



Deckerville Veterinary Clinic, P.C.

www.deckervillevet.com

February 1, 2010

TAKING BIDS ON 2003 CHEVY—DR FOX'S TRUCK. CALL IN YOUR BID TODAY!
215,000 Miles, Bids will be open until the 10th—can be seen/test driven at the Deckerville Clinic. 810-376-2425 opt. #1
CUT OFF on bids is February 10th.

Winter is definitely upon us which means it is time for winter meetings. Come in out of the cold, have a hot meal and enjoy a great meeting.

Enclosed you will find a voucher for the MSU Extension Meeting **“Animal Health: Tools to Navigate the Fresh Cow Storm”** The meeting will be held at the Franklin Inn on February 18th, 9:30-2:30. The extension office is asking for registration by the 8th. If you would like to use a voucher please contact us. We will have more information available on how we are going to work this out.

On February 25th we will be hosting our first winter meeting; **“Kicking Forage Management Up a Notch”** This year our sponsor is Pioneer and we have an excellent line up of speakers. We will be following up with invitations next week. Please take the time to read over the biography and title of session, each speaker has something unique to bring to this meeting.

Foraging for a Better Bottom Line *Harnessing the Financial Implication of Forage Management*
Barbara Dartt, D.V.M., M.S. Sr. Business Consultant, Lookout Ridge Consulting

Lookout Ridge, a division of AgStar Financial Services, assists clients throughout the United States. Barb assists business owners with financial analysis, business succession, operational and long-term planning as well as other opportunities and challenges unique to family-owned businesses. Prior to joining Lookout Ridge in 2001, Barbara worked for MSU as a Farm Business Management Specialist in the Dept of Ag Economics and as a Regional Dairy Extension Agent for Ionia, Kent and Montcalm counties. Previously, Barb practiced veterinary medicine on dairy farms in the Fowlerville area and served as a graduate research assistant for the MSU Department of Agricultural Economics.

Leveraging the Cow-Corn Connection *Optimizing the Digestion of Corn Starch*
Fred Owens, Ph.D. Professor Emeritus of Animal Science, Oklahoma State University
Sr. Ruminant Research Scientist, Pioneer Hi-Bred Int'l

Fred is a senior research scientist for Pioneer Hi-Bred International. Owens' research at Pioneer Hi-Bred focuses on the modification of grains and oilseeds for animal feeds with enhanced nutritional value for ruminant livestock to improve production efficiency and the quality of milk and meat.

Owens has over 30 years of experience in academia, and is professor emeritus of animal science at Oklahoma State University. At Oklahoma State, Owens taught courses on beef cattle nutrition, fat and carbohydrate metabolism, rumenology, minerals and vitamins. His areas of research included: protein nutrition of ruminants, feed intake control, grain hybrids, grain processing, rumen function and mechanisms of action of feed additives.

Where's the Fat? *What Impacts Milk Fat and the Difference It Makes*
Adam Lock, Ph.D. Assistant Professor of Animal Science, Michigan State University

Adam Lock, Ph.D. joined the faculty of the Dept of Animal Science at MSU in 2009. As an assistant professor, Lock has both research and Extension responsibilities. His specific focus is on dairy cow nutrition, formation of bioactive fatty acids in the rumen and their impact on animal production and human health. Lock has expertise in bioactive fatty acids; dairy cow nutrition; fatty acid digestion and metabolism; biohydrogenation; milk fat synthesis; human health; conjugated linoleic acids; trans fatty acids; breast cancer; atherosclerosis; inflammation, and lipoprotein metabolism.

Thriving on the Forage Quality Roller Coaster *Managing Forage Quality Variability*
Dann Bolinger, M.S. Dairy Specialist, Pioneer Hi-Bred Int'l

Dann Bolinger, M.S. serves as a Dairy Specialist for Pioneer Hi-Bred Int'l for the state of Michigan. Bolinger provides technical expertise and service associated with the production of economical high quality corn silage, alfalfa haylage, and high moisture corn. His efforts include hybrid and variety testing and placement, silage harvest and storage management, and optimizing silage fermentation and feedout.

You will notice a change in the way your drop ship is invoiced out. To simplify invoicing everything is invoiced out at a 10% markup and the last line item is your volume discount. Your volume discount is the difference between a 10% markup and your markup category. Your second line item will still show you what markup you are paying, ie 5-10%. If you have any questions please do not hesitate to call. We needed to make our drop ship billing easier and our margin of error lower. Your bottom line will still be the same—we are not changing our pricing. We continue to work in your best interest.

Dead Stock Removal: Wilcox Trucking—517-279-8924 We have had positive feedback from clients that have used them.