

Winding Meadows Dairy, Inc.

Terry Van Maanen
Rock Rapids, Iowa



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Breeding

- Use sexed semen and beef bulls
 - Crossbred calves have more value in the marketplace
- Using sexed semen has made it difficult to get the right number of heifers
- Use beef semen on third breeding to get cows pregant



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Expanding from 1200 to 1600 cows

- Utilize double 20 parlor and labor efficiently
- Moved dry cows to home dairy



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Calf Raising

- Moved calves to Kansas Dairy Development
- Control death loss
- Calf rearing expense is \$2.55 verses \$3.60 per day
- Milder environment
- Manure dense neighborhood



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Management Team

- Using Genske, Mulder & Co. to review records
- Using financial consultant who understands dairy
 - Breeding costs
 - Forage costs need to be more accurate
 - Using Commodity & Ingredient Hedging, LLC
- Using Farm Credit Services of America "borrowing base" monthly



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Final Comments

- Don't loss milk or components
- Keep equipment current to control repair costs
- Take high speed out of skid loader



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