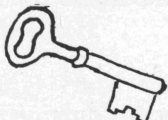


Herd Records

The  to Sound Management

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Herd Records

. . . *The Key to Sound Management*

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TO ILLUSTRATE THE POINT . . .

Are herd records the key to sound management? To answer this question it is necessary for each dairyman to consider several management decisions he must make sooner or later. Let's look at the feeding job. A cow is either overfed, underfed or fed just right. Without production records the odds are two-to-one against you. Are these odds too great for sound management? We think so.

Now consider the very important job of selecting brood cows. Can you look at a cow's body type and tell how much milk she has produced in each of her lactations? Or can you tell whether she is making a profit or loss? We can not.

Do you know when to dry off cows without breeding dates? Having this information can pay as much as 20 to 30 percent dividends. Without records many cows do not have sufficient time between lactations to rebuild their body reserves and get ready to do an efficient job of producing milk for another 10 months.

No dairyman can judge the value of his herd sire without production records. Even at the best this information is often too late. But herd records will afford the best possible decisions at the earliest possible time. Without this information a dairyman may literally breed himself out of the dairy business.

Every dairyman can have herd records if he wants them.

HERD RECORDS ARE NEEDED . . .

- \$ To cut feed costs—feeding according to production
- \$ To cull unprofitable cows—those star boarders

- § To locate good brood cows—one half of each calf's inheritance
- § To prove the herd sire—good or bad
- § To provide proper care for dry cows — that 20 to 30% dividend
- § To determine production costs—eliminate inefficiencies
- § To determine profit or loss—what, where, and why?
- § To analyze herd operations—plans for progress

HERD RECORDS WILL . . .

- Locate management weaknesses
- Suggest changes
- Point out money-making practices
- Increase family pride and interest
- Add sales value to dairy animals

THESE RECORDS ARE NEEDED . . .

1. Records of performance
 - a. Breeding and calving records.
 - b. Milk production records
2. Records of expenses
 - a. Cost of feed
 - b. Cost of labor
 - c. Cost and upkeep of machinery and equipment
 - d. Cost of improving or maintaining soil fertility
 - e. Taxes and insurance
 - f. Depreciation and replacement of buildings
 - g. Cost of raising herd replacements
3. Records of income
 - a. Milk
 - b. Calves
 - c. Manure
 - d. Other—surplus stock, labor hired out, etc.

THESE RECORDS MAY BE OBTAINED THROUGH . . .

1. Dairy Herd Improvement Association (DHIA)
2. Official Testing Program
3. Private Herd Records

THIS INFORMATION IS AVAILABLE . . .

1. *The DHIA Program.* What is a DHIA? How can an association be organized? All county agricultural agents have or can get this information for you. It is a part of his Extension program and he will be glad to work with you. The Extension dairy husbandmen will cooperate in assisting any group of interested dairymen to develop this program, one of the best tools available for herd improvement.
2. *The Official Testing Program.* This is a program sponsored by breed registry organizations and is for registered cows only. Individual cows or herds may be placed on test. Ask your county agricultural agent to get you a copy of the Unified Rules for Official Testing. It will answer all of your questions.
3. *Private Herd Records.* The following record forms may be obtained through your county agricultural agent:
 - a. C-350, Monthly Milk Weights for Better Herd Management
 - b. D-317, Breeding and Calving Record
 - c. D-386, Feed Chart
 - d. Texas Farm Record Book (at a minimum cost)

Many good herd record forms can be purchased at a small cost. Others are available free to patrons of feed dealers and other commercial concerns. Some dairymen prefer to make their own. The important thing is not the form but the information made available.

REMEMBER — your judgment is no better than your information. Herd records are truly the key to sound management.