

## Mayer Area Dairy Early Adopter of Technology

When Eric and his parents, Scott and Yvonne, formed a partnership in 2006 that created Hoese Dairy, Inc., the farm had already been in the family for over 100 years.

"It was started by an uncle of my grandpa," says Scott. "That was so far back, we don't even know his name."

Scott and Yvonne bought the farm from Scott's parents, James and Arleen, in 1991. By that time, Scott had worked with and for his dad for 16 years, and the two already had a partnership on the cows. In 1991, the Hoese family milked 62 cows in a tie-stall barn and finished out their Holstein steers.

Eric graduated from Ridgewater College with a degree in dairy management in 2003. When Eric and his parents incorporated in 2006, they immediately built a compost barn and a step-up parlor. They increased their milking herd to 130+.

"We could milk more cows with the same amount of labor and time, and we could feed faster with a drive-through TMR lane," says Eric, who adds that the new barn and parlor helped support the two families that now relied on the dairy.

The compost barn was unique at the time it was built. The Hoeses were moving lactation cows out of a broken-down tie-stall barn. The compost barn helped make their lactation

cows more comfortable. Today, the compost is wood shavings and is turned twice daily for increased air flow to help compost the solids and moisture.

What's new these days is the Lely Vector feed mixer/pusher that the Hoese family installed a couple months ago.

"We made this investment to reduce our labor and feed expense because it manages the bunk better," says Eric. "We are not over- or under-feeding."

Eric notes that Hoese Dairy has used a Lely Juno feed pusher with its TMR for the last couple years. "We had it programed to push the feed to the cows 20 times a day."

By comparison, the Vector will feed 15 times a day, but it will push in every hour if it is not mixing. It waits an hour and then goes back to scan the feed height. If it's below seven inches, it starts mixing again.

Animal nutritionist Mike Foust has been advising Hoese Dairy since 1986. The Hoeses followed Mike when he joined Munson Lakes Nutrition (MLN) in 2006.

"Mike is out weekly checking moisture levels on our feed and re-doing the rations so they stay current with the moisture and forage results," says Eric, who praises Munson Lake's consistent product and timely delivery.

"We feed Munsons from the calves all the way up through our cows," adds Scott.

In the future, the partners of Hoese Dairy plan to add efficiency through technology and labor savings. "We'll get the Vector paid for, and then look into possible robot milkers, if they cash flow better," says Eric, "but we're happy with the numbers we're at right now."

The family's present focus is to get the Vector working the way they want it to with their milk cows and to extend the technology to their dry cows and heifers, as well.

**The Hoese Family. Back, left to right: Scott, Yvonne, Erica, Eric and Jace (4). Front, left to right: Ryann (8) and Cade (10).**



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## Mayer Area Dairy...

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The adoption of new technology by this father-son dairy should surprise no one. In the tie-stall barn back in the '90s, Scott and Yvonne were on the cutting edge of technology when he installed a track feeder. This equipment fed corn and protein several times daily for higher milk production levels.

*Editor's Note: Eric's wife Erica and Scott's wife Yvonne work off the farm but pitch in when needed. Scott manages the dairy's crop production and cleans the barn. Eric juggles the milking schedule, works with the calves and does the accounting. Besides the two partners, the Hoese Dairy Farm employs several part-time milkers. ●*

**Hoese Dairy Farm's Lely Vector mixes, delivers and pushes up feed to the farm's 130+ milking herd.**

## YOU ARE INVITED TO BREAKFAST

On June 22, 2019, the Hoese Dairy Farm will host a Wright-Carver County event known as Breakfast on the Farm. Breakfast will be served from 7:00 a.m. until noon and the event is open to the public through 1:00 p.m. In the past, Breakfast on the Farm has attracted a crowd of 2,000 from Wright County and the surrounding area. Now, Carver County is officially included in this urban-rural exchange.

Buses will pick people up at the new Waconia High School parking lot and deliver them to Hoese Dairy Farm. There will be no parking on the farm.

For more information, visit [www.breakfastonthefarm.org](http://www.breakfastonthefarm.org). ●

Hoese Dairy Farm, Mayer, Minnesota.



## Get Chicks at the Country Store

Order baby chicks through the Howard Lake Country Store. Visit [www.welhatchery.com](http://www.welhatchery.com) or [www.hoovershatchery.com](http://www.hoovershatchery.com) to see the breeds available, or browse their catalogs at the Country Store and place your order.

We sell lamps, feeders, waterers, bedding—everything you need to raise your chickens from start to finish. Got questions? Call 800-663-9177. ●



**Mo Ogle shows the poultry feeders available at the Country Store.**



# An Experienced Voice to Greet You

The new voice you hear when you call Munson Lakes Nutrition is Denise Berg. Besides answering calls and taking orders, Denise will invoice feed delivered.

Denise grew up just outside Watertown on a 10-acre hobby farm. "We had cows, pigs, horses and chickens — a little bit of everything; but nothing to the scale I take feed orders for in this job," she says.

Denise does have experience. After graduating high school, she worked 14 years for the company now known as Emerson. After raising her family, Denise again worked 14 years for St. Paul's Lutheran Church in Watertown. For the past three years, she worked in

accounting with the Adult Training and Habilitation Center.

Today, Denise lives in Winsted. She has two children, Sadie, 23, and Gunnar, 21. Sadie just graduated from the University of Minnesota-Minneapolis with an art degree and Gunnar is studying sports management at the university.

"I like the people here and I'm learning a lot," says Denise, of her new job at MLN. "I can't believe there are so many ways to mix corn."

Denise enjoys spending time with her family. "I love watching Vikings games with my dad, Bill, who still lives in Watertown," she states. ●



Denise Berg

## Nutritional Strategies for Heat Stress

By Ted Radintz, MLN Sales Manager

Summer heat stress will be here soon. Munson Lakes Nutrition (MLN) has two great nutritional strategies to combat heat stress.

**Dissipate™.** An underlying cause of increased energy requirements during heat stress is reduced gut integrity. The feed additive Dissipate contains thoroughly researched ingredients (probiotics, vitamins, minerals and essential oils) that support gut integrity during heat stress. High gut integrity requires less energy for maintenance and allows more nutrients to be absorbed. Dissipate is a short duration feeding product added to a dairy cow's diet prior to a high heat event and removed once high temperatures subside. In a recent southeast Minnesota farm trial, cows fed Dissipate produced 2.65 pounds more milk per day than the control-fed cows.

**Supermix Beef Abate™.** Specifically researched and designed to combat the effects of heat stress in all stages of beef cattle, Supermix Beef Abate stabilizes rumen function, supports the immune system and enhances glucose utilization. Its unique blend of ingredients (yeast, Vitamin B12, essential oils and probiotics) minimize the negative effects of heat and humidity as they rise in the summer. Feeding trial data shows steers fed Supermix Beef Abate during heat events eat an average 2.5 pounds more than control-fed steers.

Plan your heat abatement strategy now! Talk to your MLN nutritionist to strategize your operation's best option for alleviating heat stress. ●



## Bagged Feed Business Grows

By Ted Radintz, MLN Sales Manager

In recent years, Munson Lakes Nutrition (MLN) has expanded its reach, by serving a growing number of country stores and smaller retail feed dealers. Among these customers, Federated Cooperatives now owns and operates seven country stores — one within 40 miles southwest of Duluth, at Moose Lake.

Soon after Federated purchased the Moose Lake store, animal nutritionist Charlie Peterson spent time with store manager Bob Grimm and began to call on farmers in the area — introducing them to Munson Lakes' products. These farmers are primarily cow-calf producers interested in creep feeds and winter cow supplements, although there is a small amount of dairy in the Moose Lake area, and, of course, the backyard livestock hobbyist.

The store handles primarily bags but also has the ability to take some small bulk orders. Right now, we're making over a semi-load of bagged feed per week that goes exclusively to Federated's stores — six in Minnesota and one in Wisconsin. ●

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 Howard Lake, MN 55349



# Making Room to Grow

By John Zander, General Manager



Construction of our new office building at Howard Lake continues, despite the cold and snow of February and March. We're still on target to move in July or August.

MLN's staff is looking forward to the new office. We've been working in a very cramped space for many years. It will be nice to have more working space for our office staff, add better storage for paperwork and to declutter the office. While the new building will boost morale, we may need to adjust how we communicate in a much larger space.

Besides room for our staff upstairs, we'll have a conference room downstairs where we can train our staff, host customer meetings and our board of directors will meet there, as well.

I've heard a lot of positive feedback from customers since we started construction. One customer said, "You guys really needed the extra space." As our business grows, the additional room is much needed. For information on one aspect of our growth, read Ted Radintz's article on page 3.

## Summer approaches

I'm sure we will have a very muddy wet spring with all this snow. Assuming the roads will be softer than in years past, we may be limited as to how much feed we can deliver to you. Please keep an eye on your feed inventories and order as early as possible.

We're improving our calf line, and you will be hearing about that in the near future. STAY TUNED! ●

## 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.*

**MUNSON LAKES  
 NUTRITION  
 DIRECTORY**

**HOWARD LAKE  
 OFFICE**

800-245-7717  
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**THE COUNTRY STORE**

800-663-9177  
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MLN's new office building under construction at Howard Lake.