Thursday March 13

**Our Industry Today**
- “Marketing Beef From Dairy Cattle – Now And In The Future”, Gary Smith, Colorado State University
- “The Outlook For Dairy Product Trade: Will The U.S. Be A Competitor?”, David Dyer, National Milk Producers Federation
- “Team Building”, Earl Giacolini, Sunsweet Corp., Fresno, California

**Replacements**
- “Raising Replacement Heifers; Birth To Weaning”, James Quigley, University of Tennessee
- “Management Considerations From Weaning To Calving”, Edward Fiez, University of Idaho

**Managing Employees And Facilities**
- “Management Implications Of Parlor Size”, John Smith, Kansas State University
- “Producer Experiences With Freestall Housing”, C.A. Russell, Yosemite Jersey Dairy, Hilmar, California
- “Solutions To Manure Management Problems”, Deanne Meyer, University of California-Davis
- Panel Discussion – Labor Management
- Panel Discussion – 2X, 3X and 4X Milking, Including The Expansion Period
- **RECEPTION FOR ALL CONFERENCE ATTENDEES BEGINS AT 5:30 P.M.**

Friday March 14

**Herd Health**
- “Vaccination Programs: Is There An Answer?”, Vic Cortese, Pfizer Animal Health, Exton, Pennsylvania
- “Biosecurity On The Dairy Operation”; Thomas Fuhrmann, DVM, Phoenix, Arizona
- “How Faulty Management & Nutrition Can Increase Herd Lameness”, Paul Greenough, Saskatoon, Saskatchewan, Canada

**Reproduction And Breeding**
- “New Strategies For Heat Detection And Timed A.I.”, Ray Nebel, Virginia Polytechnic Institute
- “Extending Calving Interval”, Dave Galton, Cornell University
- “Selecting Sires Other Than For Milk Production”, Dennis Funk, American Breeders Service, DeForest, Wisconsin

**Economics Of Dairying**
- “Dealing With Dairy Financial Variables”, Don Bennick, North Florida Holsteins, Bell, Florida
- “Controlling Costs On The Dairy”, David Kohl, Virginia Polytechnic Institute

Saturday March 15

**Nutrition**
- “Adjusting Rations For Forage Quality, And Suggested Criteria To Use In Buying Forages”, Carl Coppock, Laredo, Texas
- Panel Discussion – Grouping Strategies
- Additional presentation to be announced.
Welcome!

to the 3rd Western Dairy Management Conference, presented by the Cooperative Extension Services from the Western United States. We have prepared a program that we believe will assist you in continuing to be the leaders in the world’s most efficient milk production industry, and thereby in maintaining a healthy industry.

Dennis Armstrong, University of Arizona – Co-chairman
Mike Gamroth, Oregon State University – Co-chairman
John Smith, Kansas State University – Co-chairman
Donald Bath, University of California-Davis
Ron Bowman, Utah State University
Dean Falk, University of Idaho
Dennis Halladay, The Western Dairyman Magazine
Donald Klingborg, University of California-Davis
Steve Larson, Hoard’s Dairyman Magazine
William Wailes, Colorado State University
Chris Woelfel, Texas A&M University
Ned Zaugg, Washington State University

Conference Organizing Committee members (front row, l-r): Chris Woelfel, Mike Gamroth, John Smith, Dennis Armstrong, and Don Bath. (Back row, l-r) Dennis Halladay, Ned Zaugg, Ron Bowman, Steve Larson, Bill Wailes, Dean Falk, and Don Klingborg.
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Cover Photo:
The double-36 herringbone milking parlor at Hettinga Farms in Pixley, California.
(Photo by Dennis Halladay, courtesy of The Western Dairyman Magazine.)