dairy farm to consumer tables. ISDA serves as a cohesive voice on legislative issues and reports the latest industry-relevant information to our members. To succeed, it takes a commitment by those who are truly passionate about Iowa's dairy industry and our future.

I will close by welcoming Cynthia Hamlett to the Iowa State Dairy Association as Associate Director.

Cynthia graduated from Iowa State University with majors in dairy science and agriculture and society. Cynthia had internships with the Corn Refiners Association, Decisions Innovation Solutions, and Midwest Dairy. She also was a Clerk for Rep. Gary Worthan.

The Iowa Dairy Princess Program has many resources available to dairy youth and county/breed promotion groups. All of these items can be found at the MidwestDairy.com website.

- ✓ Request an Iowa Dairy Princess for your on-farm events, tours, banquets, etc.
- ✓ Dairy Youth Communications Training and Princess Orientation will be held on Monday, June 7th at Hansen Dairy near Hudson. It is open to any interested high school or college students. RSVP by June 1st by emailing iowaDairyPrincess@gmail.com.
- ✓ Download the Iowa Dairy Princess Handbook for County/Breed Princess Coordinators. The handbook serves as a guide for county/breed princess program coordinators.
- ✓ Iowa Dairy Princess application materials for the 2021-22 contest are now available on Midwest Dairy website. This year's contest will be held August 10-11 in Ankeny with the coronation ceremony at the Iowa State Fairgrounds. Applications are due by July 1, 2021.



Northeast Iowa Dairy & Agriculture Foundation

Iowa's Dairy Center Reconnects with Students Across the Region

Spring is finally here and this year is even more special as we welcome schools back to Iowa's Dairy Center for tours for the first time since 2019. Nearly half of the schools who normally participate in the program are able to join us in person this year. Students visiting enjoy a fun-filled day learning about dairy, touring the farm and making homemade ice cream. For schools unable to join us, we've developed lesson plans and activities for teachers to use in their classroom. These materials can be found on our website at www.iowadairycenter.com and are another fun way to experience Iowa's Dairy Story.

Planning is underway for the annual Breakfast on the Farm event scheduled for Saturday, June 26 at

Iowa's Dairy Center. We'll be serving up a wholesome breakfast complete with Dad's Belgian Waffles, sausage and of course delicious dairy products including milk, cheese, yogurt and ice cream. There will be plenty of activities to keep visitors busy including guided tram tours, hand milking a cow, petting zoo and more. This outdoor event will follow current CDC guidelines and we encourage guests to wear masks and maintain social distance.

With warmer weather, we're starting to see an uptick in tourism. After a gloomy 2020 season, we're optimistic that we will once again welcome our normal 10,000 annual visitors to Iowa's Dairy Center. Remember, Iowa's Dairy Center is not only a

working farm, but also a center for tourism and public education. Encourage friends and family to visit to learn about dairy farming, history and more. Viewing areas to watch cows being milked in the parlor and by the robots are open 24/7 and tours can be arranged during the week.

Things continue to go well on the farm and we're proud of our management team's extra effort to keep things running smoothly in the midst of a pandemic. The Jersey herd at Iowa's Dairy Center was recently awarded the sixth highest production herd in the county at the Winneshiek County Dairy Banquet. The Jersey herd produced 20,570 lbs. milk, 1,027 lbs. fat and 765 lbs. protein. The herd also had the top two Jerseys in the county

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BRING YOUR FAMILY TO THE ANNUAL

BREAKFAST ON THE FARM



June 26



8:30 a.m. - Noon



Iowa Dairy's Center

1527 Hwy. 150 S., Calmar

The Northeast Iowa Dairy & Agriculture Foundation proudly supports dairy farmers.

Enjoy a wholesome breakfast with delicious dairy products. Discover Iowa's Dairy Center with guided tram tours of the farm, hand milking a cow, petting calves and more while enjoying a wholesome breakfast with delicious dairy products! This outdoor event will follow current CDC guidelines and we encourage guests to wear masks and maintain social distance.



IOWA STATE UNIVERSITY
Extension and Outreach
www.extension.iastate.edu/dairyteam



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NE Iowa Dairy

(cont. from Page 4)

with Herminy at 26,265 lbs. milk and Marsha with 1,392 pounds fat and 988 pounds protein.

Environmental Stewardship is a growing area of focus for us. We're committed to demonstrating innovative practices to protect our environment for future generations. The Northeast Iowa Dairy & Agriculture Foundation has recently committed to dialing in on carbon emissions generated on the farm with the goal of becoming net zero. This proactive approach follows the U.S. dairy industry's goal of becoming carbon neutral or better by the year 2050 while optimizing water use and improving water quality by enhancing the use of manure and nutrients. Local farmers and industry stakeholders attended the two strategic planning sessions this spring. The group set a collective goal to demonstrate strategies for area farms to reference when implementing practices to achieve the goal of becoming net zero. This includes demonstration in renewable energy, feed production, cow care, manure and nutrient use and water efficiencies and quality.

This spring we celebrated one year as the Northeast Iowa Dairy & Agriculture Foundation. Our Board of Directors have done an excellent job navigating through the changes and welcoming agriculture beyond dairy to the table. Special thanks to our farmer-led Operations Committee, partners and supporters who make all we do possible. From all of us at the Northeast Iowa Dairy & Agriculture Foundation, we wish you a safe planting and a prosperous growing season!

WIDA Brings Dairy to Life at Open House

Join Us June 9th in Merrill, Iowa

June Dairy Month is the perfect time to reach out to consumers and Western Iowa Dairy Alliance is ready to host an event to "Bring Dairy to Life!" Our Annual Dairy Open House is scheduled for Wednesday, June 9th at Perry Creek dairy farm near Merrill from 4:00 to 8:00 p.m.

WIDA thanks the Feuerhelm family for their willingness to host us this year! Perry Creek began milking cows at this new site in 2019. Perry Creek milks more than 3,200 cows on a 80 cow state-of-the-art rotary parlor. Cows are housed in a tunnel ventilated barn all under one roof. Perry Creek has an opportunity to showcase new technology that is available to our dairy farmers while still providing the same quality of care for our cows and producing a wholesome dairy product for consumers to enjoy. We hope to see many at this event to see the dairy farm up close in person!

WIDA will continue to work hard to serve its members making sure to share the dairy industry's story of providing quality care for its animals and producing a nutritious product. WIDA's efforts provide the opportunity to reach a large number of consumers, educating the public about the dairy industry and we look forward to continuing representing our dairy farmers making sure 2021 is a successful year. We are here to be your voice for the western Iowa dairy industry.

If you have questions, want more information or wish to volunteer at any of our events, call WIDA at 712-441-5308, email info@wiadairy.com or visit our website at ww.wiadairy.com.



Celebrate

**June Dairy Month
with Farm Tour,
Food and Fun!**

OPEN HOUSE

Wednesday, June 9

4:00 - 8:00 PM

Perry Creek Dairy

20243 County Road K22 | Merrill, Iowa

- Free Grilled Cheese Meal
- Ice Cream
- Milk

For more information:

(712) 441-5308

wiadairy.com

Western Iowa Dairy Alliance



Timing First Crop Harvest of Alfalfa with PEAQ

Timing first crop alfalfa harvest by calendar date does not usually work well. Spring climates vary from year to year. Different varieties, age of stand, fertility, last season's cutting schedules, fall harvest or not, all influence the rate of regrowth.

Since the first cutting usually has the highest yield with 35-40% of the year's total crop, it is important that it's quality forage your operation needs. If the first cutting is taken at an immature stage it can be difficult to feed because its fiber level is too low for most high producing cows plus it can lower the life of alfalfa stands. Timely cutting permits aftermath growth to begin when temperature and soil moisture are favorable and generally increases total yield per acre.

PEAQ (Predictive Equation for Alfalfa Quality) is an easy method to assess when individual alfalfa fields are ready for harvest based on a forage quality estimate. All you need is a yard stick and Table 1 in ISU Extension publication CROP 3141, which is available from your county ISU Extension office or download at: <https://store.extension.iastate.edu/Product/15234>

PEAQ provides a RFV estimate for the standing crop. It is critical that you do not forget to subtract from your standing crop RFV reading in Table 1 by either 15 RFV units for a haylage harvest or 25 RFV units for a hay harvest to account for anticipated forage quality loss from harvest losses that typically occur. So, if you are targeting alfalfa haylage for 150 RFV, you would harvest when Table 1 for PEAQ reads 165 RFV (bud stage alfalfa, stem height 27-28 inches). Typical alfalfa quality targets are 150 RFV for milking dairy herds, and 125 RFV for heifers, stocker cattle, and lactating beef cattle. Weather

forecasts and allowing proper drying time should also be factors when deciding when to harvest alfalfa.

This spring, ISU Extension will be providing some PEAQ readings from alfalfa fields in several Iowa counties and post them online at: <https://www.extension.iastate.edu/dairyteam/peaq>. You will be able to track these postings over time, but we strongly encourage that you take PEAQ readings from your own alfalfa fields for best assessment of harvest time.

If you are interested in monitoring your own fields, here are the steps to make the evaluations yourself.

Step 1: Choose a representative area in the field and mark it so you can come back to it for each reading.

Step 2: Determine the most mature alfalfa stems in the area and determine if the most mature stems are vegetative, bud or flower stage.

Step 3: Measure the tallest stems in the area. The tallest stems may not be the most mature stems. Measure from the soil surface to the tip of the stem. Straighten the stem for an accurate measure.

Step 4: Based on stem maturity and stem height, estimate the RFV of standing alfalfa crop using the PEAQ Fact Sheet at: <http://www.extension.iastate.edu/dairyteam/files/page/files/PEAQ.pdf>

Step 5: Subtract 15 to 25 RFV units to account for harvest losses during the haylage or hay harvest process, respectively to estimate harvested quality.

Step 6: Determine your optimum harvest time using the PEAQ estimate, your livestock forage quality needs, considerations of upcoming weather forecasts favorable for harvest or not, and the general assumption that RFV drops about four points per day.

For more information in Northwest Iowa, contact ISU Agronomist Joel DeJong at 712.546.7835 or ISU Extension Dairy Specialist Fred Hall at 712.737.4230.



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Iowa Students Earn \$1,000 Scholarship Awards

Midwest Dairy recently announced 11 students will receive \$1,000 scholarships this fall to an accredited college or university of their choice.



Applications were reviewed by a committee of staff members. Recipients were selected based on involvement in the dairy industry, leadership, career plans and academic standing. *This year's recipients include:*

- **Tehya Demmer, Dundee.** Studying animal science at Iowa State University.
- **Rachel Grober, Alta Vista.** Studying agricultural business and supply chain management at Iowa State.
- **Morgan Hansen, Hudson.** Studying nursing at Luther College.
- **Mary Holtz, Maquoketa.** Studying animal science at Iowa State University.
- **Grace Howe, Waukon.** Studying agriculture and society at Iowa State University.

- **Faith Palmer, Waukon.** Studying Dairy Science at Iowa State University.
- **Madalyn Palmer, Waukon.** Studying animal science and agricultural business at Iowa State University.
- **Adrianna Richards, Fairbank.** Studying agribusiness at Des Moines Area Community College.
- **Macy Schanbacher, Atkins.** Studying data science at Iowa State University.
- **Nami Scott, Westgate.** Studying agriculture science at Kaskaskia College.
- **Levi Vanden Bos, Rock Valley.** Studying agribusiness at South Dakota State University.

Two additional scholarships will be awarded to the Iowa Dairy Princess and alternate upon completion of duties following the Iowa State Fair in August. These recipients are **Meghan Hettinga of Orange City** and **Amber Engelken of Earlville.**

ISDA Names \$500 Scholarship Award Winners

Iowa State Dairy Association recently announced 14 students will receive \$500 scholarships this fall to an accredited college or university of their choice.

Applications were reviewed by a committee and recipients were chosen based on involvement in the dairy industry, leadership, career plans and academic standing. *This year's recipients include:*

- **Corin Bower, Danbury.** Studying elementary and agriculture education at Morningside College. *Sponsored by Central Plains Dairy Foundation*
- **Levi Vanden Bos, Rock Valley.** Studying agriculture business at South Dakota State University. *Sponsored by Central Plains Dairy Foundation*
- **Abby Gaul, Earlville.** Studying music education at Wartburg College.
- **Rachel Grober, Alta Vista.** Studying Agriculture business and supply chain management at Iowa State University.
- **Morgan Hansen, Hudson.** Studying nursing at Luther College.
- **Ethan Hoefler, New Vienna.** Studying history

education at University of Northern Iowa.

- **Amelia Klostermann, New Vienna.** Studying animal science at Iowa State University.
- **Macy Schanbacher, Cedar.** Studying data science at Iowa State University.
- **Jessica Schmitt, Fort Atkinson.** Studying dairy science, international agriculture, and agriculture communication at Iowa State University.
- **Naomi Scott, Westgate.** Studying agriculture science at Kaskaskia College.
- **Sam Shover, Waverly.** Studying finance at Iowa State University.
- **Anna ten Hoeve, Wavery.** Studying interior design at Iowa State University.
- **Faith Palmer, Waukon.** Studying dairy science at Iowa State University.
- **Madalyn Palmer, Waukon.** Studying agriculture science and agriculture business at Iowa State.

The ISDA Scholarship Fund is made possible through ISDA memberships and sponsorship from the Central Plains Dairy Foundation. ISDA congratulates all of this year's winners!

Programs Assist Iowa Dairy Farmers and Processors

The Iowa Economic Development Authority (IEDA) appreciates the dairy industry's invaluable role in Iowa's economy and acknowledges the hard work that dairy farmers and processors do to feed the nation, especially during the last year. The importance of the industry and its resiliency through the pandemic serves as an example for all of us.



As markets and optimism improves over the coming months, IEDA is here to continue our support for dairy producers and processors. We are proud of the established companies that have placed Iowa in the great position it is in today and are excited about the innovations our entrepreneurs continue to discover that help expand Iowa's footprint in the global food market.

In an effort to help Iowa's businesses grow and prosper, a number of opportunities are available via IEDA to help your company or farm in finding success. A few beneficial resources that would be of particular interest to the dairy industry include:

- **High Quality Jobs Program** – The HQJ program provides qualifying businesses assistance to offset some of the costs incurred to locate, expand or modernize an Iowa facility, including loans, forgivable loans, tax credits, exemptions and/or refunds. It is designed to promote business growth and employs Iowans in jobs defined as high quality by statute.
- **Iowa Energy Center's Grant Program** – The IEC, funded by utilities and administered by IEDA, offers a competitive grant program

to eligible applicants for projects — including anaerobic digestors in the dairy industry — that provide a benefit to Iowa ratepayers, aiding in the implementation of a key focus area of the Iowa Energy Plan.

- **Iowa Finance Authority Beginning Farmer Programs** – With a legacy in farming, it is important that Iowa helps those that are feeding the world. IFA has several programs designed to assist farmers in starting, growing and attaining their goals.
- **Iowa Tourism Office's "Cheese Trail"** – Travel Iowa routinely shares "must-do" activities in the state. Highlighting the great dairy options is no exception. With the potential to do even more around this popular topic, the "Cheese Trail" includes a quick list of some

Iowa-based producers and shops to taste cheese across the state.

- **Iowa's International Trade Office** – Providing many global services and resources, the International Trade Office helps companies interested in, or are currently, exporting. The office has access to worldwide markets and offers individual consultation, a wide range of education, export resources, guidance on trade shows/missions and financial assistance programs.

IEDA has assisted and will continue to assist dairy companies and dairy farmers with projects and programs to support the overall dairy industry. Please feel free to reach out to our team at any time at opportunities@iowaeda.com. For more information about IEDA's programs and initiatives, visit www.iowaeda.com.

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Meet International Veterinary Supplies (IVS)



Husband and wife team Alicia Jaime and Jose Samaniego own and operate International Veterinary Supplies (IVS). Alicia, President, and José, Vice President, both worked for a global veterinary supply that eventually closed its Iowa operations.

With love for their adopted homeland of America, they embraced the Midwest, set deep roots here, and turned to their expertise and passion for the agricultural world to pursue the dream of business ownership.

Today, IVS distributes its mostly

American-made products from their Urbandale, Iowa, warehouse to farms, ranches, and veterinary clinics throughout the U.S. as well as worldwide. Although they started with the export market they already had established, IVS is now focusing on serving domestic markets to help the hard working people who feed our nation.

Alicia says, “This is not just about business; this is changing peoples’ lives, and ours. When our Midwest employer closed their doors, many thought we would return to our native Argentina. We didn’t even think about it! We had grown to love the Midwest, the people, and Iowa in particular. Here is our place, and we work hard to give the best of us to our

homeland.”

You can find Alicia and José at trade shows, always with a friendly smile and open to do whatever is needed to make you feel like family. Customers and friends are always welcome to stop in their main office and warehouse in Urbandale. Personalized customer service and satisfaction is their main goal.

Even as their business expands and grows, if you call their office don’t be surprised when Alicia or José themselves answer — it’s just the way they want it.

Visit their online store at www.MyVetSupplies.com. You can also contact IVS by calling or texting (515) 331-8903 or email info@intervetsupplies.com.

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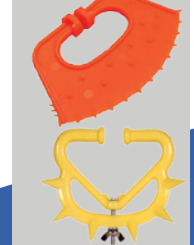
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Meet Automated Waste Systems (AWS)

Written By Jennifer Kor, Staff Writer
at New Century Press Publications

To become one of the top leaders in manure-handling systems, staff must be willing to work with customers to make sure every need is met. Automated Waste Systems LLC in Hull is working hard to provide top-quality products to farmers across northwest Iowa and beyond.

Since January 2002, Automated Waste Systems has been located west of Hull with a primary focus on manure-

handling equipment for both wet and dry manure. “We have a full-service shop with service people on call 24/7 because a lot of this equipment runs all day long,” said Mark Franken, sales manager at Automated Waste Systems.

Being a part of a strong agricultural community, staff strive to build relationships with all the farmers they serve by being knowledgeable in the products they sell, “Building a trusting relationship is very important. They need to trust us when they are broke down and call, we will be there to help them with whatever the issue might be,” Franken said.

No farm is too big or too small for Automated Waste Systems to service. “We have many long-time customers that have been with us since we started. I believe what sets us apart is that we care for each customer and have a large inventory of parts as well as new and used equipment,” said Franken.

Employees take great pride in the service they provide, no matter the situation. “Our employees have a knack on how to troubleshoot and fix things and aren’t afraid of getting dirty or coming home with a special odor some nights,” Franken said.

Humbled by the awards it has received from multiple top dealers, Automated Waste Systems gives all the credit to those employed there. Our success is from our hard-working and dedicated employees that are willing to work long hours when asked to and to our customers that support and trust us to get the job done,” he said.

Automated Waste Systems’ primary focus was with GEA Houle manure-handling equipment, but have since added Bazooka Farmstar, Artex, Doda, Haybuster, Huhn, Kifco, Waste Away, T-L Irrigation equipment, Vertical Till Injector and DS’ (Dietrich Slurry Injection) to make AWS one of the area’s most knowledgeable and experienced dealers in manure handling. Staff are able to help customers find products that will fit their needs and continue to service after they are sold. “We want to make sure the customer knows how to use the piece of equipment and, if they have any questions, we can help them figure things out,” Franken said.

“Your Waste System Specialists”



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Dairy Industry Posts Huge Gains in Water Productivity

Researchers and scientists at the Daugherty Water for Food Global Institute and the Department of Animal Science of the University of Nebraska, along with the Twente Water Centre of the University of Twente, Netherlands recently collaborated to produce a report on the changes in water productivity (WP) of U.S. animal products from 1960 to 2016.

The goal was to define a clear, concise way to measure and compare the WP of meat and milk production and identify opportunities to improve water efficiencies within the livestock production system.

“Water productivity is a little more intuitive of a parameter because it is the production yield divided by how much water went into producing it,” said Christopher Neale, Ph.D., Director of Research at the Robert B. Daugherty Water for Food Global Institute at the University of Nebraska. “It is the inverse ratio of a water footprint.”

More with Less

As researchers compiled and analyzed data from 1960 to 2016, a clear growth trend emerged. Better breeding programs using advanced genomics, more efficient feed conversion ratios (FCR) and increased yield advancements in livestock feedstuffs such as corn and soybeans have all contributed to increased WP in all livestock sectors with dairy posting the largest gains.

According to the data, in 2016 there were 47% fewer dairy cows producing 73% more milk than in 1960. During this period, the same volume of water was used to produce 400% more milk (weight-measured).

“The WP of all livestock products, including beef, pork, chicken, turkey, milk and eggs, increased considerably from 1.8 times for beef to 5.1 times for milk,” said Mesfin Mekonnen, Ph.D., Assistant Professor at the Department of Civil, Construction and Environmental Engineering, the University of Alabama and one of the lead authors of the research study. “In evaluating opportunities to increase WP, one area that we examined in depth was utilizing distiller’s grains and other crop by-products as substitutes for corn and soybeans. This research will help set benchmarks and identify critical factors affecting WP to help meet the growing global demand for livestock products.”

Dairy Industry Leads the Way

Nationally, demand for dairy products remains strong with cheese and butter leading the way. It is projected for 2021 that U.S. dairy farms will produce a staggering 227.4 billion pounds of milk. One of these highly productive farms, Rosy-Lane Holsteins of Watertown, Wisconsin, is also a recognized leader in WP as the 2020 winner of the U.S. Dairy Center for Innovation Outstanding Dairy Farm Sustainability award. Rosy-Lane has focused on genetics, better feed conversion ratios and finding ways to re-use water in the production environment.

“The biggest use of fresh groundwater on the farm is our plate cooler,” said Jordan Matthews, co-owner of Rosy-Lane Holsteins since 2013. “We use the 50-degree groundwater to cool the milk down to about 65-70 degrees. That water

then goes to an old milk tanker that holds about 6,500 gallons and is reused in multiple ways to reduce our freshwater consumption. We estimate that our water re-use plan has reduced our manure hauling by about 1.5 million gallons a year.”

Additionally, genetics has helped Rosy-Lane produce 1.7 pounds of milk for every 1 pound of feed for the milking herd. The average U.S. dairy attains 1.5, according to Cornell University. This means that Rosy-Lane produces about 70 more semi-tankers of milk a year using the same inputs as other dairy farms. Another WP practice Rosy-Lane has implemented is utilizing dried by-products like cottonseed, oat hulls and whey permeate into the cows’ feed.



Every Detail Counts When Evaluating Your WP

Water is a precious resource and taking time to evaluate new ways to eliminate water waste and institute best management practices are key to increasing your farm’s WP. Little details like re-using boot wash water to maintaining watering founts can

continued on page 16 →

BRINGING UNDENIABLY DAIRY

to Your Community

IDEAS FOR YOUR INSPIRATION

- **Virtual Dairy Days** featuring a dairy celebration for nursing homes and daycares with dairy activities and treats.
- **Soft-sided coolers** for schools to assist with meal distribution.



- **Take-home dairy kits** featuring recipes and activities like make-your-own ice cream during distance learning.
- **Drive-through dairy farm tours, trick or treating on the farm, and Santa on the Farm.**



- **Refrigeration for local food pantries.**

- **School nutrition equipment** for schools that includes milk coolers, blenders, and breakfast carts.



- **Community care packages** showing appreciation for local heroes.

- **Dairy promotion at local county fairs and festivals.**

Stay tuned for fun ideas and apply for 2021 funding by visiting:

www.midwestdairy.com/for-farmers/undeniably-dairy-funding/

The 2021 funding periods will be in March, May and August. Due to the competitive nature of this funding, please apply early and be as detailed as possible. For further information, please reach out to Iowa Farmer Relations Manager, Mitch Schulte at mschulte@midwestdairy.com.



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Is the Buddy System Right for Your Heifer Calves?

What is the Buddy System? The Buddy System is a style of raising dairy heifer calves in a hutch or pen in a pair, so in groups of two calves.

How does it work? After calves are born in the maternity barn/unit, they will be put in a freshly prepared starter pen. This ensures a clean and safe place for the first 3 days of their life. It's the perfect spot to have a close eye on these newborn calves and it is easy to feed these calves their first few meals, ensuring they get 3 servings of colostrum and training them to the feeding system that is desired.

After 1 to 3 days in the starter pen, you take two calves that were preferably less than 48 hours born apart and house them together in a hutch or pen. It needs to provide enough space so they can stay in this hutch for the next couple of weeks. These two calves now build a team of buddies that live and grow together.

After six weeks, you move 2 or 3 buddies together into a bigger pen or hutch to create a group of 4 or 6 calves.

What are the benefits? Raising calves with the Buddy System has many benefits. First, it's important to mention the social aspect. Paired calves show more social and less aggressive behavior later in their life, especially when put in calf barn groups, and most importantly as dairy cows in free-stall barns. A more social group of dairy cows not only reduces the injuries of dairy cows but also drastically reduces the stress levels of your herd and therefore increases the milk yield of each cow.

Researchers found that the food intake of calves raised in pairs was higher than the feed intake of individually raised calves. This does not only increase the daily weight gain and enhances the rumen development,

but also possibly reduces the weaning period. A calf should be weaned not after a certain age but according to their concentrate intake. Every calf that eats 3.3 lbs. of concentrate per day can be weaned. The earlier in life you reach that mark, the earlier you can wean your calves and thus shorten this labor and cost-intensive period.

Are there risks to housing calves in the Buddy System? Many farmers will report that pre-weaned calves that are not physically separated from each other will start cross-sucking each other. Cross-sucking is an atypical repetitive behavior that is created by the lack of satisfaction that most feeding systems provide for the calves. Calves naturally have a very strong urge to suckle since they need to nurse from their mothers to survive in the free nature. Feeding milk from buckets or with fast feeding teats from teat buckets or bottles does not satisfy this natural urge and leads to cross-sucking. Separating the calves only treats the symptom and does not eliminate the source of the problem.

Feeding calves milk from a slow feeding teat, which encourages them to use positive and negative pressure while nursing, will satisfy their nursing instinct and therefore also eliminate the cross-sucking behavior. We highly advise using a slow-feeding system all the time, especially when housing calves in groups.

What are the best products for the Buddy System? To implement the Buddy System, you need a hutch big enough to house two calves for several weeks. The Agri-Plastics EXL Hutch and Buddy System Hutch features several ventilation openings, is molded in one piece, and is made from totally opaque and UV-resistant plastic.

If you'd rather raise your calves in a barn instead of a hutch, it is advisable

to use the Agri-Plastics Ultra Flex Pen System. The individual pens of this indoor system can be transformed easily into a two-calf group pen by removing the separating panel between two pens and replacing it with a stabilizing crossbar.

When housing calves indoors, we also recommend making sure there is enough fresh air for your calves. The positive pressure tubes of the Flap Duct system from Agri-Comfort is a solution for both new build and retrofitted barns. It helps distribute the fresh air directly to your calves to keep them healthy in all seasons.

As described above, it is important to use a slow-feeding teat in the Buddy System. We recommend the Milk Bar drinkers from Agri-Comfort. The Milk Bar MB 2 is the perfect solution to feed two calves in the same Hutch.

Written by Nele Schermeier D.V.M., Veterinary Consultant and Business Development International based in Frankfurt, Germany for Agri-Comfort International.

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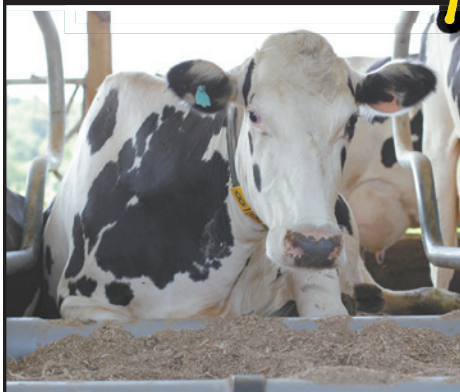
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Every Drop Counts: Water Productivity *(cont. from Page 11)*

affect WP and your bottom line. Research shows that approximately 1% of a dairy cow's water footprint is the 30 to 50 gallons of fresh water consumed daily.

"For many dairy farmers it is not top of mind to cost analyze your automatic watering system," said Robert Amundson, President and CEO at Ritchie Industries, Inc. "There are so many complex factors that affect your production, but it is important to consider the maintenance costs, longevity, reliability and durability of your founts. If you don't have clean, fresh water on demand, it can grind your production to a halt. For 100 years,

Ritchie has been made in America and we produce the finest, energy efficient founts in the industry. You can find our red and yellow founts in some of the top producing dairy farms in the country, including Rosy-Lane Holsteins."

Ritchie Industries is headquartered in Conrad, Iowa, and was the first company to patent the automatic water valve in 1921. Ritchie has manufactured and sold over 3 million units globally.

The Final Takeaway

Research revealed that the dairy industry continues to lead the way in WP gains. These new benchmarks

in efficiency will be useful tools for both producers and policy makers alike who are committed to responsible and sustainable water resource management.

For More Information

Ritchie Industries
RitchieFount.com

Daugherty Water for Food
Global Institute at the University
of Nebraska
waterforfood.nebraska.edu

Rosy-Lane Holsteins
www.RosyLane.weebly.com

U.S. Dairy Center for Innovation
www.usdairy.comsustainability



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You can also visit the ISDA website at www.iowadairy.org to fill out an online membership form. Please make Associate Membership checks payable to the Iowa State Dairy Association. For 2021, the ISDA Producer Membership fee will be waived in recognition of the financial restraints in the agricultural industry in Iowa. In 2021, we will review reinstating membership fees for the 2022 calendar year.

While membership dues to the Iowa State Dairy Association are not tax deductible as charitable contributions for federal income tax purposes, a portion may be tax deductible as ordinary and necessary business expenses. However, the portion of membership dues that represent nondeductible lobbying activities of Iowa State Dairy Association is not tax deductible. The nondeductible portion of your dues is 30%. **Please return dues and membership form to: ISDA Accounting Office, 2015 Rice Street, St. Paul, MN 55113.**