

WELCOME TO WWW.KOWCONSULTING.COM

Dear Dairyman and/or friend of the dairy farms of America,

You are about to be introduced to a new kind of advisory service for dairy production management. Following is a general description of the services provided by KOW Consulting Association advisors and our *Mission Statement*. A careful reading of our *Mission Statement* will reveal a truly wholistic approach to dairy farm management with a strong emphasis on pursuit of the financial interests of the farmer (*not* agribusiness). In order to better communicate the point of view and *uniquely* farmer focused emphasis of our Association of *truly* independent consultants, several historical editorial position papers have been included in the non-subscription / “free” section of this website. Access to our entire website (including production management advice) is available via a yearly subscription fee of \$120.⁰⁰. A username and password will be granted for one year upon receipt of check or money order paid to WEAVER FEEDING & MANAGEMENT, LLC, mail to 25800 Valley View Rd, Cuba City, WI, 53807.

Thank you for your interest in KOW Consulting Association.

Sincerely,

Tom Weaver

What KOW Consulting Assoc. Can Do For You



Excellence in dairy management consulting:

- *Independent advisers / service providers that really put the best interest of your farm first. (We are not employed by any large corporation or Co-op, we do not answer to a sales manager. KOW is an association of independent businesses- not a corporation.)*
- We specialize in *systems* management and improving herd health / longevity / *profitability*.
- A unique *non-conventional* program tailored to your farm for producing the highest milk per acre at the lowest cost per cwt –maximizing *lifetime* milk per cow and livestock sales/*internal* growth.
- Soil consultants / forage specialists / ruminant nutritionists that don't get *tunnel visioned*, but put the “whole picture” together.

What We Do (For farmers within our local service area who have hired a KOW Advisor via purchase of Vit-Trc Mnrl):

Beside regular visits to deal with urgent topics that are on your mind (troubleshooting problems), you can expect the following:

- A **monthly newsletter** (KOW Ruminations / KOW's Review of the Dairy News service) keeping you informed on timely topics and giving you straight advice on current fads in dairy management (helping

you to avoid becoming a “guinea pig” or test farm for risky new products / practices).

- Soil testing services –by experienced and *certified* (CCA) professionals (including comprehensive *Nutrient Management Planning* with **GPS** mapping and soil testing services).
- Manure management and commercial fertilizer recommendations –independent of fertilizer *sales*.
- Crop rotation planning –expanding your options to solve problems and reduce costs–independent of chemical (herbicide, insecticide) *sales*.
- Harvest and storage management advice –not *inoculant sales*.
- *Feed inventory calculating and quality assessment*.
- *Independent* dairy nutrition and livestock husbandry advice –independent of protein / commodity *sales*.
- *Experienced with successful U.S.D.A. certified organic production management*.

Who We Are . . . K . . . O . . . W

Keith Qstby, CCA*, dairy nutritionist:

Consulting / service provider focusing on dairy production management consulting (in southern WI, northern IL and Iowa) and managing our Association's dairy mineral warehousing and delivery. Ph 608-328-4412, fx 608-325-2093, W3736 Prien Rd, Monroe, Wisc., 53566.

Tom Weaver, CCA*, dairy nutritionist:

Consulting / service provider focusing on farm technical troubleshooting, educational programs and our newsletters. Ph 608-762-6948, fx 6949, 25800 Valley View Rd, Cuba City, Wisc., 53807. Email: kowboy@kowconsulting.com.

*Certified Crop Advisor

Local Associate:

New territories and training are available to self-starting entrepreneurs with a reputation of integrity and good work ethics. We do not associate with *slick* salesmen!

KOW Consulting Mission Statement

- To promote the implementation of comprehensive management programs developed for *individual* dairy farms that are designed to be both *ecologically and financially* sustainable.
- To educate and equip the dairy farmer to be more self-sufficient in feeding management decisions (with the ultimate goal of assisting him to be *his own "nutritionist"* to the limit of his interest).
- To assist with developing soil / crop management strategies that optimize the use of livestock manure, crop rotation, and green manure crop assets **in order to reduce production input costs.**
- **To ensure that the *individual* dairyman's commercial fertilizer / liming expenditures are minimized** and recommended / prioritized considering all of the following criteria.
 1. Affect on *sustainability* of soil health in regard to chemical, physical, and biological conditions (for if soil health is not sustained, then neither can profitability be sustained).
 2. Affect on crop yield.
 3. Affect on ***nutritional value to livestock.***
- **To ensure the individual dairyman's feed supplement expenditures are minimized** (within the constraints of nutrient needs for livestock health, a production level that optimizes *long term* net profit, and the actual feeding value of homegrown forages as *judged by cow response*).
- To always work as an adviser towards improvement of herdsman practices and livestock environment in order to optimize the success of a *low input sustainable ration*.
- To constantly strive to find new and better ways for our clients to *grow* better quality feedstuffs that more completely meet the nutritional needs of their cows for a high level of productivity and health ***simultaneously, while reducing the need for supplements.***
- To always promote a *teamwork* management strategy with our farmer clients (and consulting veterinarian) that gives consideration to *his* goals and observations while focusing our efforts toward assistance with troubleshooting, and providing ***information, and ideas*** to equip him to make more profitable management decisions.
- To look to the future to guide the ***dairy nutrition from the soil up*** dairy farmer into better marketing opportunities for his value added / quality product.
- To save the family dairy farm from *unnecessary* extinction. (We are of the opinion that the family owned and managed dairy farm has many options available to improve profitability and that conventional sources of advice [sales representatives and university extension] are not encouraging pursuit of the best alternatives).

We *will* fulfill our Mission Statement and look out for *your* interests. **References available** upon request.

KOW Consulting Association believes that . . .

***Our primary mission is to look out for the interests of our clients –YOU, not to discover new ways to get deeper into the pockets** of dairy farm families. Therefore, our product line is limited.

***There are no miracles in a bag** and the purpose of our product line is to provide our clients with a few essential supplements in exchange for our consulting services.

*We pledge to never become subservient to any feed, seed, or fertilizer company, but instead to always put your farm's needs first. **We are not product focused.**

*Every farm is unique and has a different, *most profitable RHA* and that **profitable** milk production must come from **equipping** cows to milk with quality forage and *not by pushing them* with concentrates. **Cows are ruminants and should be fed accordingly.**

***Successful dairy nutrition must begin in the soil.** The quality of homegrown feedstuffs can be greatly enhanced by soil and harvest/ storage management (crop rotation, manure, fertilizer inputs, ensiling methods, etc.).

*Dairy nutrition programs that stand upon sound soil nutrition/crop management programs enable dairy farms to **sustain high milk yield, excellent herd health / reproduction and highest net profit simultaneously.**

*Getting milk from cows requires attention to **much more than calculating rations:** crop production / harvest / storage, dry cow care, heifer management, etc. Therefore, we do full farm system consulting.

***The milk produced by cows in our *dairy nutrition from the soil up* system of dairy management is of higher, value added quality.**

How are we paid for our services?

By purchasing two basic trace mineral / vitamin products and paying the cost of any soil or feed testing that is required. Any fair "apples to apples" comparison for product quality and services provided would reveal that KOW Consulting offers a very good value at a very competitive rate. Soil sampling / consulting surcharges may apply for 590 nutrient management plans, clients with less than one year of KOW herd work history, or those purchasing our concentrated trace mineral products. Simply contact us with total livestock numbers for your farm and we can get more specific on costs. Breed (bdwt), feeding system (grazing vs. confinement) and applicable service charges will be variables affecting actual costs. We can "spell out" these things pertaining to cost / consultation / service fees specific to your farm on our *New Client Agreement*. (Our *New Client Agreement* is a memorandum of understanding that simply lists mutual responsibilities between the dairyman and his KOW advisor.)