

# 18th ANNUAL NORTHEAST OHIO REGIONAL DAIRY CONFERENCE



## **Survive, Thrive or Dive — Developing a Financial Strategy for All Markets**

Featured Speaker - Gary Sipiorski

**March 1, 2017**

Fisher Auditorium/Shisler Center  
Wooster, Ohio



**Presented by the Dairy Veterinarians of the  
Killbuck Valley Veterinary Medical Association**





## **Killbuck Valley Veterinary Medical Association**

*President: William Yost, D.V.M.*

*Treasurer: Carlton Schlatter, D.V.M.*

The Killbuck Valley Veterinary Medical Association is an association of veterinarians in private practice, teaching, research, and industry in the geographic area surrounding the path of Killbuck Creek. The association is affiliated with the Ohio Veterinary Medical Association at the state level, and includes veterinarians primarily in OVMA District 8; we also include some veterinarians from District 7 to the north and District 4 to the west. The KVVMA is registered as a 501(c)(3) organization with the State of Ohio.

The purposes of the Killbuck Valley VMA are to provide professional continuing education to our membership, provide a conduit for the membership to communicate with the OVMA, and provide public service as needed to our geographic area and local communities as our professional expertise allows.

Our annual dairy producer meeting is made possible with the generous support of local businesses and is a public service of our group, recognizing the importance of the dairy industry in our local geographic area as well as the state of Ohio in general. By our continued support of this type of educational meeting for Ohio dairy industry personnel, we of the KVVMA are striving to maintain and expand this important industry, insure the continued production of dairy products of the highest quality, and improve and protect the well-being of the dairy cow herself.

We welcome you to our 2017 meeting. We hope you find the meeting educational and stimulating and welcome your comments and suggestions.

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**March 1, 2017**  
**Fisher Auditorium/Shisler Center**  
**Wooster, Ohio**

## **Survive, Thrive or Dive — Developing a Financial Strategy for All Markets**

### **SCHEDULE**

- 9:00 - 9:55 AM:** Registration, Refreshments & Visit with Exhibitors
- 9:55 - 10:00 AM:** Welcome and Opening Remarks  
Dr. Bill Yost - KVVMA President
- 10:00 - 10:45 AM:** Featured Speaker – Mr. Sipiorski  
*What Does a Top 3rd Dairy Producer Do*
- 10:45 - 11:15 AM:** Break & Visit with Exhibitors
- 11:15 AM - 12:00 PM:** Featured Speaker – Mr. Sipiorski  
*How to Talk to Your Banker*
- 12:00 - 1:15 PM:** Lunch (provided) & Visit with Exhibitors
- 1:15 - 1:30 PM:** Dairy Update – Dr. Bill Yost  
*Secure Milk Supply Plan*
- 1:30 - 2:15 PM:** Speaker – Ms. Dianne Shoemaker  
OSU Extension Field Specialist – Dairy Production Economics  
*15 Measures of Dairy Farm Competitiveness*
- 2:15 - 2:45 PM:** Break & Visit with Exhibitors
- 2:45 - 3:30 PM:** Featured Speaker – Mr. Sipiorski  
*You Can't Give Up Milk*
- 3:30 PM:** Door Prizes (*must be present to win*)
- Adjourn





Mr. Gary F. Sipiorski

Gary was a local and state FFA officer from Denmark, Wisconsin. In 1973, he graduated from the University of Wisconsin at River Falls with a degree in Animal Science. Gary was in the feed industry with for eighteen years working with feed dealers and consultants making over 1,000 calls on dairy farms a year.

Gary spent seventeen years with the Citizens State Bank of Loyal as an agricultural loan officer and worked his way up to President and CEO where he serves on the Board of Directors. He graduated from the Graduate School of Banking in Austin, Texas. He did business primarily with dairy producers. Actively involved in the state of Wisconsin, he has served on the Board of Directors of the Wisconsin Rural Leadership Program. Gary served as state and national director of the Independent Community Bankers of America and chair on the national agricultural committee. Gary chaired the advisory board of the University of Wisconsin at River Falls and is an emeritus member of the Board of Visitors advisory board for the University of Wisconsin-Madison College of Agriculture and Life Science. Gary has taught the financial portion of a 234 course at the University of Wisconsin, Madison. He chaired the Governor's Task Force on Growing Agriculture in Wisconsin. In January 2008 he was asked to be on the Advisory Council on Agriculture, Industry and Labor for the Federal Reserve Bank of Chicago. Gary joined the Vita Plus Corporation on October 1, 2008 a plus 400 employee owned nutrition firm based in Madison, Wisconsin. He is helping in developing financial training tools for the Professional Dairy Producers of Wisconsin and writes for Hoard's Dairyman and many other agricultural publications. Gary has given many presentations in Wisconsin, the U.S. and internationally.

Gary has been married to his wife Linda for forty four years. They have three adult children and four grandchildren.



Mrs. Dianne Shoemaker

During 31 years with The Ohio State University's Extension program, Mrs. Shoemaker has been working to improve the profitability of Ohio's dairy farms focusing on farm business analysis and benchmarking as well as calf management. She served for 13 years as a County Extension Agriculture Agent in Columbiana and Mahoning Counties before specializing in dairy and farm management. Shoemaker received a Bachelor's Degree in Dairy Science from the Ohio State University. In 1986 she received a Master's degree in Dairy Science while completing the Agribusiness Master's program focusing on factors affecting the profitability of northeast Ohio dairy farms, also at The Ohio State University.

Dianne and her husband Steve have 2 sons and a 150 cow dairy farm in Mahoning County.

*We gratefully acknowledge the support of our sponsors,  
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Please take time to visit with those sponsors  
who are present today, and thank those  
who are not present when you encounter them.

The veterinarians of the Killbuck Valley Veterinary Medical Association would like to thank all of our sponsors for their continued support of this educational effort for the dairy industry. A strong dairy industry is a tremendous asset for all of us in northeastern Ohio.

**We would like to thank the Dairy Farmers of America, DMS and Smith Dairy for their generous donation of dairy products.**

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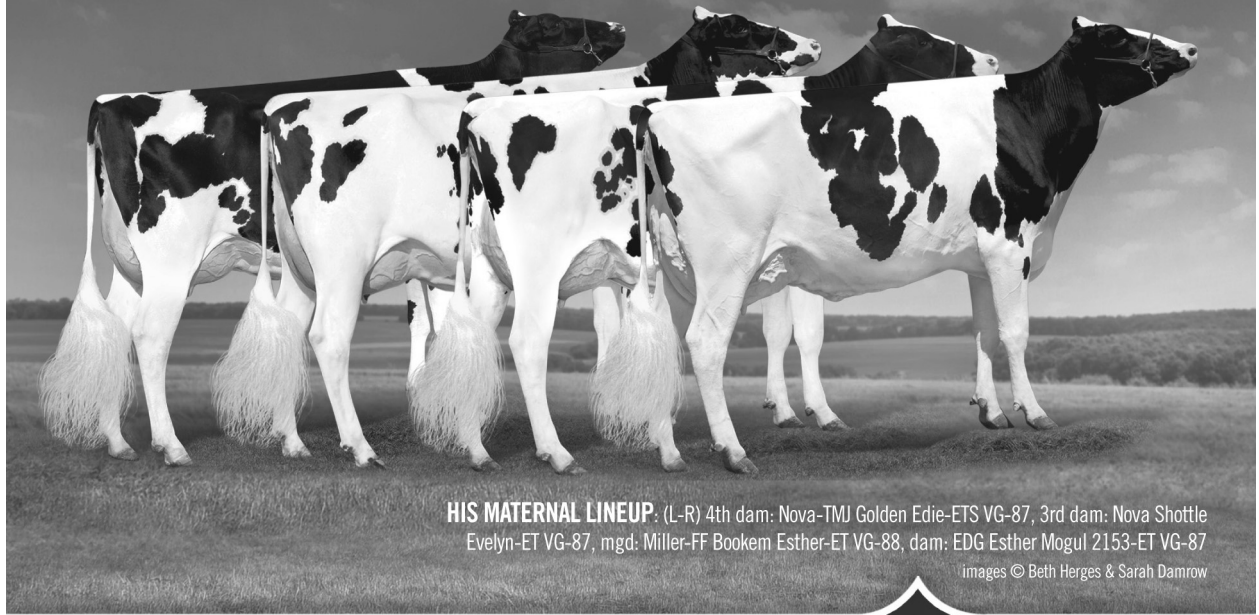
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<sup>1</sup>Ragan VE. The Animal and Plant Health Inspection Service (APHIS) brucellosis eradication program in the United States. USDA APHIS, Veterinary Services. Available at: [http://www.fass.org/fasscience/viewarticle.asp?article\\_id=367](http://www.fass.org/fasscience/viewarticle.asp?article_id=367). Accessed Sept. 20, 2011.

<sup>2</sup>USDA APHIS. Brucellosis-Affected Herds, 2010-2011. Available at: [http://www.aphis.usda.gov/animal\\_health/animal\\_diseases/brucellosis\\_Under\\_Brucellosis\\_Disease\\_Information\\_click\\_on\\_Accumulated\\_12-Month\\_Herd\\_Infection\\_Rate](http://www.aphis.usda.gov/animal_health/animal_diseases/brucellosis_Under_Brucellosis_Disease_Information_click_on_Accumulated_12-Month_Herd_Infection_Rate). Then, download status-by-st.xls. Accessed Sept. 20, 2011.

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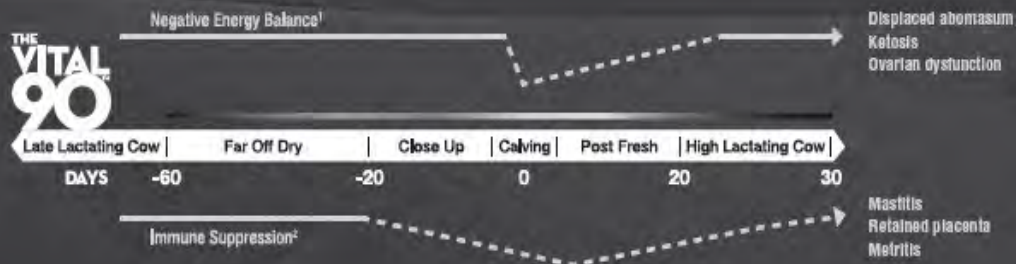
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References: 1. Grummer RR. *J Anim Sci*. 1995;73(9):2820-2833. 2. Hoeben D, et al. *J Dairy Res*. 2000;67(2):249-259.

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**INDICATIONS**  
ZACTRAN is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle. ZACTRAN is also indicated for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida*.

**CONTRAINDICATIONS**  
As with all drugs, the use of ZACTRAN is contraindicated in animals previously found to be hypersensitive to this drug.

**WARNING: FOR USE IN CATTLE ONLY. NOT FOR USE IN HUMANS. KEEP THIS AND ALL DRUGS OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.**  
The material safety data sheet (MSDS) contains more detailed occupational safety information. To report adverse effects, obtain an MSDS or for assistance, contact Merial at 1-888-637-4251.

**RESIDUE WARNINGS:** Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

**PRECAUTIONS**  
The effects of ZACTRAN on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous injection of ZACTRAN may cause a transient local tissue reaction in some cattle that may result in trim loss of edible tissues at slaughter.

**ADVERSE REACTIONS**  
Transient animal discomfort and mild to moderate injection site swelling may be seen in cattle treated with ZACTRAN.

**EFFECTIVENESS**  
The effectiveness of ZACTRAN for the treatment of BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* was demonstrated in a field study conducted at four geographic locations in the United States. A total of 497 cattle exhibiting clinical signs of BRD were enrolled in the study. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10. The percentage of successes in cattle treated with ZACTRAN (58%) was statistically significantly higher ( $p < 0.05$ ) than the percentage of successes in the cattle treated with saline (19%).

The effectiveness of ZACTRAN for the treatment of BRD associated with *M. bovis* was demonstrated independently at two U.S. study sites. A total of 502 cattle exhibiting clinical signs of BRD were enrolled in the studies. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. At each site, the percentage of successes in cattle treated with ZACTRAN on Day 10 was statistically significantly higher than the percentage of successes in the cattle treated with saline (74.4% vs. 24% [ $p < 0.001$ ], and 67.4% vs. 46.2% [ $p = 0.002$ ]). In addition, in the group of calves treated with gamithromycin that were confirmed positive for *M. bovis* (pre-treatment nasopharyngeal swabs), there were more calves at each site (45 of 57 calves, and 5 of 6 calves) classified as successes than as failures. The effectiveness of ZACTRAN for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida* was demonstrated in two independent studies conducted in the United States. A total of 467 crossbred beef cattle at high risk of developing BRD were enrolled in the study. ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline was administered as a single subcutaneous injection within one day after arrival. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10 post-treatment. In each of the two studies, the percentage of successes in the cattle treated with ZACTRAN (86% and 78%) was statistically significantly higher ( $p = 0.0019$  and  $p = 0.0016$ ) than the percentage of successes in the cattle treated with saline (36% and 58%).

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**IMPORTANT SAFETY INFORMATION:** For use in cattle only. Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older, or in calves to be processed for veal. The effects of ZACTRAN on bovine reproductive performance, pregnancy and lactation have not been determined.

<sup>1</sup> Based on Manufacturer's Suggested Retail Price.

<sup>2</sup> Silfverman RL, Wolff WA, Kokole JE, et al. Field efficacy evaluation of gamithromycin for treatment of bovine respiratory disease in cattle at feedlots. *Intern J Appl Res Vet Med*. 2011;9(2):171-180.

<sup>3</sup> ZACTRAN product label.

<sup>4</sup> Van Der Fels-Afers HJ, Martin SW, Nielsen M, Huime RBM. Effects on productivity and risk factors of Bovine Respiratory Disease in dairy heifers: a review for the Netherlands. *Netherlands Journal of Agricultural Science*. 2002;50:27-28.

<sup>5</sup> Lechtenberg K, Daniels CS, Royer GC, et al. Field efficacy study of gamithromycin for the control of bovine respiratory disease in cattle at high risk of developing the disease. *Intern J Appl Res Vet Med*. 2011;9(2):189-197.

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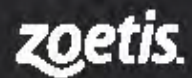
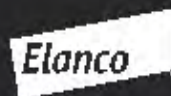


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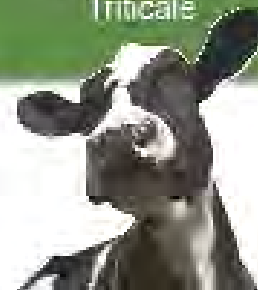


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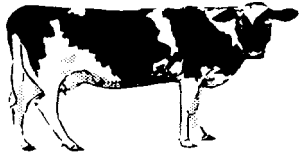
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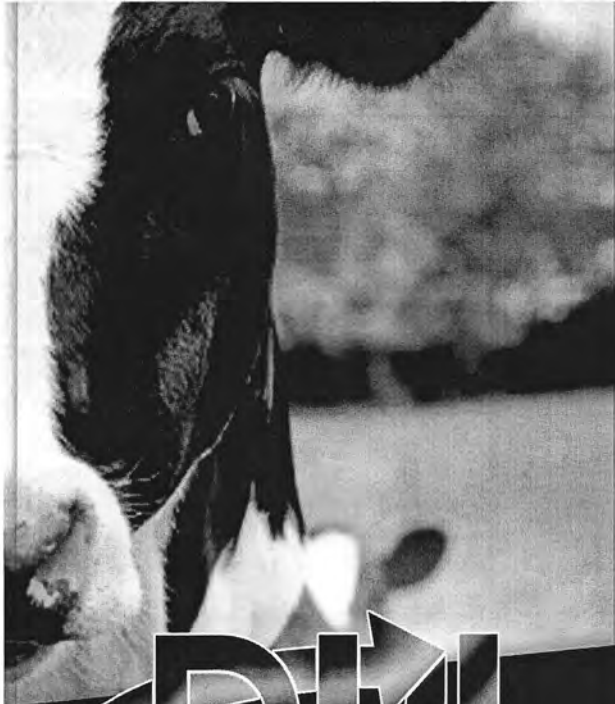
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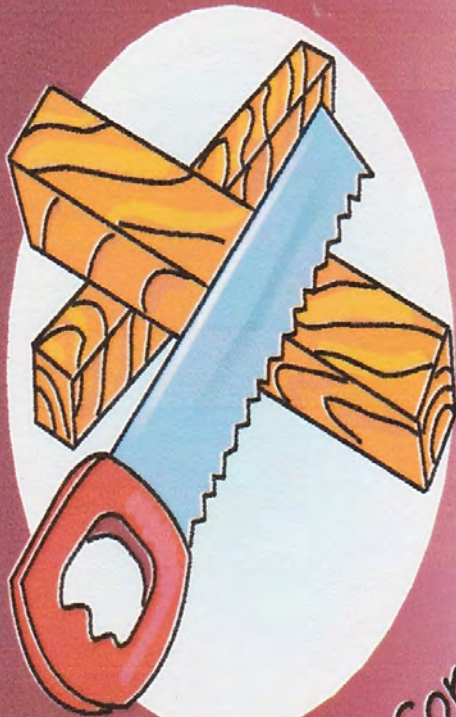
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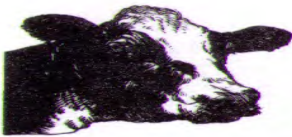
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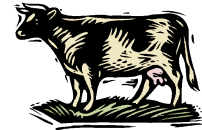
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