Program for the 4th Annual Middle Atlantic Consortium Dairy Extension Inservice Training
“Clearing the Way to Profitability: Nutrition and Herd Health, Labor Management, and Profitability.”

Woodlands Inn and Resort, Wilkes-Barre, PA
June 10-12, 2002

June 10

11:00 a.m. Registration
Gary Anderson and Dave Marcinkowski, University of Maine

1:00 - 1:10 p.m. Welcome, Overview, and Introduction of Keynote Speaker
Bob Peters, University of Maryland

Keynote speaker: Walt Guterbock
1:10 - 2:10 p.m. Challenges of Operating a Large Modern Dairy Farm

Session Topic: Nutrition and Herd Health
Moderator: Bill Graves, University of Massachusetts

2:10 - 3:00 p.m. Early Rumen Development
Jud Heinrichs

3:00 - 3:15 p.m. Break

3:15 - 4:45 p.m. The Ten Points of Calf Rearing
Walt Guterbock

4:45 - 5:00 p.m. Questions and Discussion

5:00 - 6:00 p.m. Cash Bar

6:00 - 7:00 p.m. Dinner

7:00 - 9:00 p.m. Evening Session on Innovative Programs
Moderator, Mike O’Connor

June 11
6:00 - 8:00 a.m. Complimentary Breakfast

**Session Topic:** Nutrition and Herd Health (continued)

**Moderator:** Mike Westendorf, Rutgers University

8:00 - 8:45 a.m. Forage quality and Fermentation
Limin Kung

8:45 - 9:30 a.m. Relationship of Cow Comfort to Feed Intake and Herd Health
Dan McFarland

9:30 - 9:45 a.m. Break

9:45 - 10:30 a.m. Transitional Cow Nutrition and Management.
Gabriella Varga

10:30 - 11:15 a.m. The Cornell Net Carbohydrate Model
Larry Chase

11:15 - 11:45 a.m. Beyond Feeding Fat–Fatty Acids
Sheila Andrew

11:45 - noon Questions and Discussion

Noon - 1 p.m. Lunch

**Session Topic:** Labor Management

**Moderator** Beth Claypoole, Cornell Cooperative Extension

1:10 – 1:35 p.m. Variation and the Need for Standardization in Dairy Procedures
Richard Stup

1:35 – 2:00 Case Background
Jeff Mamett, Pharmacia Break Through Management (BMT) facilitator

2:00 – 2:30 Technical Considerations in SOP Format
Dave Grusenmeyer

2:30 – 2:45 Break

2:45 – 3:30 Why is “Why” Important
John Barlow & Dave Grusenmeyer
3:30 – 4:00  SOP Monitoring and Feedback (Richard Stup)

4:00 – 5:00  Case Discussion, Analysis & Conclusion (Jeff Mamett, Pharmacia BTM facilitator)
Participants broken into small groups for this discussion.

Free Evening

June 12

**Session Topic:** Identifying Financial and Production Bottlenecks
**Moderator**  Bill Shockey, West Virginia Cooperative Extension Service

6:00 - 8:00 a.m.  Complimentary Breakfast

8:00 – 8:45 a.m.  Guidelines for Understanding and Using Financial Records
Brad Hilty

8:45 – 9:00 a.m.  Review of Case Studies
Wayne Knoblauch

9:00 – 10:30 a.m.  Breakout groups

10:30 – 10:45 a.m.  Break

10:45 - 11:45 a.m.  Reports from Breakout groups

11:45 - 12:15 p.m.  Concluding comments
Wayne Knoblauch

12:15 - 12:30 p.m.  Evaluation and Wrap-up
Bob Peters

**SPEAKERS/MODERATORS**

Walt Guterbock, Sandy Ridge Dairy, Scotts, Michigan
Mike O’Connor, Department of Animal and Dairy Science, Pennsylvania State University
Gary Anderson, Department of Animal and Horticultural Sciences, University of Maine
Sheila Andrew, Department of Animal Science, University of Connecticut
Larry Chase, Department of Animal Science, Cornell University
Jud Heinrichs, Department of Animal and Dairy Science, Pennsylvania State University
Gabriella Varga, Department of Animal and Dairy Science, Pennsylvania State University

Bob Peters, Department of Animal and Avian Sciences, University of Maryland
Bob Van Saun, Department of Veterinary Science, Pennsylvania State University
Mike Westendorf, Department of Animal Science, Rutgers University
Richard Stup, Dairy Alliance, Pennsylvania State University
Brad Hilty, Dairy Alliance, Pennsylvania State University
Dave Grusenmyer, PRO-Dairy, Cornell University
Limin Kung, Department of Animal and Food Sciences, University of Delaware

Jeff Mamett, Dairy Sales Consultant, Pharmacia Animal Health, Catawissa, PA
Bill Graves, Department of Veterinary and Animal Science, University of Massachusetts
Wayne Knoblauch, Department of Applied Economics and Management, Cornell University
Bill Shockey, WVU Extension Service, West Virginia University
Dan McFarland, Pennsylvania State Cooperative Extension, Pennsylvania State University
Beth Claypoole, Cornell Cooperative Extension, Cornell University

Steering Committee for the Inservice Training Conference

Bob Peters (Chair), University of Maryland; Bill Shockey, West Virginia Cooperative Extension Service; Mike O’Connor, Pennsylvania State University; Mike Westendorf, Rutgers University; Beth Claypoole, Cornell Cooperative Extension; Bill Graves, University of Massachusetts; Sheila Andrew, University of Connecticut; Pete Erickson, University of New Hampshire; John Barlow, University of Vermont; Gary Anderson and Dave Marcinkowski, University of Maine.

Program Subcommittees

Nutrition and Herd Health. Bill Graves, (Chair) MA; Sheila Andrew, CT; Bob Van Saun, PA; Jud Heinrichs, PA; Mike Westendorf, N.J.; and Larry Chase, NY

Labor Management. Richard Stup, (Chair). PA; Dave Grusenmyer, NY; and John Barlow, VT

Identifying Financial and Production Bottlenecks. Wayne Knoblauch, (Chair) NY; Brad Hilty, PA; Bob Peters, MD; and Jason Karzes, NY.