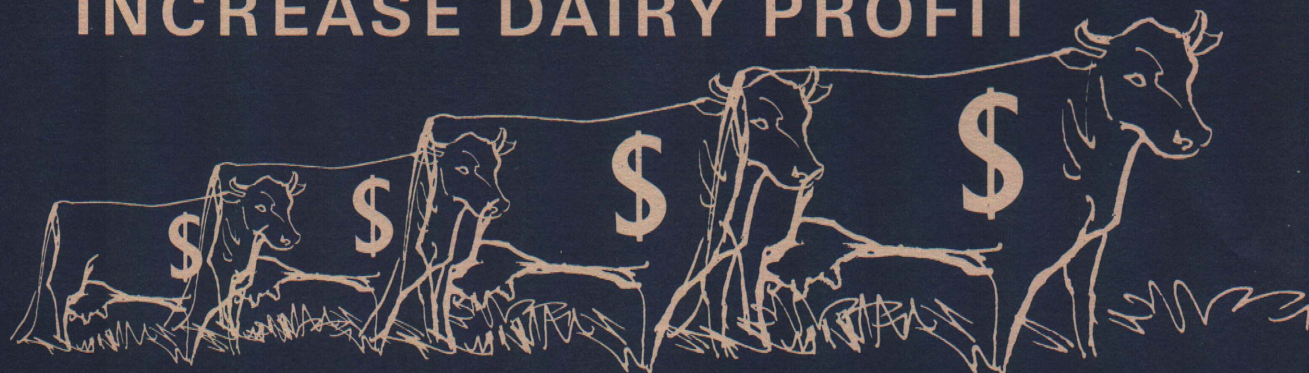


# INCREASE DAIRY PROFIT



through use of production records

COOPERATIVE EXTENSION SERVICE

MICHIGAN STATE UNIVERSITY

## WHY KEEP RECORDS?

They help you to:



1. Cull out low producers and increase net income

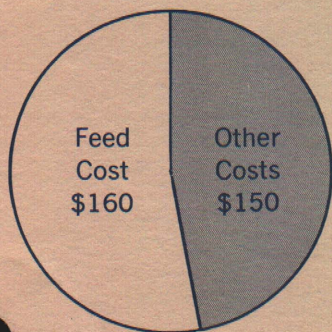


2. Feed grain according to production and save money

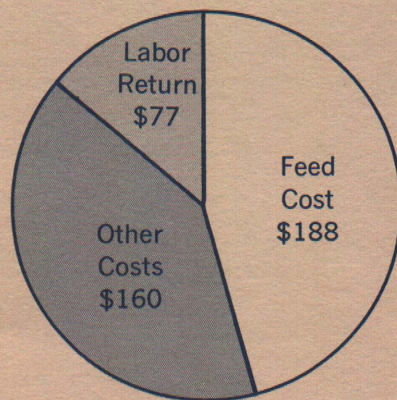


3. Select cows whose calves will be good herd replacement

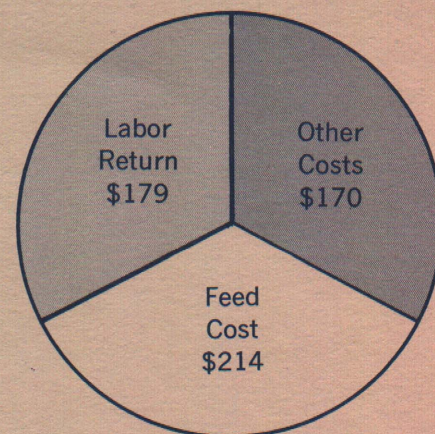
### WHICH COW DO YOU OWN?



The "No Labor Return" Cow  
Production 7300# Milk  
Income \$310



The Average Michigan Cow  
Production 9520# Milk  
Income \$425



Average DHIA Cow  
Production 12680# Milk  
Income \$563



# THREE DAIRY RECORD KEEPING PLANS

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## SUPERVISED DHIA

# 60¢

AVERAGE PER COW PER MONTH\*

OR

**Equal to only 50 pounds  
of milk per cow per year.**

\*Based on monthly herd fee  
of \$8.00 plus 40 cents per cow.

Michigan Dairy Herd Improvement Association employs a supervisor who visits your farm one day each month to weigh and sample milk from each cow.

The Supervisor records production and feed records for each cow and the herd. Records are then electronically calculated in a central office.

Individual cow records are entered in each dairyman's herd-record book. Records include production to date, monthly and year-to-date herd totals, total and average feed cost, and income over feed cost, etc.

Animals are ear-tagged to establish their identity, and identification records are maintained.

Production records made in a DHIA herd are used for proving sires in the National Sire-Proving Program.

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## OWNER-SAMPLER

# 40¢

AVERAGE PER COW PER MONTH\*

OR

**Equal to only 100 pounds  
of milk per cow per year.**

\*Based on monthly fee of \$4.00  
per herd plus 25 cents per cow.

The DHIA Supervisor leaves sample bottles at the farm one day each month. In the evening and next morning, the owner weighs the milk yield of each cow and records the weight on his record sheet. He takes a sample of each cow's milk for butterfat testing.

Next day the samples are tested and the records are machine-calculated in a central office.

Dairyman receives monthly and yearly reports by mail. Reports give complete records of each cow and herd. Records provide the dairyman adequate information for feeding, culling, and management.

A herd-record book is available for monthly record sheets and individual cow pages.

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## TRI-MONTHLY TEST

# 13¢

AVERAGE PER COW PER MONTH\*

**Priced so low you can't afford to milk cows  
without the use of production records.**

\*Same fee as OS per trip

The DHIA supervisor leaves sample bottles at the farm one day every third month. The herd owner takes a sample of each cow's milk for butterfat testing and records the milk weights. Milk weights can be recorded every month if desired.

The butterfat samples are tested and the records are machine-calculated at a central office.

Within a few days the dairyman will receive production information on the entire herd. Each cow will be ranked according to her estimated 305-day mature equivalent production based on current production to date. Other information including average age, culling level, etc., is also provided.