

Local Dairy Wins Forage Superbowl

The Mayer dairyman held his breath. He had been told his grass-hay entry in the World Forage Analysis Superbowl was one of the finalists. He was strongly urged to attend the event, held in October during the World Dairy Expo at Madison, Wisconsin.

Still, when the awards presenters reached the grass-hay category, Tom Luebke did not hear his name. The presenters cycled through all eight categories without Tom being mentioned. Now there were only two trophies left—one for Grand Champion First Entrant. Maybe this trophy was his. “Maybe I had beginner’s luck,” Tom thought to himself.

But Tom’s name was not called. One more trophy remained: the top one—the Grand Champion Forage Producer. “There’s no way I could win that,” reasoned Tom. “I’m a novice.” But he was wrong. “And now, the 2016 World Forage Analysis Superbowl’s Grand Champion Forage Producer,” said the presenter, pausing for effect, “goes to Tom Luebke of Edgewater Meadows Dairy.”

Tom could hardly believe his ears. He and his wife, Jody, had walked through and admired the Superbowl entries every year they could attend the World Dairy Expo. Then, in the winter of 2015, Mike Foust of Munson Lakes Nutrition tested a fifth cutting of alfalfa (interseeded with Italian ryegrass) as was his protocol for working Tom’s rations. After looking



Jody and Tom Luebke in their calf barn.

at the numbers, Mike told Tom, “This is really good stuff—you may want to consider entering it.”

The numbers were indeed high, including an RFQ value of 289.86. (Later, his RFQ value would be retested at the Expo at 216 but his pounds of milk per ton of fed was assigned a value of 4,086.) Seventy percent of the score is based on appearance, the remaining 30% is based on analysis.

Tom had no intentions of aiming for something as high as Grand Champion. He was just thrilled with the idea of submitting an entry to an event he so greatly respected.

Tom’s seed supplier helped him send in a 25-lb. sample. That was the last Tom heard of his entry until two weeks before the World Dairy Expo. That’s when Tom’s seed supplier called to say his district manager “highly recommends you attend!”

The rest is history.

Speaking of history, Tom began working on his family’s farm in 1977 after graduating from the dairy program at Hutchinson Area

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Vocational-Technical Institute. Later, Tom and his father formed a partnership, and in 1985, Tom and Jody bought his father out.

Edgewater Meadows Dairy currently consists of 90 milk cows along with young stock, bringing the total number of dairy animals to 180. The cows are housed in a bedded pack and milked in a double four step-up parlor.

Tom has always tried to produce good forages. "It's very important to our success," he states.

"To be profitable," says his MLN nutritionist, Mike Foust, "a dairyman must put up ideal, high-performance forages to lower out-of-pocket costs."

Tom feeds high-moisture corn and corn silage, plus 10-15 lbs. of hay per head per day in his TMR mix. He supplements his lactation ration with high-quality ingredients containing NutriTek™ Technology, PROPEL® Energy Plus and Rally® Dairy Feed.

Edgewater Meadows Dairy also uses Cow's Match® as its milk replacer, AMPLI-CALF® 22 as its calf starter, HeiferSmart® minerals, and Pre-fresh TransCow from Purina. MLN supplies all these feed products. ●



Jody and Tom Luebke with MLN sales nutritionist Mike Foust in front of their heifer barn.

MLN Expands Inoculant Offerings

By Jeff Thorpe, Field Dairy Nutritionist



In the past, Munson Lakes Nutrition has provided dairy producers with two excellent Chr. Hansen silage inoculants. Now, we're introducing a new level of protection as well as improving our most economical offering.

The newest Chr. Hansen product is called SiloSolve® FC for fungal control. A unique blend of two bacterial

inoculants, SiloSolve FC shines best where mold and yeast are a problem.

FC will be used more on green corn silage and high-moisture corn that dairymen need to feed immediately.

Back for a fourth year is SiloSolve MC for microbial control. This inoculant's properties prevent butyric acid from forming in both haylage and corn silage.

Many producers put up wet haylage in 2016. Normally, they would have seen butyric acid spread throughout the pile, but it didn't. After a two-inch rain that shut down silage-making operations, I expected whole piles to go butyric. Instead, where SiloSolve MC was used, I saw piles with a

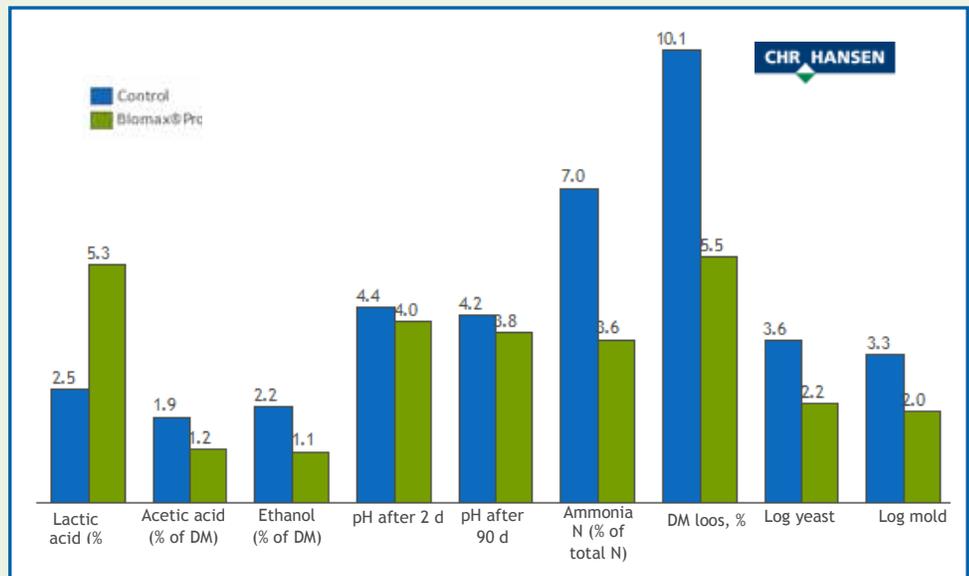
The chart shows the fermentation performance and mold and yeast inhibition of the new Biomax® Pro.

narrow band of butyric acid where it rained, but the rest of the face was fine. That told me SiloSolve MC really worked.

Finally, Chr. Hansen is phasing out its economy inoculant, Biomax® 5, and replacing it with Biomax® Pro. They're adding some unique strains of yeast and mold inhibitors, which increase early fermentation and reduce dry matter loss.

Biomax® Pro may be the right choice if you don't have issues like wet haylage or need to feed your silage early.

All three Chr. Hansen inoculants will improve the quality of the feed you put up in 2017. Contact your MLN sales nutritionist to discuss which is right for you. Remember, we're offering a 12% discount if you book before the first of the year. ●



Charlie Peterson visiting a local dairy



Meet Charlie Peterson

Before joining Munson Lakes Nutrition as a dairy production consultant, Charlie worked as a herdsman at a 1,200-cow dairy near Waverly. Prior to that, he worked as an A.I. technician in southeastern Minnesota. “I’ve been on a lot of dairy farms,” he states.

Charlie grew up in Chaska. He wasn’t raised on a farm, but he spent a lot of time on his four uncles’ farms. “In high school, I started milking cows for dairies outside Chaska,” he explains. After graduation, he earned an animal science degree from the University of Minnesota.

Charlie learned about MLN and its good reputation while working at the Waverly dairy. When he heard there was a sales opening, he decided to apply. He started his new job at the end of July, calling on dairies west of Hutchinson and north toward Hinckley and Pine City.

Since then, he’s discovered what a regional company MLN is. “I didn’t realize how far our product goes,” he says, noting that feed manufactured at Howard Lake travels as far north as Hibbing and as far south as Owatonna. MLN even ships to western North Dakota.

Charlie brings a lot of practical, real-world experience to his new position as dairy production consultant. “Nutrition is a vital factor, but cow health and reproduction are just as important, and I’m steeped in that background,” he states.

“Hopefully I can make a difference if my customers want me to,” says Charlie. He concludes, “If all they want me to do is visit and take their feed orders, I can do that; but if they want advice on how to troubleshoot issues with their cows or if they want help readjusting their ration to match their forages, I’ll be happy to do that . . . and even more.” ●

Veterinary Feed Directive: Almost Here!

By Brian Yager, Feed Safety Coordinator



Many producers think they’ll be able to stockpile feed containing restricted medications as the Jan. 1, 2017, deadline approaches. Unfortunately, the new regulations set by the Food and Drug Administration (FDA) don’t work that way. You can’t order a year’s supply at the end of December. You must have a Veterinary Feed Directive (VFD).

Furthermore, if an inspector shows up on your property, they will ask to see your pens of sick animals. These pens must contain just the right number of animals for the medicated feed you have on hand—and you must produce the VFD.

Then, the inspector will go back to the veterinarian listed on your VFD and make sure the vet authorized this feed. The inspector will also go back to your feed supplier and verify when and how much feed was delivered, as well as asking for the supplier’s copy of the VFD.

In short, it is going to be very hard to get around these new regulations. Our advice is to contact the veterinarian who will write your VFD, the Munson Lakes Nutrition office at Howard Lake or your MLN sales nutritionist if you have concerns about obtaining a feed product requiring a VFD.

What we’ll handle and where

As it now appears, two feeds MLN provides producers will make up the majority of products requiring VFDs.

- **39% Beef Concentrate with Rumensin® and Tylan®** – You will need a VFD to purchase this feed, as Tylan is one of the restricted products. This product will be available at the mill only. *NOTE: We will be handling 39% Beef Concentrate with Rumensin only at the Country Store. That will be available without a VFD.*
- **AUREO S 700® Crumbles and AUREO 10G** – These products will require a VFD to purchase and must be picked up at the mill. We’re not running any VFDs through the store until we get an understanding on how to track and handle them. ●

PO Box 549
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Your Business and Friendship Appreciated

By John Zander, General Manager



It's been another solid year for Munson Lakes Nutrition. We have seen a slight increase in our manufacture of feed again this year.

Five or six years ago, we identified major capital expenditures necessary to keep us

a preferred regional feed manufacturer. We've completed most of those projects. In 2016, we concentrated on using these improvements to make and deliver high-quality feed products to our customers.

We did finish blacktopping the area around the mill and laying some blacktop at the Country Store, as we work at providing a clean environment for our customers and our workers.

In January, Barry Schmiege retired, and in June, Ron Gilbert retired. Barry and Ron were both long-time truck drivers for Munson Lakes Nutrition and examples of the "great customer service" our customers have come to expect. (See the rest of our values at right.)

Thanks for your business and the opportunity to work with all of you. Merry Christmas and Happy New Year! ●

OUR MISSION

Some things never change – even after 80 years.

THE VALUES THAT SHAPED OUR HERITAGE WILL REMAIN. MUNSON LAKES NUTRITION WILL CONTINUE TO:

- MANUFACTURE A GREAT PRODUCT AT A FAIR PRICE.
- GIVE GREAT CUSTOMER SERVICE.
- BASE EVERY DECISION ON FAIRNESS AND DECENCY.

Merry Christmas & Happy New Year

FROM THE EMPLOYEES OF MUNSON LAKES NUTRITION

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