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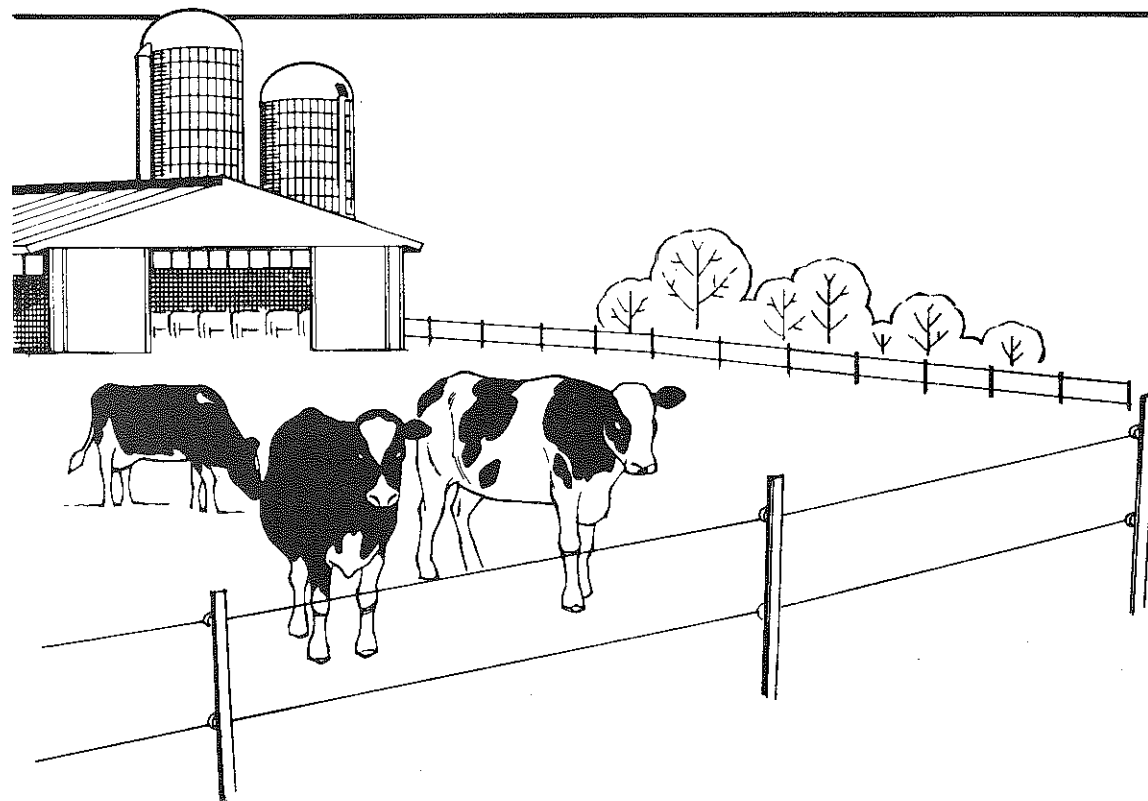
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# MILK PRODUCTION RECORDS FOR MANAGEMENT CONTROL

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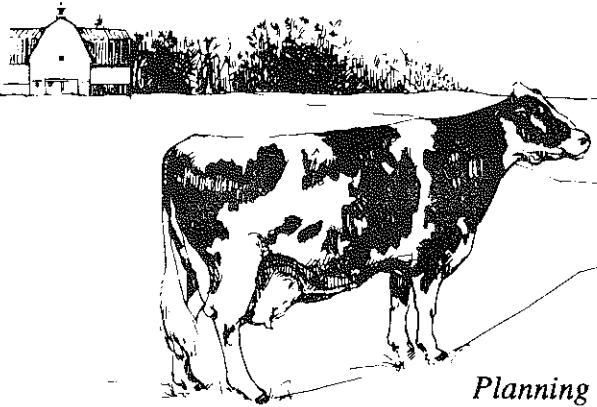


Stanley Telega & Guy K. Hutt

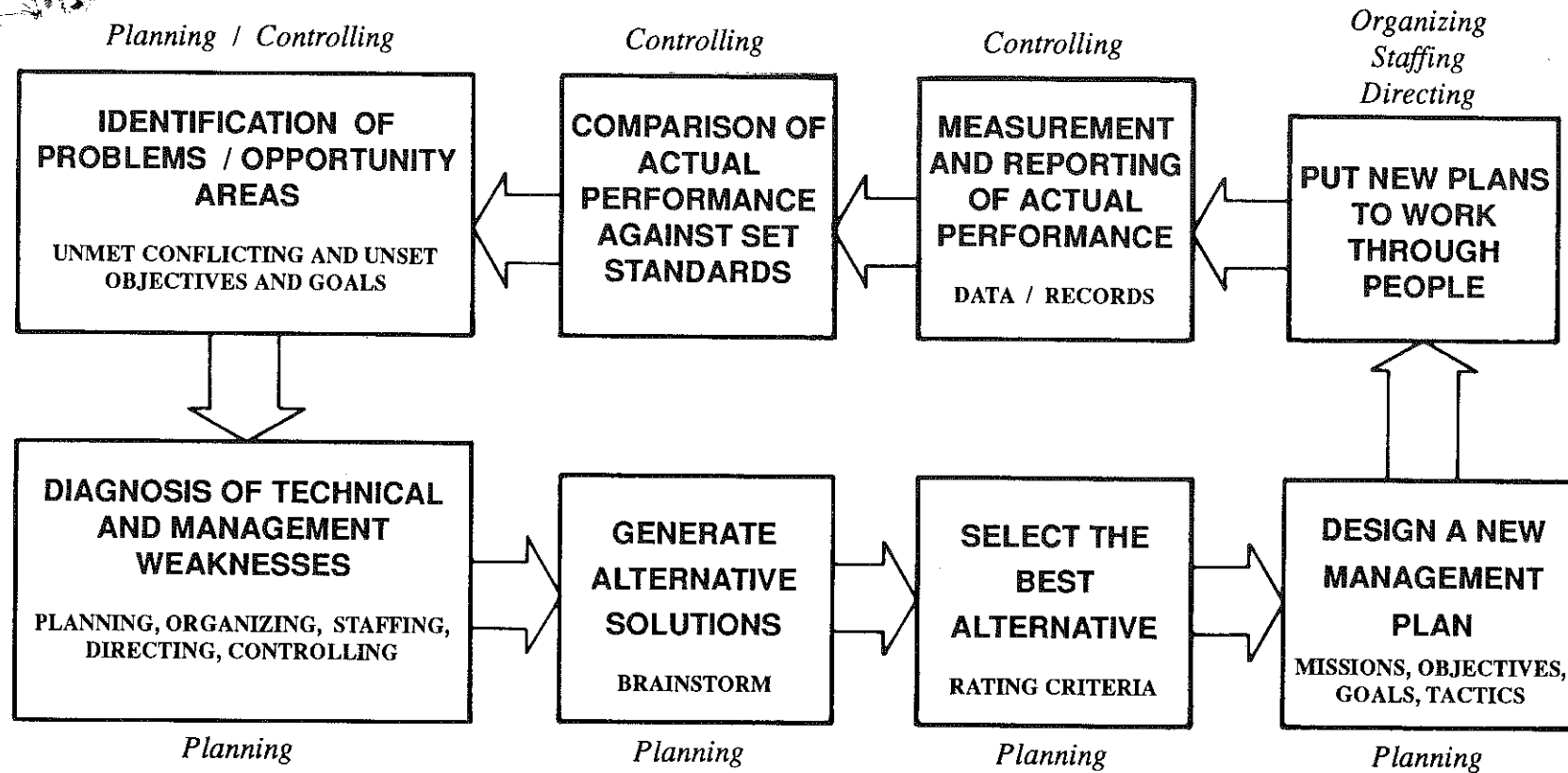


New York State College of Agriculture & Life Sciences  
Cornell Cooperative Extension  
New York State Department of Agriculture & Markets  
Participating Dairy Industry Firms & Organizations

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Agronomy Mimeo 89-17 • Animal Science Mimeo 121  
(Updated June, 1997)



# IMPORTANT ACTIVITIES and *Functions of Management*



# DAILY MILK PRODUCTION MONITORING BOOKLET

## INTRODUCTION

Many different tactics and activities are necessary for the smooth operation of a dairy farm. However, one can say that a major objective of all efforts on the farm is to produce milk profitably. Milk sales account for 85-90% of farm income on typical New York dairy farms. Therefore, controlling daily milk production is one of the management activities essential to insure that the dairy farm business is making progress toward its objectives.

## WHAT IS THIS BOOKLET?

This booklet contains a management control tool for measuring and reporting milk production. The tables and grids for recording and graphing daily milk production are on the following pages. The last page contains a table and grid for recording and graphing monthly information that can be obtained from your milk check.

## HOW TO USE THIS BOOKLET

It is very simple to record and plot information in this book. In fact, it should become part of your daily routine. Start by measuring the milk in the tank and recording the total pounds of milk on the sheets entitled "Record of Daily Milk Production." Next determine how much milk was produced over the last 24 hours. Then count the number of cows milked, record this number, and subtract the number of cows whose milk was withheld from the tank (e.g. newly fresh and treated cows). Having an inexpensive calculator handy may help in the next step. Simply divide the amount of milk produced today by the number of cows milked into the tank to calculate today's production per cow. Record the figure and plot production per cow on the grid entitled "Milk Produced Per Cow Per Day." Finally, make any comments on lines below the grid that may have affected production today or possibly might affect production in the near future (e.g. temperature changes, changes in feed, changes in routine, cows fresh or dry, etc.).

## HOW TO REALLY USE THIS BOOKLET

The previous section describes how to record information in the tables and grids of this booklet. However, the real usefulness of this booklet comes in the analysis of the production data to determine the level of success of your tactical plans. At the beginning of each month, draw a line across the graph that represents the level of production that you designate as a goal. Then monitor production levels as you implement different tactical plans and operational changes. The visual aspect of the graph makes it easy to assess effects on production.

## MONTHLY PRODUCTION SUMMARY

The last page of this booklet contains a table and grid for recording and graphing monthly information about production. Much of the information can be obtained from your milk checks. Each month, calculate average production per day by dividing total milk shipped by the number of days in the month. Then divide the answer by the average number of cows milked in the tank that month. (Figure the average number of cows milked each day by totaling the "cows in tank" column and dividing by the number of days in the month.) Plot the results on the grid.

# Record of Daily Milk Production

## EXAMPLE FARM

Month: \_\_\_\_\_

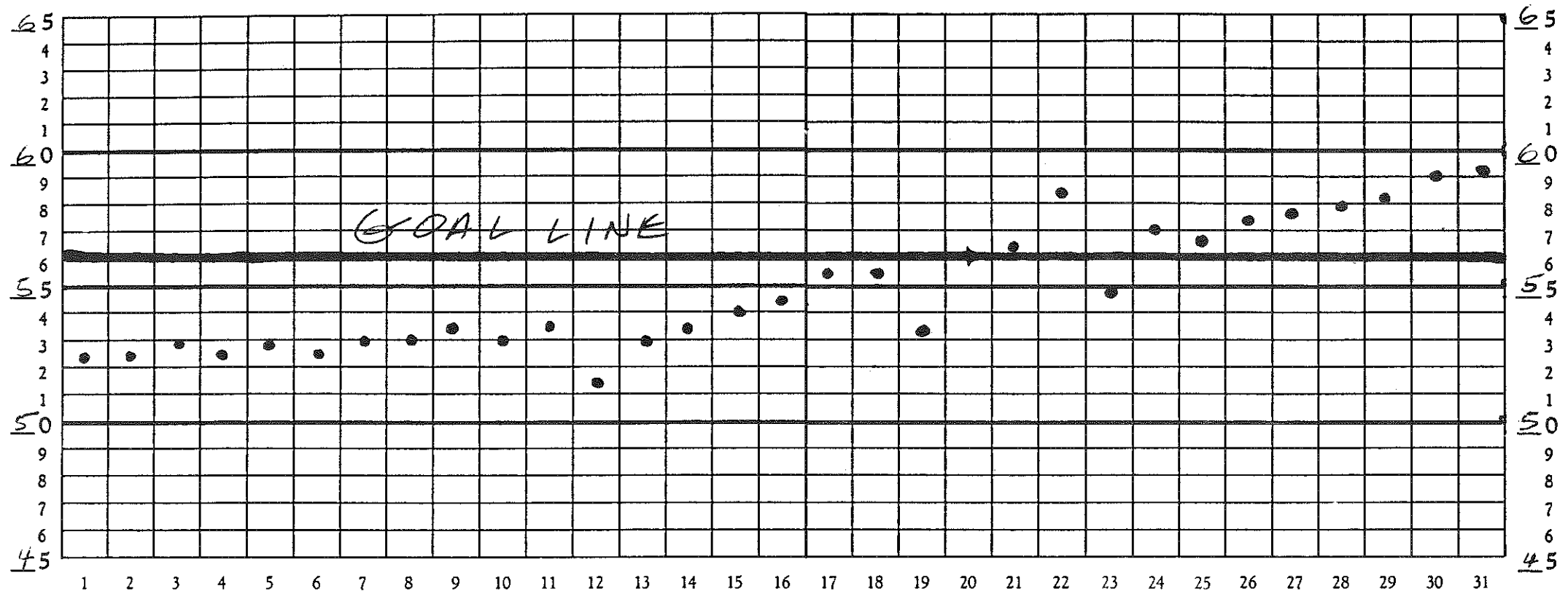
DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
1	63	63	3301	3301	52.14
2	63	63	6608	3307	52.5
3	63	63	3320	3320	52.7
4	65	63	6627	3307	52.5
5	65	63	3320	3320	52.7
6	67	63	6627	3307	52.5
7	67	64	3392	3392	53.0
8	67	65	6837	3445	53.0
9	68	67	3578	3578	53.4
10	68	65	7023	3445	53.0
11	67	64	3411	3411	53.3
12	68	64	6707	3296	51.5
13	68	64	3392	3392	53.0
14	68	64	6816	3424	53.5
15	69	65	3516	3516	54.1

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
16	69	65	7046	3530	54.3
17	67	63	3497	3497	55.5
18	67	64	7049	3552	55.5
19	67	64	3418	3418	53.4
20	67	66	7107	3689	55.9
21	67	67	3765	3765	56.2
22	70	67	7671	3906	58.3
23	70	67	3671	3671	54.8
24	70	67	7490	3819	57.0
25	70	67	3806	3806	56.8
26	70	70	7810	4004	57.2
27	70	70	4025	4025	57.5
28	69	69	8020	3995	57.9
29	69	69	4016	4016	58.2
30	69	69	8087	4071	59.0
31	69	69	4078	4078	59.1

# EXAMPLE FARM

# Milk Produced Per Cow

POUNDS OF MILK



POUNDS OF MILK

DATE	COMMENTS
10-3	New load of feed
10-4	2 cows fresh 10/6-2 more
10-10	2 cow mastitis sold #168
10-12	started new ration
10-17	sold 2 cows #201 & #191

DATE	COMMENTS
10-18	unseasonably hot - cows off feed
10-22	3 heifers fresh - morning milk 2 hrs. late
10-28	Dry #102



# Record of Daily Milk Production

October \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					







# Record of Daily Milk Production

November \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
31					





# Record of Daily Milk Production

December \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

January \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

February \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					







# Record of Daily Milk Production

March \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

April \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

May \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
31					





# Record of Daily Milk Production

June \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					







# Record of Daily Milk Production

July \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

August \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

September \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					





# Record of Daily Milk Production

October \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					







# Record of Daily Milk Production

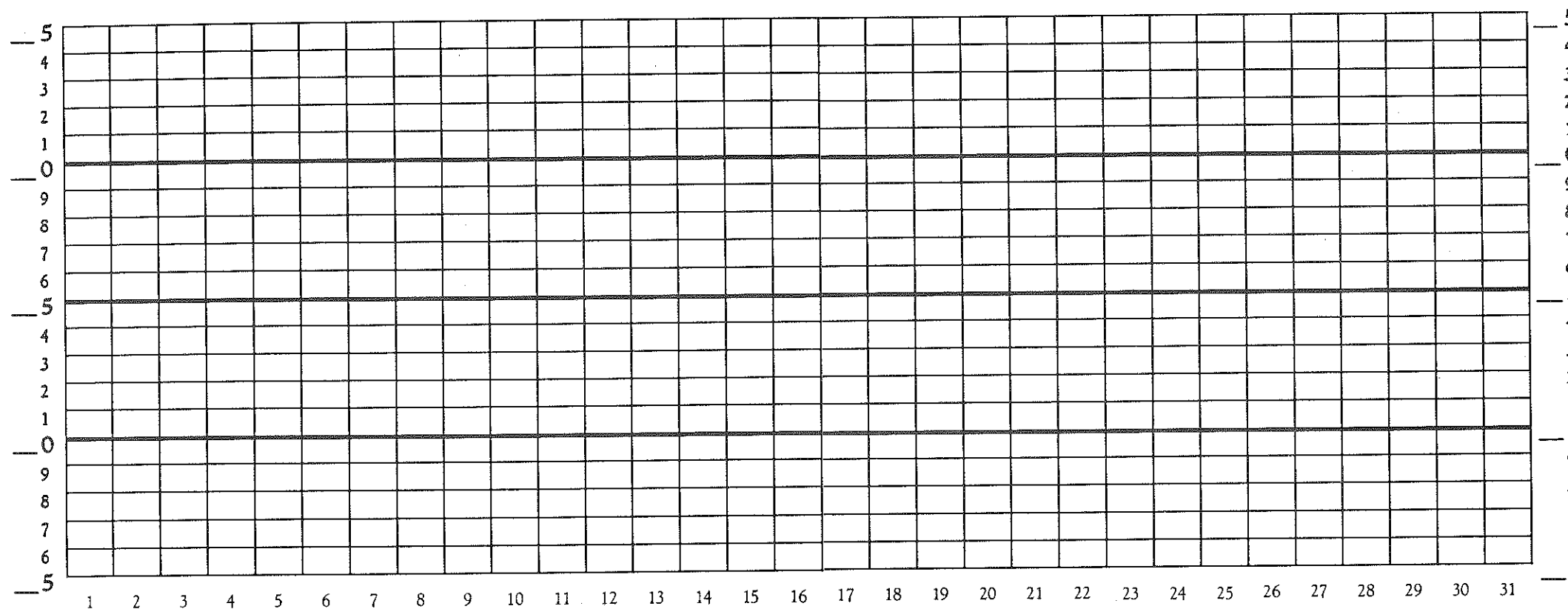
November \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW
1					
2					
3					
4					
5					
6					
7					
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26					
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28					
29					
30					
31					

# Milk Produced Per Cow Per Day

November \_\_\_\_\_

POUNDS OF MILK



POUNDS OF MILK

DATE

COMMENTS

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DATE

COMMENTS

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# Record of Daily Milk Production

December \_\_\_\_\_

DAY	# OF COWS		TANK	PRODUCTION		DAY	# OF COWS		TANK	PRODUCTION	
	MILKED	IN TANK	READING	TODAY	PER COW		MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
5						20					
6						21					
7						22					
8						23					
9						24					
10						25					
11						26					
12						27					
13						28					
14						29					
15						30					
						31					







# MONTHLY PRODUCTION SUMMARY

Average Milk Per Cow Per Day

Year: \_\_\_\_\_

