



# Pfizer Animal Health

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## The Top Ten Marginal Milk Quick Tips

By John Lee, DVM, Pfizer Animal Health

**NEW YORK (June 22, 2009)** — All dairies may lose money in periods of extremely low milk prices. From my observations even the best-run dairies are experiencing losses. During rough economic times, producers may feel compelled to reevaluate protocols and procedures to see if there are ways to cut costs.

Here are 10 tips that producers can look at when reevaluating their dairy during a downturn:

1. Don't do anything that will reduce milk production per cow.
2. Cull unprofitable cows especially if they are overcrowded.
3. Take advantage of milk quality premiums by lowering SCC. This also should increase production per cow.
4. Don't skimp on reproduction for short-term cost-cutting gains vs. long-term losses. Getting cows pregnant is still the No. 1 priority.
5. Transition cow management becomes more critical to production, reproduction and culling success.
6. Delay long-term capital improvements.
7. Try to determine a break-even cost/cwt., and turn that into a break-even milk production value.
8. Feeding precision is crucial. Are the people involved in our feeding operation building the daily rations meticulously? Are they weighing out every ingredient?
9. Decrease shrinkage in the feeding program. Dairies frequently waste feed by the ton, while feedlots usually only waste feed by the pound. Are we being diligent about feeding cows only what they need? What feed is left?
10. Stay positive. Producers shouldn't dairy dramatically differently in good times or bad times. There will be an upswing in prices and you need to be ready for it.

The Pfizer Animal Health Dairy Wellness Plan is a 365-day approach to managing your dairy operation that focuses on the health of the dairy animal, the economic health of the dairy and the proper use of animal health products leading to a safe and healthy food supply.

Pfizer Inc. (NYSE: PFE), the world's largest research-based pharmaceutical company, is a world leader in discovering and developing innovative animal vaccines and prescription medicines. Pfizer Animal Health is dedicated to improving the safety, quality and productivity of the world's food supply by enhancing the health of livestock and poultry; and in helping companion animals live longer and healthier lives. For additional information on Pfizer's portfolio of animal products, visit [www.PfizerAH.com](http://www.PfizerAH.com).

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