



DAIRY RECORDS

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*— the who's who
of your herd*

COOPERATIVE EXTENSION SERVICE
MICHIGAN STATE UNIVERSITY

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Dairymen who keep and use production records receive many worthwhile benefits. Among these are: (1) Increase in level of milk and butterfat production per cow. (2) More efficient feeding. (3) Lower costs of production. (4) Increase in net

profits. (5) Prestige and pride in having a superior dairy herd. These accomplishments are possible because DHIA records point out problem areas and serve as a management tool in dairy herd improvement.

Records are Used in Making Dairy Management Decisions

HOW

WHY

Get more milk for feed

16,700 pounds milk cows return \$500 above feed cost.

Cull free loaders

It takes 7,300 pounds of milk per cow to break even. Cows with less are losing you money and eating your profits.

Select your future herd

Best cows have the best descendents on the average. What you keep today determines how much you make two years from now.

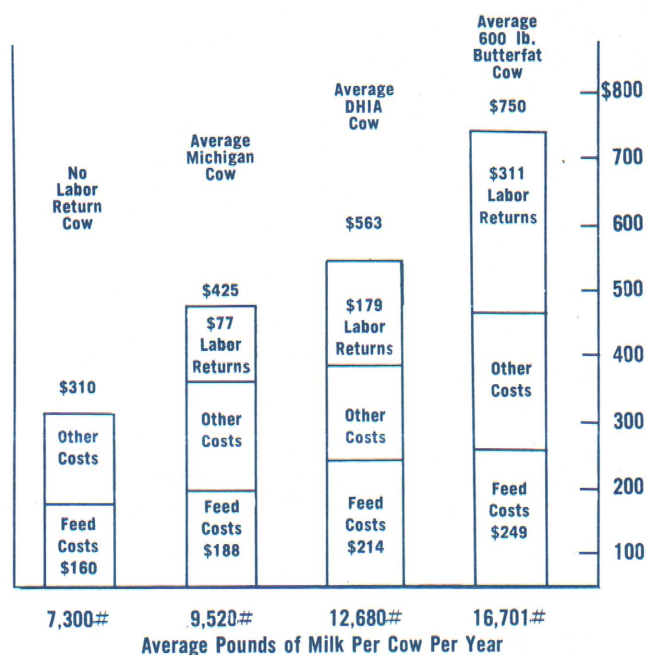
Sell surplus cattle

Cows with DHIA records sell for more than cows without records at public auctions. Good record cows bring MORE money.

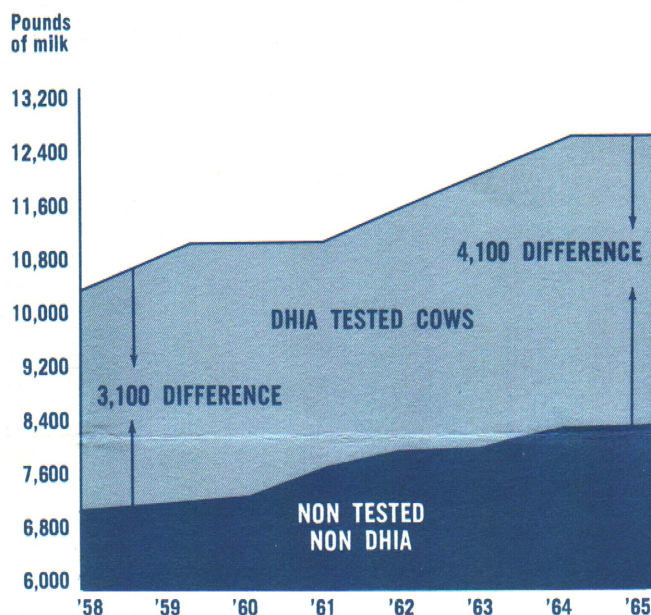
Make long range plans

Expanding a herd of low producers may mean more work and less profit. Records tell the story and guide the way for a BETTER living Dairying.

HOW DAIRY RECORDS PAY OFF



Comparison of labor returns per cow at four different average pounds of milk production per year.



Comparison of Milk Production Increase Between tested and non-tested cows from 1958 to 1965.

MILK PRICE VARIES FROM COW TO COW

	Cow "A"	Cow "B"
Pounds Milk	12,000	12,000
Butterfat Test	3.2	3.8
Price per cwt.	\$5.16	\$5.64
Gross Income per cow	\$526	\$575

Cow "B" earned \$49 more in one year because she tested higher. Do you know what your cows test?

DOLLAR VALUES PER COW*

	Gross Product Value
Average two high cows in each herd	\$1,014
Average two low cows in each herd	465
Difference	\$ 549

How much do YOUR cows vary?
TEST — DON'T GUESS

Extended 305-day Milk Production
*Based on 1,520 DHIA Holstein Herds

THREE TESTING PROGRAMS AVAILABLE

STANDARD DHIA

An official supervised test made with a DHIA Supervisor taking samples and weighing the milk. Records are accepted for dairy cattle sales and sire-proving work.

OWNER-SAMPLER

A complete, yet lower cost program than DHIA. The cost is lower because dairymen take their own samples and milk weights.

TRI-MONTHLY TESTING

One-third the cost of O.S. program. Milk weights can be taken once a month or once every three months by the herd owner. Butterfat samples are taken every 3 months.