

GEORGIA MILK REVIEW

MONTHLY NEWSLETTER FOR GEORGIA MILK PRODUCERS, INC.

**NOMINATIONS OPEN FOR
FRIEND OF THE 2016
DAIRY INDUSTRY AWARD**



Georgia Milk Producers will award the "Friend of the Dairy Industry" Award to an individual or company that served as a strong advocate for Georgia's dairy industry in 2016 at the GA Dairy Conference in January. We would like Georgia dairy producers to send in nominations for this award to our office by December 16, 2016. This award is open to any individual who is involved with the dairy industry (Cooperative officials/field representatives, feed/supply companies or salesperson, veterinarian, etc.). Please call our office with your nomination at 706-310-0020, fax at 706-310-0025 or email it to gamilkproducers@gmail.com.



**4TH ANNUAL
SQMI MEETING
TO BE HELD
IN TIFTON**

Dairymen are encouraged to attend the upcoming Southeast Quality Milk Initiative (SQMI) meeting in **Tifton on Nov. 16-17**. The dairy community portion of the 2016 program will be Wednesday, Nov. 16. Registration is \$20. A brochure has been included with this newsletter to provide readers with additional information.



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Georgia Dairy Managers Series to focus on Calf Care and Feeding for Optimum Gains

The success of the dairy farm heavily relies on the success of their calf management program. Every heifer calf born on a dairy farm represents an opportunity to maintain herd size, to improve the herd genetically, or to improve economic returns to the farm.

Georgia Milk Producers and Milk Specialties Global invite dairymen, herdsmen and farm employees to attend our upcoming Georgia Dairy Managers Series titled, Focusing on Calf Care and Feeding for Optimum Gains. This series will focus on calf management - sanitation, colostrum, timeliness of feeding and efficiencies of early-life weight gains.

The speaker, Trent L. Lartz, DVM, is a graduate of the University of Illinois College Of Veterinary Medicine and resides with his family in Shippensburg, Pennsylvania. Dr. Lartz is a practicing veterinarian for Mountain View Veterinary Services and Milk Specialties Global. He works with dairy producers to increase their profitability by developing calf care and feeding programs, analyzing production and reproduction records, and working with producers to increase milk quality.

Meetings are open to dairymen, managers, and employees - free of charge and will be held from 10 a.m. until noon (or 7 p.m. in Americus). Please preregister for meal by calling our office at 706-310-0020. The meetings will be held at:

November 3	10 a.m.	Andy's BBQ Restaurant, Eatonton (100 Friendship Rd SW, Eatonton, GA 31024)
November 3	7 p.m.	Reid Bros. Irrigation Company, Americus (908 Adderton St, Americus, GA 31719)
November 4	10 a.m.	Burke Co. Extension Office, Waynesboro (715 West 6th Street, Waynesboro, 30830)

Sponsored by Georgia Milk Producers, Inc. and Milk Specialties Global



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GA House of Representatives takes home trophy for 2016 GA National Legislative Showdown

State legislators traded in their suits for jeans and boots to try their hand at showing dairy heifers at the 6th Annual Legislative Livestock Showdown in Perry, Ga on October 8, 2016.



State legislators traded in their suits for jeans and boots to try their hand at showing dairy heifers at the 6th Annual Legislative Livestock Showdown in Perry on October 8, 2016.

Senators Elena Parent (D - Atlanta), John Kennedy (R - Macon), Butch Miller (R - Gainesville), Michael Rhett (D - Marietta) and Larry Walker (R - Perry) made up this year's senate team. Representatives James Beverly (D - Macon), Bruce Broadrick (R-Dalton), Bubber Epps (R - Dry Branch), Wes Cantrell (R - Woodstock) and Scot Turner (R - Holly Springs) made up this year's house team.

"This competitive event is a great opportunity for legislators who may or may not have a background in agriculture to learn first-hand what it takes to show livestock and practice their newly acquired show ring etiquette," said Senator John Wilkinson, Chairman of the Senate Agriculture Committee. "Although we took second place this year, I am extremely proud of my colleagues who participated in the event and I'm looking forward to next year's showdown."

The Legislative Livestock Showdown is a highly competitive event between five senators and five representatives. The legislators were partnered with experienced 4-H or FFA students who coached them on proper animal handling, showmanship and ring etiquette. Those students were Anna Bass (Elbert Co. 4-H), James Cagle (Morgan Co. 4-H), Jana Everett (Macon Co. 4-H), Trent Maddox (Jasper Co. 4-H), Elizabeth Mansour (Coweta Co. 4-H), Daisy Dawson (Habersham Central FFA), Emma Newberry (Oconee Co. FFA), Haley Pulsifer (Perry FFA), Maelynn Ruff (Elbert Co. FFA), and Leah Smith (North Hall FFA).

The legislators were judged by two professional livestock judges, Benjamin Newberry and Fowler Branstetter, on the presentation of their animal, cleanliness of the animal and how well the animal cooperated with them. They were broken up into two teams - the House and the Senate. First place team winner this year was the House.



For individual showmanship awards, the first place winner was Rep. Scot Turner, second place winner was Senator Butch Miller and third place winner was Rep. James Beverly.

Dairy exhibitors, farmers and industry affiliates enjoyed watching this event and our youth shine while sharing their passion for agriculture, 4-H and FFA programs and livestock. Thank you to the Georgia National Fairgrounds and the Georgia Department of Agriculture for hosting this event.

Make Your Hotel Reservation for GDC by Dec. 23

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Take advantage of special room rates for the 2016 Georgia Dairy Conference by making your Reservations before Monday, Dec. 23!

The Savannah Riverfront Marriott is offering room rates for those attending the Georgia Dairy Conference from Saturday, Jan. 14, until Wednesday, Jan.

18, at \$125.00/room for single and double occupancy rooms. Individuals are requested to call the hotel at 912-233-7722 or 800-285-0398 for reservations. Please mention you are with the "GA DAIRY CONFERENCE 2017" when making your reservation to ensure that you receive the discounted room rate. A link to online reservations can be found on our website at www.gadairyconference.com. *Parking at the Savannah Riverfront Marriott has been reduced to \$5 per day for those attending the Georgia Dairy Conference.*

PLEASE NOTE: Any reservation received after the cut-off date will be accepted on a space and rate-available basis. Availability and pricing cannot be guaranteed after the cut-off date.



GEORGIA DAIRYMEN: Georgia Milk Producers will deduct \$100/night for **two nights** from each Georgia dairy farm's hotel bill at checkout. It's our way to show our appreciation for your support and to encourage you to attend your annual dairy conference!

UGA researching betaine as possible food source for dairy cattle

Sha Tao and John Bernard, animal and dairy research scientists at the University of Georgia Tifton Campus, believe that feeding betaine to dairy cows could increase milk production.

Betaine is a natural chemical compound that essentially helps to improve cows' metabolism and milk production.



"I think the key finding in our research is that when we fed this product, which contains a large amount of betaine, to the transition dairy cows (period between dry and milking), we observed a 6.5-pound-per-day increase in milk production during the first two months of lactation," Tao said. "We also saw an increase in fat percentage, which is the percentage of fat in the milk. This is quite important for producers in the Southeast because our milk products are paid based on pounds of milk and its fat content."

Betaine is found naturally in molasses made from sugar beets. For this research study, Tao and Bernard made a compound of molasses from sugar cane and sugar beets to provide 9-percent betaine. They fed it to the cows during the dry period and the transition period, which is about 56 days before and after calving. A control group was fed only sugar cane molasses.

Bernard said that the results of the study will help to reduce the stress cows experience during the hot summers, keeping them healthy and producing more milk.

"Cows that calve during the summer had to deal with the heat, which makes them not want to eat or do well when they start milking. This study demonstrated that the betaine has the potential to relieve some of that stress and help the cows to metabolically cope better," Bernard said. "One of the things we do currently to help with heat stress is focus on our structures to provide heat abatement, which includes providing shade and having fans with some type of sprinkler or mister system. We emphasize the use of high-quality forages that are going to be digested better and help maintain intake. Then we look at how we supplement those forages to meet the cow's needs."

Tao and Bernard also took blood samples from the cows in order to study metabolism. They found that cows fed betaine had higher plasma concentrations of nonesterified fatty acids during the early lactation period. In total, 40 cows were used in the study, which lasted from late September 2015 to late December 2015. Tao hopes to keep working on stress relief in cattle.

Source: By Kyle Dawson, UGA CAES

FO Market Bulletin and National Dairy Outlook – October 2016

From: USDA Federal Milk Marketing Order Southeast Market Information Bulletin

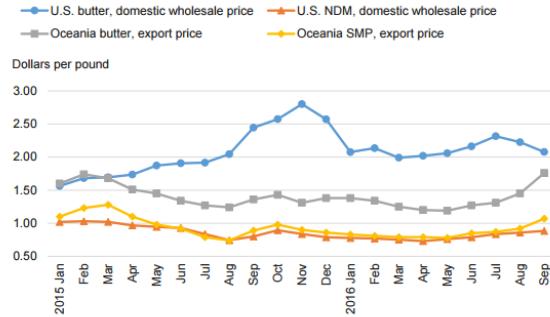
Uniform Price Higher - The uniform price in Fulton County, GA, was \$19.21 per hundredweight of milk at 3.5 percent butterfat for the month of September. The uniform price is \$0.97 higher than the previous month and is \$0.98 per hundredweight lower compared to September 2015. Class I utilization was 78.91 percent in September, 2.06 percent lower than the previous month and 1.23 percent lower than September of last year.

Recent Developments in Dairy Markets - After month-to-month increases of 3,000 head in June and 14,000 head in July, milk cow numbers increased by an additional 16,000 head in August, to 9.360 million head. This was 45,000 head more than August 2015. The increase in milk cow numbers likely reflects growth in herds for expanding dairy product facilities. In addition, low cull-cow prices in recent months have likely played a role. In 2015, the national average price for cutter cows, live-weight equivalent, was \$99.56 per cwt. By the third quarter of 2016, the price had fallen to \$73.16 per cwt. With low cull-cow prices, dairy farmers may cull cows at a lower rate, breed a smaller proportion of their herds to beef bulls, and use sexed semen more extensively.

Dairy product exports increased by 0.4 billion pounds on a skim-solids milk-equivalent basis from July to August. Notably, exports of nonfat dry milk increased from 106 million pounds in July to 116 million pounds in August, and exports of dry whey increased from 37 million to 45 million pounds. On a milk-fat milk-equivalent basis, exports declined slightly from July to August. Imports increased from July to August by about 0.1 billion pounds on both milk-fat and skim-solids bases, with notable increases in imports of butterfat products, milk protein concentrate, and whole milk powder.

Wholesale price movements for dairy products were mixed in September. The average butter price, as reported in the USDA National Dairy Products Sales Report (NDPSR) fell from \$2.128 per pound for the week ending September 3 to \$2.049 for the week ending October 1. Over the same period, the NDPSR price of cheddar cheese 40-pound blocks fell from \$1.825 to \$1.668 per pound, while the NDPSR price of 500-pound barrels (adjusted to 38 percent moisture) fell from \$1.876 to \$1.595. Chicago Mercantile Exchange (CME) prices for the week ending October 7 fell to even lower levels, with weekly average prices for butter, 40-pound blocks of cheddar cheese, and 500-pound barrels of cheddar cheese falling to \$1.857, \$1.536, and \$1.481 per pound, respectively. The NDPSR prices for nonfat dry milk (NDM) and dry whey rose from \$0.853 to \$0.906 per pound and from \$0.298 to \$0.314 per pound, respectively, from the week ending September 3 to the week ending October 1.

U.S. domestic wholesale prices and Oceania export prices, butter and NDM/SMP



Note: NDM=nonfat dry milk, SMP=skim milk powder.

Sources: USDA Agricultural Marketing Service, National Dairy Products Sales Report and Dairy Market News.

Situation and Outlook for Feed Prices - Feed prices have been low relative to milk prices in recent months. The milk-feed ratio, seen in the chart below, in August was 2.42, a considerable increase from 1.91 in June and 2.14 in July. Feed prices are expected to remain low for the remainder of 2016 and for 2017. The 2016/17 corn price forecast is \$2.95-\$3.55 per bushel, a 5-cent increase on both ends of the range from last month's forecast. The 2016/17 soybean meal price forecast is \$300-\$340 per short ton, unchanged from last month. The national average price for alfalfa hay decreased from \$140 per short ton in July to \$138 in August, \$23 lower than August 2015. Source: *Livestock, Dairy, and Poultry Outlook/LDP-M-268/October 18, 2016*.