

# THE DPS MOOSLETTER

## Pasteurizer Equals Economic Progress

Carrie Pedreiro

Dairy Production Systems' management team is constantly on the lookout for ways to not only improve animal health, but also minimize costs. One such decision was found recently in the youngstock program.

For many years, DPS has used milk replacer for calf nutrition. After some research, the possibility of cutting cost in the youngstock department was materialized by the implementation of a milk pasteurizer. Management settled on a Good Nature™ pasteurizer, which was installed at the DPS – Bell location in mid-April.

"The decision to purchase the pasteurizer was purely economical," said Michael Pedreiro. "The price of

the pasteurizer was much more economical than continuing to feed only milk replacer."

Milk harvested from cows in the hospital pen was formally being dumped down the drain due to bio-security and disease control issues related to DPS's protocol. The pasteurizer gives DPS the ability to utilize this milk that would otherwise be discarded. The recent uptrend in all milk products including those used to make milk replacer made the economics even easier to see.



A look at the pasteurizer being put into place. Photo by Rick Hedrick.

"Pasteurized milk is higher in butterfat and protein components," Michael said. "I expect we will see better growth rates among our youngstock."

Currently the farm is using 75% pasteurized milk and 25% milk replacer. Once the DPS – Bell Farm is back up to full capacity, the calves will be fed 100% pasteurized milk.

Tommy Lynn with Lextron, and local Bell electrician Timmy Fason worked together to install the pasteurizer on the dairy.

"The pasteurizer is a good decision due to economics, but its success is 100% contingent on us managing it properly," Michael said.

## SMT Meet In Gainesville

Carrie Pedreiro

Dairy Production Systems' senior management team (SMT) met April 28 in Gainesville, Florida in conjunction

with the Florida Dairy Production Conference.

The meeting, led by CEO David Sumrall, began with each participant sharing from their own personal lessons learned from previous sessions and was followed by a discussion of their experiences since their last series of meetings.

The focus of this most recent meeting was the pursuit of excellence. Sumrall shared his thoughts on the subject with the group dealing specifically with three primary areas, which he defined as discipline,



Members of the Senior Management Team (SMT) joined together to discuss hot topics.

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# President's Ponderings

David P. Sumrall

Elsewhere in this edition of "The Moos" as we call it around here, you will read of the first retiring of an employee to ever occur in this thing



we call DPS. Robert McClendon is "hanging up his boots" after eight years of loyal, hard work. It won't be the same going to the farm without seeing smiling face and the result of his dedicated labor. Before I go any further, I want to thank Robert for all he has done for me over these years, and wish him the best in his fishing endeavors going forward.

Robert's retiring sort of put me to thinking about time in general. It's a pretty precious commodity, and it's sort of weird how one's perspective of time changes and time itself passes. I remember as a child in school, it seemed the day would never end. Now, it seems that the days just fly by and that there is never enough time to get all done that I had planned for the day.

And then there is the effect that the passing of time has on all of us. Things certainly do change, don't they? As I look in the mirror now and stare back at myself through my trifocals, I see things that did not formerly exist, like those extra pounds, and wrinkles where there use to be well-toned skin. And what's up with hair? I have hair growing where I don't want it to grow and the hair I want is either falling out or changing colors.

But, as I thought about all these physical changes, I realized that these things should not be a surprise to me, nor should I fear them. They have been going on for the lifetimes of countless folks ahead of me, and will continue to do so. That led me to spending some time on more important ponderings related to things really worth protecting from the passing of time.

At various periods during my career and even lately, different events

related to business have led to conflicts with others that have weighed heavily on my heart and mind at the time and since. I am not afraid of conflicts. They are a fact of life. However, over time I have come to fear the consequences of that conflict. We'll call it "collateral damage". It's what happens when you stick up for what you truly believe to be right in every way, and you find yourself standing alone at the end of the day. It's what happens when you see things differently than others or vice versa. I have never been troubled by the fact that everyone did not agree with me. What's tough though if you aren't careful is the chasm that develops between you and others involved in the meantime. The net result is that the characteristic of a relationship changes, or maybe even the relationship itself disappears.

Losing a friend over business seems such a waste to me at this point. There seems to always be plenty of business to do, whether everyone involved agrees as to how it is to be done or not. But friends? Does anybody ever have enough of those? I think not.

Some time ago, I decided that from now on when a conflict comes about, I would do my part to make sure that the relationship had a chance to survive. Over the years it has meant doing things that my foolish pride would have never let me do before. Things like making the call to apologize when in your heart you know it should be coming from another direction. However, in the process, I have learned what it is like to be bigger than the conflict. I have learned that it feels good, even when you don't get the response that you had hoped for. And I have learned that no matter what, I don't want to be the cause of a failed friendship.

Time is precious, but relationships are even more so. I think time spent growing and nurturing relationships is time put to its best and highest use. After all, what good is my own retirement going to be one day if I have no one to fish with?

## Protocol POP Quiz

By Michael Pedreiro

1. At freshening all cows will receive:
  - a. Safeguard™™ Dewormer
  - b. Body Condition Score
  - c. J-5
  - d. Both A & B
  - e. Both B & C
2. At 15-21 days in milk (DIM) all cows should receive:
  - a. LA-200™, Spirovac™, Bovishield Gold™ FP 5L5
  - b. J-5™, Spirovac™, Trichguard™
  - c. Excede™, J-5™, Lutalyse™
  - d. Ultrabac 8™, Lutalyse™, J-5™
  - e. None of the above
3. At 26, 42, and 56 DIM, all cows should receive:
  - a. J-5™
  - b. Spirovac™
  - c. Lutalyse™
  - d. Bovishield™
  - e. All of the above
4. At 1st diagnosis of pregnancy, cows should receive:
  - a. Bovishield Gold™ FP 5L5
  - b. Spirovac™
  - c. ExceneI™
  - d. Trichguard™
  - e. All of the above
5. Our voluntary waiting period is:
  - a. 70 DIM
  - b. 45 DIM
  - c. 60 DIM
  - d. 80 DIM
  - e. 56 DIM

Answers: 1. D, 2. B, 3. C, 4. A, 5. E

# Robert's Retirement

Carrie Pedreiro

In mid-April, Robert McLendon celebrated his eight year anniversary with Dairy Production Systems. April 30 marked a celebration of a different sort. Robert retired from his position.

A dedicated employee, Robert drove a truck for 42 years before he began his career at DPS. Robert came to DPS – Bell Farm as a front end loader operator in 2000, where he diligently worked for four years. Robert then was given the opportunity to move to skid steer



Robert McLendon is hoping to catch many fish during his retirement.

operator where he has remained for the past four years. Robert's versatility and willingness to help whenever called was illustrated when he moved briefly to DPS – Branford Farm for a period of eight months.

When asked what has kept Robert with DPS for so long, he replied with a grin, "the money! I like to eat!" On a more serious note, Robert expressed his gratitude for the time he has spent at DPS, and recalled learning many new things along the way. "I learned a lot about cows I didn't know," Robert commented.

Even though operating a skid steer was his job, Robert said he was never shy about letting someone know when he saw a sick animal or anything else that needed attention. "I believe that is important," Robert said. "We all work together and need to help each other out."

Robert is the first employee to retire from DPS. With many free hours now at his availability, Robert is clear on



## Cow Safety

Rick Hedrick

Cow safety is an important concept for everyone on the dairy to understand and be reminded of. Keep these safety steps in mind:

1. Be calm around cows. Move slowly and avoid noise.
2. Avoid the hind legs of the cow so you don't get kicked
3. Approach cows at the shoulder so they are aware of you.
4. Always have an escape route when working cows in a tight area
5. Stay alert around cows as their behavior is unpredictable.

how he is going to spend his time. "I'm going to do a lot of fishing!"

Congratulations to Robert McLendon on his retirement. We wish you much luck on the river!

## Quality CORN

Rick Hedrick

Following proper milking procedure is important, but more important is understanding why we do each step. Something that might not seem important will have a huge impact on quality and herd health. The better you understand procedure, the better you will follow procedure.

### March Bonus Awards

Bell

*Quality, Production*

Branford

*Quality, Production*

Georgia

*Quality, Herd Turnover*

Mississippi

*Quality, Production, Herd Turnover*

New Frontier

*Herd Turnover*

## SMT Meet In Gainesville

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compliance, and accountability. The entire SMT participated in a lengthy discussion of the role that each of these plays in achieving the results that DPS is after, and examined ways to improve their own execution in these areas as well as through their respective teams back at home on the farm.

Plans are to work as a team to support each other's efforts toward improvement in each of these areas and to as a result achieve a greater level of excellence within the organization as a whole.



**Celebrate Cinco de Mayo this May 5!**  
**Enjoy some fun and food on Mexico's independence day!**



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**Our Mission:**  
**To provide an atmosphere and the resources to enable our people and our cows to be the leading, most efficient producer of milk in the nation.**

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## Anniversaries

### Bell

Sandra Cantarero, 3 years

### Branford

**Ralph Elliot II, 12 years**  
**Roger Holtzclaw Jr, 12 years**  
Orlando Lara, 3 years

### Georgia

Fernando Guerrero, 2 years  
Juan Gutierrez, 2 years  
Carlos Martinez, 2 years  
Salomon Prado, 1 year

### Mississippi

Francine Villega, 1 year

## Birthdays

### Bell Farm

3 Claudia Cantarero  
8 Miguel Reyes  
17 Robert McLendon

### Branford Farm

3 Luis Chicas  
11 Jose Nava  
14 Ermis Garay  
20 Roger Holtzclaw Jr.

### Georgia

1 Tony Pacheco  
7 Flavio Chavez  
7 Dimar Martinez  
14 Eduardo Granados  
26 Yadira Camacho

### Mississippi

21 Chase Nicholson

### New Frontier

11 Francisco Figueroa  
31 Salvador Sierra

## New Hires

### Bell

Jennifer Allen  
Luis Alonso Cruz

### Branford

Jose Barron

### Georgia

Fermin DeLaRosa  
Juan Gaspar  
Felipe Gutierrez

### New Frontier

Marcelo Campos  
Eulalio Velazquez  
Gregorio Eloy Olvera  
Maridel Avilez  
Eulalia De Leon  
Roberto Morales

## Welcome Julio Cesar



Congratulations to Tomas and Dina Martinez! They welcomed a bouncing baby boy on March 5, 2008. Julio Cesar came in weighing 5 pounds, 14 ounces.

Proud father Tomas works at DPS - Georgia Division as a herdsman where he primarily works with fresh cows and walking milking pens.

Congratulations to the Martinez family and welcome to the world baby Julio!