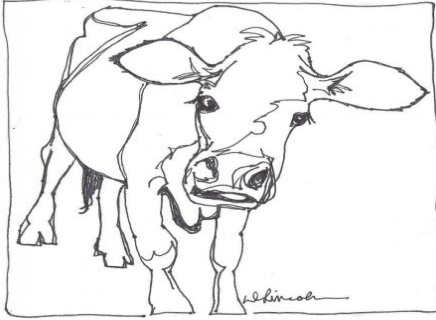


**Oconto & Marinette County**

# Agriculture Newsletter



*From the Desk of Oconto County Agriculture Agent  
Sarah Mills-Lloyd*

Spring is here—at least by the date on the calendar and the extension of daylight into the early evening. This only means planting season is just around the corner!!

The Wisconsin Custom Rate Guide has been updated, and can be viewed by following the link:  
[https://www.nass.usda.gov/Statistics\\_by\\_State/Wisconsin/Publications/WI-CRate17.pdf](https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/WI-CRate17.pdf). If you would like a printed copy of this information, please call the UW-Extension office. The 2017 Wisconsin Custom Rate Guide was compiled by the USDA's National Agricultural Statistics Service (NASS), Wisconsin Field Office, in cooperation with the Wisconsin Department of Agriculture, Trade, and Consumer Protection, the University of Wisconsin-Extension, and the College of Agricultural & Life Sciences, University of Wisconsin-Madison. This summary is the result of a mail survey which collected rates paid by farmers for custom work performed in 2017. The figures are based on reports by farmers who hired custom work, custom operators and farmers who performed custom work, and machinery dealers who rented out equipment.

Join specialists from UW-River Falls, UW-Madison, and local UW-Extension Agriculture Agents for a Farm Management Update for Agriculture Professionals on May 4 at Liberty Hall in Kimberly. Presentations will cover topics such as Grain and Cattle Markets, Forecasting Your Own Milk Price, Spring Crop Update, Resilient Farm Leadership, and much more. Registration information is located on page 6 of the newsletter.

Please remember to complete the Youth for the Quality Care of Animals (YQCA) training if you are youth showing animals at either Oconto or Marinette County Fairs. Information on this program can be found in the events section of this newsletter. If you have additional questions about this program or how to register, please contact me.

As always, if you have questions about how we may be able to assist you and your farm, please do not hesitate to call my office (920) 834-6845.

*Sarah Mills-Lloyd*

Agriculture Agent—Specializing in Dairy and Livestock  
UW-Extension Oconto County Office

**Oconto County  
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Relay: 711 for Wisconsin

If you will need accommodation or assistance as you attend any UW-Extension sponsored event, please contact the host county office at least two days prior to the event. All requests will be confidential.

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## CALENDAR OF LOCAL & REGIONAL EVENTS

April 4	Kelly Lake	Farming for Profit Workshop
April 10	Coleman	Growing Small Fruits
April 11	Crivitz	Manure and Water Quality in Marinette County
April 10-12	Milwaukee	Dairy Calf Heifer Association Annual Meeting
April 16	Wausaukee	Manure and Water Quality in Marinette County
April 19	Coleman	Youth for the Quality Care of Animals (YQCA—formerly MAQA) Training (For Youth 8-11 Years of Age ONLY!)
April 23	Marinette	Manure and Water Quality in Marinette County
April 26	Coleman	Manure and Water Quality in Marinette County
May 4	Kimberly	Farm Management Update for Agriculture Professionals
May 12	Gillett	Youth for the Quality Care of Animals (YQCA—formerly MAQA) Training (For Youth 8-11 Years of Age ONLY!)

## HAY PRICE REPORT as of March 26, 2018

Current hay demand and price reports can be found at: <http://fyi.uwex.edu/forage/h-m-r/>

Hay Grade	Bale type	----- Price (\$/ton) -----		
		Average	Minimum	Maximum
<b>Prime (&gt; 151 RFV/RFQ)</b>	Small Square	\$234.00	\$165.00	\$320.00
	Large Square	\$186.00	\$120.00	\$250.00
	Large Round	\$158.00	\$135.00	\$180.00
<b>Grade 1 (125 to 150 RFV/RFQ)</b>	Small Square	\$182.00	\$130.00	\$280.00
	Large Square	\$148.00	\$75.00	\$190.00
	Large Round	\$123.00	\$60.00	\$160.00
<b>Grade 2 (103 to 124 RFV/RFQ)</b>	Small Square	\$174.00	\$105.00	\$280.00
	Large Square	\$121.00	\$65.00	\$150.00
	Large Round	\$108.00	\$50.00	\$200.00
<b>Grade 3 (87 to 102 RFV/RFQ)</b>	Small Square	\$110.00	\$110.00	\$110.00
	Large Square	\$100.00	\$70.00	\$120.00
	Large Round	\$109.00	\$98.00	\$120.00

## EVENTS, DEADLINES AND NOTES

### Farming for Profit Farm Management Workshop

Although a fairly straightforward thought, the actual process of managing a profitable farm entails many different decision making steps. UW-Extension of Oconto, Marinette, and Shawano Counties are sponsoring an event that is designed to help producers as they make some of these extremely important decisions. The event is being held at **Romy's Holiday Inn at Kelly Lake** on **Wednesday, April 4<sup>th</sup>, from 9:45 am to 3 pm.**

Many farms are facing distinct financial challenges as we approach the 2018 planting season. Understanding more about these challenges will be the focus of one part of the day's discussion, led by Dan Kaufman, Financial Services Officer with Greenstone Farm Credit Services. Specifically, he will focus on your concerns of short or long-term issues, and how does that affect your decision making?

Another key aspect of farm management in the current environment is choosing the right farm business entity. This concept will be the focus of a presentation shared by Troy Schneider, partner with Twohig Reitbrock Schneider Halbach Law Offices. Schneider and Kaufman will also be part of a Question and Answer session, allowing attendees to ask more specific questions or ones that are in other topic arenas.

UW-Extension Agriculture Agents Sarah Mills-Lloyd and Scott Reuss will also be leading discussions at this event. Mills-Lloyd will be helping "Find the Balance" in regards to calf health and calf production costs, while Reuss will be reviewing how to maximize return on investment within crop production inputs. They will also work through operating agreement generation issues, as farms may work through issues such as multiple generations; adapting the family to a business model; and many other potential points of contention.

## EVENTS, DEADLINES AND NOTES (CONTINUED)

There is a \$25 per person registration fee, which includes lunch and all program materials. Interested producers can find the registration form on all three county offices' web pages, or you can contact Reuss at 715-732-7510, or e-mail to [scott.reuss@ces.uwex.edu](mailto:scott.reuss@ces.uwex.edu). Pre-registration is required. Please call Sarah at the Oconto UW-Extension office, 920-834-6845, to request any type of accommodation or assistance that you may require to attend this event. All requests will be kept confidential.

### Small Fruits Management

Berries aren't just for the birds! Many different berry crops can be successfully grown in the home garden or landscape in our area. Join Scott Reuss at the **Coleman Library** on **April 10 from 10:00-11:30 am** for discussion on their management. Pre-registration not required for attendance.

### Manure and Water Quality in Marinette County

This series of discussions is oriented toward those not directly involved in agriculture, to help them understand the realities, rather than just seeing the occasional headlines about how manure and water negatively interact. The discussions would be better if producers are present to assist Scott in answering specific questions or to offer their perspective. Manure will not be the only waste discussed, as data on septage and sewage will also be presented – again to show the whole story of how waste and water interact. The next paragraph is the mini program description that people will see, and there will also be news releases in the local newspapers about the program series. Scott is also planning a corollary series on this topic in Oconto County libraries in the fall.

"Manure is one of nature's most perfect fertilizers, but can create surface and ground water quality issues in some situations. Join one of these conversations to learn more about manure usage, manure management laws in WI, and the current water quality situation in Marinette County. All four sites are hosting the same topic, although it is likely that questions will cause discussion to differ slightly."

<b>April 11@ 1:00 pm</b>	<b>Crivitz Library</b>	<b>606 Louisa Street</b>
<b>April 16 @ 4 pm</b>	<b>Wausaukee Library</b>	<b>703 Main Street</b>
<b>April 23 @ 6 pm</b>	<b>Marinette Library</b>	<b>1700 Hall Avenue</b>
<b>April 26 @ 6:30 pm</b>	<b>Coleman Library</b>	<b>123 W Main Street</b>

### Youth for the Quality Care of Animals (YQCA)—formerly Meat Animal Quality Assurance Training

The YQCA training will provide a common framework for food animal quality assurance programs which will strengthen the youth educational experience, improve the care of food animals, and promote a higher level of consumer food safety. In addition, youth will learn about other species of animals; not just the species they show.

The YQCA program was peer-reviewed for content and age appropriateness. It is supported by Wisconsin 4-H and FFA leaders. Youth for the Quality Care of Animals training content and modules will demonstrate a progression of topic knowledge in designated age categories (age as of January 1): · Junior (8-11 years old) · Intermediate (12-14 years old) · Senior (15-18 years old) · Young Adult (19-21 years old).

The new YQCA training is an effort to provide flexibility to accommodate busy seasonal schedules while providing relevant age-specific food animal quality assurance training. Youth exhibitors will complete three interactive online modules and quizzes which can be accessed according to your schedule. In Wisconsin, face-to-face trainings may be offered in specific counties for juniors (8-11 year olds) only. On average, it will take 60 minutes per year to complete all the required online training modules or in-person training—depending on age.

Maintaining current information, developing creative modules on an online learning platform costs a significant amount of money, and youth exhibitors will pay depending on the training option. **Youth completing the online modules will pay \$12/person/year, and face-to-face trainings offered for juniors (youth age 8-11) only will pay \$3/person/year.**

To complete the YQCA online training or register for face-to-face training, log into <http://yqca.org>. Follow the step-by-step instructions to create a user identity and password. All payments for either online or in-person training will be made using the YQCA website. Additional material fees (beyond the \$3.00 payment to YQCA) for in-person training may apply, and if so will be collected at the time of the face-to-face training.

Two in-person trainings will be offered for juniors (8-11 year olds ONLY). The dates and locations of the trainings are listed below. Space will be limited, and registration will be taken only through the YQCA website (<http://yqca.org>).

**Thursday, April 19—Pound Town Hall, Cty B, Coleman 6:00 - 7:00 pm**  
**Saturday, May 12—Gillett Community Center, 200 E Main Street, Gillett 9:30- 10:30 am**

It is recommended to print the completion certificate at the end of the online session as the ten-digit certificate number will be required on your paperwork for training verification. If you have any questions about YQCA, please contact Sarah at (920) 834-6845.

## Wisconsin Custom Rate Guide 2017

The 2017 Wisconsin Custom Rate Guide was compiled by the USDA's National Agricultural Statistics Service (NASS), Wisconsin Field Office, in cooperation with the Wisconsin Department of Agriculture, Trade, and Consumer Protection, the University of Wisconsin-Extension, and the College of Agricultural & Life Sciences, University of Wisconsin-Madison. This summary is the result of a mail survey which collected rates paid by farmers for custom work performed in 2017. The figures are based on reports by farmers who hired custom work, custom operators and farmers who performed custom work, and machinery dealers who rented out equipment. There were 707 reports compiled. Thank you to all survey participants who provided data for this publication! Your input made this report possible. Most of the rates in this release include the cost of hiring a machine with fuel and operator, but exclude the cost of any materials. No attempt was made to distinguish between rates charged by custom operators who perform these operations as their main source of income and those who do custom work as a secondary source of income. This summary makes no effort to evaluate fairness of rates being charged.



Included in this release are statewide average rates and typical ranges for those averages. The rates and ranges in this release are based on actual reported data and should not be viewed as official estimates. The ranges provided for each custom operation encompass at least 90 percent of the reported values. Rates are typically influenced by fuel costs, soil conditions, topography, field size and shape, traditional practices in an area, and type, age, and availability of equipment.

To access the updated guide, visit the following website link:

[https://www.nass.usda.gov/Statistics\\_by\\_State/Wisconsin/Publications/WI-CRate17.pdf](https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/WI-CRate17.pdf)

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### Is your farm ready in the event of a disaster?

*By Sarah Mills-Lloyd, UW-Extension Oconto County Agriculture Agent*

Severe weather, natural disasters, or fires can happen anytime. Many families have emergency preparedness plans and all the family members know how they will handle different incidents if they were ever to arise. However, do you have an emergency preparedness plan for your farm?

Farm emergency plans take time to develop, and numerous situations must be skillfully and carefully considered. If you have not written a plan for your farm, consider creating yours. If you already have a plan written down, take time to review it as it should be updated on a regular basis. There is no time like the present to be prepared.

An easy place to start in creating your farm emergency preparedness plan is to develop and post an emergency phone number list which is easily accessible by your family or employees. Phone numbers to include are on your phone list, but not limited to are:

- |                   |                            |
|-------------------|----------------------------|
| • Fire department | • Poison Control           |
| • Sherriff        | • Local Animal Shelter     |
| • Employees       | • County Extension Service |
| • Neighbors       | • Trailing Resources       |
| • Veterinarian    |                            |

There are numerous free resources to guide you in the process. A few which may be of value can be located at the United States Department of Agriculture website: <https://www.usda.gov/media/blog/2016/09/28/prepare-livestock-and-animals-ahead-severe-weather>.

In addition to creating a phone list, I would also recommend taking an inventory of your farm. Photographs are a great tool to help you establish an inventory of equipment used on your farm. Be sure to store the photographs in at least three places to serve as a back-up in case one is deleted. You might also want to consider a spreadsheet which lists the make, model, serial number, and the initial purchase value of the equipment.

I certainly hope you never have to face a disaster, but by starting to think about the possibility and creating a few pieces of documentation you are on your way to creating your emergency preparedness plan.

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## **Dairy Situation and Outlook**

*By Bob Cropp, Professor Emeritus*

University of Wisconsin-Extension

March 20, 2018

March milk prices will end up higher than February. Butter and cheese prices will average higher in March, while both nonfat dry milk and dry whey prices remain low with no increase. Higher cheese prices will increase the Class III price to around \$14.30 compared to \$13.40 in February. Higher butter prices will increase the Class IV price to around \$13.25 compared to \$12.87 in February.

While stocks of dairy products remain relatively high improved domestic sales and dairy exports helped to strengthen prices. Compared to a year ago, January 31<sup>st</sup> stocks were: butter +1.0%, American cheese +2.2%, total cheese +7.0%, dry whey +28.6% and nonfat dry milk +50.0%. Domestic commercial disappearance of butter during January was up 6.3%, American cheese up 3.0% and other cheese varieties up 2.3% while beverage milk sales were 0.6% lower. Compared to January a year ago, exports of nonfat dry milk/skim milk powder were up 3%, cheese up 19%, total whey up 18%, but butter was down 6%. On a total solids basis January exports were equivalent to 13.9% of milk production compared to 13.1% a year ago.

Milk prices for the rest of the year will of course continue to depend upon domestic sales, dairy exports and the level of milk production. With continued improvement in the economy domestic sales should be positive for milk prices. Dairy exports will continue to face stiff competition for markets mainly from the EU as their milk production continues to show strong growth. As far as other major exporters milk production is up just slightly in Australia but lower in New Zealand and Argentina. On the positive side U.S. dairy products remain very price competitive on the world market. U.S. prices of butter, cheese, nonfat dry milk/skim milk powder and dry whey are all lower than EU or Oceania prices. The world economy also is improving. So U.S. should see some growth in dairy exports during 2018.

So a key factor to where milk prices will be headed will be the level of milk production. Despite low milk prices milk production is not slowing down. Compared to a year ago, milk production was up 1.8% for both January and February. Milk cow numbers have increased each month since last October for a total increase of 15,000 head. February cow numbers were 45,000 head higher than a year ago for an increase of 0.5%. Slaughter dairy cow numbers are running about 3% higher than a year ago despite very unfavorable slaughter cow prices, but dairy replacements are at a level to grow the cow herd. Milk per cow was up 1.3%.

Of the 23 reporting states in February, 14 states had more cows than a year ago, 5 had the same number and 4 had fewer cows. Leading with increase in cow numbers were Texas with 16,000, Colorado with 12,000, and Idaho and New Mexico both with 9,000. States with the biggest decrease in cow numbers were California 17,000, and both Minnesota and Wisconsin with 5,000.

Biggest increases in February milk production over a year ago were: Colorado with 7.7%, Utah with 6.9%, Texas with 5.5%, and Idaho and Kansas both with 4.8%. Biggest decreases in milk production were Florida with 2.8% and New York with 2.3%. Despite California having 17,000 fewer cows 4.5% more milk per cow increased the state's milk production 3.5%. With fewer cows and just 0.5% more milk per cow Wisconsin's milk production was up just 0.1%. Fewer cows and just 0.6% more milk per cow resulted in a 0.5% decrease in Minnesota's milk production. Iowa had 1.8% more milk from more cows and higher milk per cow. A few more cows but less milk per cow netted South Dakota with no change in milk production.

Unless milk production slows down and/or dairy exports show greater increases it appears that milk prices will continue to slowly improve. Class III could improve to the \$15's by July and possible top out near \$16 by October and average for the year no higher than \$15.00 compared to \$16.17 last year. The Class IV price could improve to the \$14's by July but remain below \$15.00 and average no higher than \$14.00 compared to \$15.16 last year. But, hopefully, lower milk production and higher exports will push milk prices higher.



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# Farm Management Update

for Agriculture  
Professionals

**UW**  
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University of Wisconsin-Extension

For more information contact:  
UW-Extension Waupaca County  
Greg Blonde, Agriculture Agent  
greg.blonde@ces.uwex.edu  
(715) 258-6230

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX, and the Americans with Disabilities Act (ADA) requirements. Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity for which it is needed. Please do so as early as possible prior to the program or activity so that proper arrangements can be made. Requests are kept confidential.

May 4, 2018  
9:30 am - 3 pm  
Liberty Hall, Kimberly



## Meeting Agenda

9:00 am Registration & Refreshments

9:30 am "What's Going on in the Grain and Cattle Markets"  
Brenda Boetel, Professor / Extension Marketing Specialist, UW-River Falls

10:15 am "Forecast Your Own Milk Price: Customized Mailbox Predictor Tool"  
Brian Gould, Professor / Extension Dairy Market Specialist, UW-Madison

11:00 am "UW-Extension Update—Rental Rates and Crop Budgets"  
Stephanie Plaster, Ozaukee/Washington & Darrell McCauley, Winnebago County

11:40 am "Back to the Field: Spring Crop Update"  
Kevin Jarek, Outagamie County Extension Crops & Soils Agent

12:00 pm Lunch

12:45 pm "Finding the Balance—Management of Calf Health Versus Cost of Production"  
Sarah Mills-Lloyd, Oconto County Extension Agent & Tina Kohlman, Fond du Lac County Extension Agent

1:30 pm "Resilient Farm Leadership: Train to Retain"  
Stephanie Plaster, Ozaukee & Washington County Extension Educator

2:00 pm "Balancing the Cost of Robotic Investment and Labor Efficiency"  
Doug Reinemann, UW-Madison Professor / CALS Associate Dean and Biological Systems Engineering Extension Milking Systems Specialist

2:30 pm "Speaker Q & A / Open Forum"  
Moderated by Scott Gunderson, Manitowoc County Extension Agent

## Register Now

### Farm Management Update



Name(s): \_\_\_\_\_

Business: \_\_\_\_\_

Email(s): \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Please indicate any accessibility need: \_\_\_\_\_

Registration Fee: \$40 per person

Make check payable to: Waupaca County

Mail this registration form and check to:  
Waupaca County UW-Extension  
811 Harding Street  
Waupaca, WI 54981  
715-258-6231

Registration Deadline: April 27, 2018

Register Online at: [goo.gl/P9i3tz](http://goo.gl/P9i3tz)





# Farming for Profit

*April 4, 2018*

9:45 am to 3:00 pm

Romy's Holiday Inn, Kelly Lake

## Are My Financial Concerns Short or Long-term Concerns?

~ Dan Kaufman, Financial Services Officer, GreenStone

## Choosing the Right Farm Business Entity

~ Troy Schneider, Attorney, Twohig Reitbrock Schneider Halbach Law Offices

## Crop Production: Maximizing ROI of Variable Inputs

~ Scott Reuss, UW-Extension Agriculture Agent, Marinette County

## Finding the Balance: Cost of Production and Calf Health

~ Sarah Mills-Lloyd, UW-Extension Agriculture Agent, Oconto County

## Generating an Operating Agreement

~ UW-Extension Agriculture Agents

## Question and Answer Session

~ Dan Kaufman, Troy Schneider, Sarah Mills-Lloyd, and Scott Reuss

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### 2018 Farming For Profit Meeting Registration

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_ Telephone: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Email address (for a direct mailing in future years): \_\_\_\_\_

Registration: \_\_\_\_\_ People x \$25 per person (includes meals & materials) = \$ \_\_\_\_\_

Total Enclosed: = \$ \_\_\_\_\_

Make Check Payable to: **UW-Extension**

Mail to: UW-Extension Oconto County  
301 Washington Street  
Oconto, WI 54153

Or call: 920.834.6845

## Biofilms—Your Biologic Foe

*Sarah Mills-Lloyd, DVM, UW-Extension Oconto County Agriculture Agent*

Biofilms are all around us. If you have ever had a dental cavity, you have experienced the effect of a biofilm. Biofilms are defined as microbial growth on a solid surface. Bacteria, viruses and protozoa are microbes as they cannot be seen without the help of a microscope. Many of the microbes which live in a biofilm can be a potential disease concern for calves.

In order for these organisms to live, they need nutrients in the form of carbohydrates and proteins. On the farm we have a great source of nutrition to sustain biofilm growth—milk or milk replacer. Biofilms form for a variety of reasons, but we will look at two main reasons—improper cleaning to remove the milk/milk replacer residue and imperfections in calf feeding equipment.

Removal of milk/milk replacer residue in feeding pails, bottles and nipples is important. The following is a calf feeding equipment cleaning protocol as recommended by Donald Sockett, DVM, Wisconsin Veterinary Diagnostic pathologist:

1. **Rinse** using warm, 90 degrees F water.
2. **Soak** in hot water, greater than 130 degrees F, with 1 percent chlorinated alkaline detergent.
3. **Wash** water should be greater than 145 degrees F. Using a brush will help eliminate any other residue.
4. **Rinse** using cold water solution that contains 50 parts per million of chlorine dioxide.
5. **Dry** by letting the equipment drain and dry completely before re-use to prevent the growth of bacteria.
6. **Final preparation** of equipment should include spraying the inside and outside of calf equipment with a 50 parts per million chlorine dioxide solution two or less hours before the next use.

Imperfections in the form of scratches on the surface of calf feeding equipment happen most frequently on any surface made from plastic or rubber. These imperfections lead to the potential for disease causing microbes (bacteria and viruses) to live. Plastic is easily scratched by the teeth of calves chewing on the pail, a stiff-bristled brush or stacking pails. Rubber naturally breaks down over time and is accelerated by using harsh cleaners or disinfectants. The following are ideas to reduce the ability of microbe growth:

- Place pails upside down on a drying rack instead of stacking inside each other
- Purchase a soft-bristled brush instead of a stiff-bristled brush for cleaning
- Use stainless steel calf feeding equipment instead of plastic
- Develop a schedule for replacing equipment made of plastic or rubber—mainly calf feeding pails and bottle nipples

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If you are receiving this newsletter in error or have an address change, please contact the UW-Extension Oconto County office at (920) 834-6845.  
Thank you!

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