

Adams Advanced Nutrition, Inc.

Doug Adams, PAS
PromiseLand Feed & Seed
9187 Myersville Road
Myersville, Maryland 21773
240-818-8401 or 301-293-8444
E-mail: advadams@verizon.net
WEB: www.rennut.com

It begins with good forage...

There are very few items that can affect a farm's profitability as much as forage quality. Forage is the main component of most rations. Its quality directly affects the amount of purchased feed needed, while also influencing milk components and overall productivity. Forage production also carries with it a large overhead cost - from tractors and planters to harvesters and storage structures. These factors make forage quality an extremely important consideration.

Paying attention to the details of forage production can have a huge impact on the quality of forages and ultimately the profitability of your forage program. Seed is a very small part of overall production costs; however, variety and hybrid genetics can have a substantial effect on the quality of forage you can produce from a given acre of crop land. Quality forages have high NDF digestibility and good starch digestibility, which are affected by hybrid or variety genetics. The differences in corn silage quality due to genetics often result in 150 lbs to 600 lbs of milk per ton of silage. This milk production response from quality forage not only increases total revenue of the farm, it also improves profitability per hundred weight of milk by increasing the number of pounds of milk from fixed production costs like those resulting from machinery and forage storage facilities. I can help you select seed varieties that can improve your profitability, while increasing production and herd health.

**QUALITY FORAGES FOR A DIFFERENCE!
WOLF RIVER VALLEY – MYCOGEN - AGRICULVER
Renaissance... when you want to plant & harvest for results.**

How digestible are your forages?

Forage digestibility has an impact on the productivity and profitability of your cows. Nutrient availability is critical to both rumen microbes and the host. Renaissance offers the advantage of a large, growing database, cataloging extensive results on starch and fiber digestibility, and including many corn hybrids, alfalfa and grass varieties. Samples are analyzed at several time points and with *In vitro* and *In situ* methods, allow us to see how a particular variety may react in the rumen. Knowing the nutritional value and digestibility of forages makes a difference in understanding how your cows will perform. Get the facts today and ensure your cows are eating for results!

Dry matter intakes matter!

Dry matter intake (DMI) has an effect on the body condition and productivity of your cows. An increase in DMI can result in improved conditioning, along with an increase in actual milk production. Check out our **MAXI-LAC SC with CITRIA** or use **CITRIA** in your custom mix. Trials have shown improved intakes up to 3 lbs/head/day (or more) and with impressive results in the tank. Ask for details today!



To cull or not to cull?

One of the most difficult aspects of farming is culling. It may be a necessary part of doing business; however, it is often very costly. Tracking the reasons for culling is important. It allows you to develop a more accurate scope of what is happening, and evaluate the relationship of factors such as nutrition and management. When possible, effectively

reducing cull rates can save money that might be better spent in other areas. Researchers P.R. Tozer and A.J. Heinrichs (Penn State University) found that if cull rates are reduced from 25% to 20%, the cost for replacement heifers is reduced by 24.6%. Conversely, they found that by increasing the cull rate to 30% there was a deficit of 4 heifers. The conclusion is simple: reducing cull rates significantly improves profitability. Culling often results from one of the following:

- **Retained placenta:** The placenta has not been passed within 12 hours after calving. This represents a potential beginning for metritis and infertility.
- **Milk Fever:** A metabolic disorder of mature dairy cows that occurs just before or soon after calving, due to a lack of calcium in their system and predisposes to other health concerns.
- **Ketosis:** A metabolic disorder created by a negative energy balance, which decreases feed intake and increases the risk of other diseases. This is best treated by prevention in the transition and fresh cow diets.
- **Displaced Abomasum:** A disease typically affecting fresh cows, characterized by a distended abomasum abnormally positioned in the abdomen.
- **Mastitis:** Inflammation or infection of the mammary gland, caused by chemical or physical agents (usually bacterial). Can impact production short-term or long-term.
- **Dystocia:** A difficult birth or delivery, which may have several different causes.
- **Twins:** Two offspring produced in the same pregnancy.
- **Death:** Due to a variety of reasons, including age.
- **Lameness:** A weakness or inflammation in limb(s) or joint(s) causing gait-altering pain and discomfort.
- **Injury:** Harm or hurt; a wound or maim; usually inflicted on the body by an external force.
- **Metritis:** Inflammation or infection of the uterus, which may have a severe systemic component, either as toxemia or septicemia.

Prevention and knowledge is often the best remedy for many cull conditions. By tracking cull rates you can help identify, reduce and/or eliminate many causes [of culling] that are costing you productivity and profitability. Ask for information on ways and means to reduce culls in your dairy herd, as well as tracking causes. It can make a difference!

Interested in discussing topics in this newsletter, or want to do a better job feeding and managing your cows? Looking for research-tested corn hybrids for the coming year? Call me! My goal is to help you. That's Renaissance's commitment to you!

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RENAISSANCE... WHEN RESULTS MATTER!**

HMC... check it out!



Warmer weather this winter may be cause for concern with the quality of stored corn. Kernels that are discolored and shrunken, or have a powdery blue-gray appearance may be evidence of mold, mycotoxins or fungus in the corn. Warm temperatures combined with humidity are conditions that provide an ideal environment for these undesirable entities. If HMC was stored with any problem, such as moisture too high going into the bin, conditions this winter will have effectively worked to make things even worse. Check your corn. We recommend using a product such as MTB100 to aid in the control and impact of mold and mycotoxins in your feeding program. Get the facts. It can make a difference to your cows!

WHAT ARE YOUR COWS TELLING YOU? Cows don't talk. Well, not as we think of talking. But they have many ways to communicate with us, if we know what to look for. It's their way of letting us know if things are going well, or if there are concerns needing attention.

Sometimes it is a small thing such as a listless look, dull and lackluster eyes, or a rough coat. Other concerns may be more obvious, such as lameness, loose manure, loss of weight, etc. The key to understanding cows is to watch them closely. Then discover what is going on and how to address the concern for a positive conclusion. Often, problems stem from a nutritionally-related or management-related situation. Are dry matter intakes where they should be? Is the ration properly balanced? Are the cows given sufficient water? Do you have cow comfort issues that need to be addressed? Can cows lie down in clean, dry bedding? Do you use a foot bath? Consider what your cows are "telling" you every day. It can make a difference in their productivity and your profitability.

A POINT TO PONDER... The calendar is moving gradually toward spring! Everyone seems to be looking and longing for a touch of warm, fresh air... the chance to be outdoors and enjoy longer days (in spite of the milder winter most areas have enjoyed). In the country we begin seeing and enjoying the sights and sounds of spring ~ the chirping of birds; the greening of grass; flowering plants and trees coming to life once again. In the hustle and bustle of life, and in the midst of planning for a busy spring... take time to enjoy the beauty that surrounds us. Take it all in – it's refreshing!



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Spring is coming!
planting & planning...
We can help make a difference.



Check it out.

