

REAL PRODUCER EXCHANGE

A Silage Separation Story

One silage becomes two purpose-built feeds — a whole-farm advantage.

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Introduction

Our Farm · Family · Faith & Purpose

INTRODUCTION

Our Farm

- Wisconsin family dairy — started with ~50 cows in 2000
- Today: 1,400 cows and 3,700 acres
- Cropping corn, alfalfa and soybeans
- About one-third of our crops are marketed as commodities



INTRODUCTION

Family

- Greg was raised in a family with seven siblings
- Lori and I have seven children and seven grandchildren
- A truly multi-generational dairy



Faith & Purpose

- Faith guides both our dairy and our innovation — Glori Enterprises
- Mission: create and maintain a moral and ethical work environment with integrity and righteousness before God and man
- Vision: become the least-cost producer while continually improving cow health, efficiency and stewardship



The FODD: Silage Separation

Why we started · What we learned · Results · Economics · Scalability

Why We Started Down This Road

- This wasn't about inventing a machine — it was about solving a problem: straw as feed
- Straw was expensive, with variable quality
- Difficult to process, mix and feed effectively
- Could corn stover from our own silage replace it?

THE ORIGINAL QUESTION

“Could we separate silage — and would it make economic sense on our own dairy?”

What We Learned Along the Way

- The biggest surprise: separating silage didn't just create an economical dry-cow feed
- It dramatically improved the feed going to the lactating cows
- “That realization changed everything.”





Silage Separation as a Tool

- One silage becomes two purpose-built feeds
- Better feed for lactating cows (fines)
- Better feed for heifers and dry cows (fodder or fodd)
- Instead of compromising, every group gets a feed better suited to its needs







Fraction Analysis

- How corn silage separates
- Fiber fractions
- Starch concentration
- Digestibility differences
- Why this matters nutritionally

2024

	Corn Silage	Fines	Fodder
NDF	35.66	31.42(-12%)	44.88
Lignin	2.47	2.27(-8%)	3.42
uNDF240	6.77	6.11(-12%)	9.99
Starch	40.22	45.70(14%)	22.4

2025

	Corn Silage	Fines	Fodder
NDF	36.15	30.92(-15%)	47.55
Lignin	2.68	2.54(-5%)	3.20
uNDF240	9.94	8.01(-19%)	13.35
Starch	36.41	42.79(18%)	20.9

Transition Cow Performance

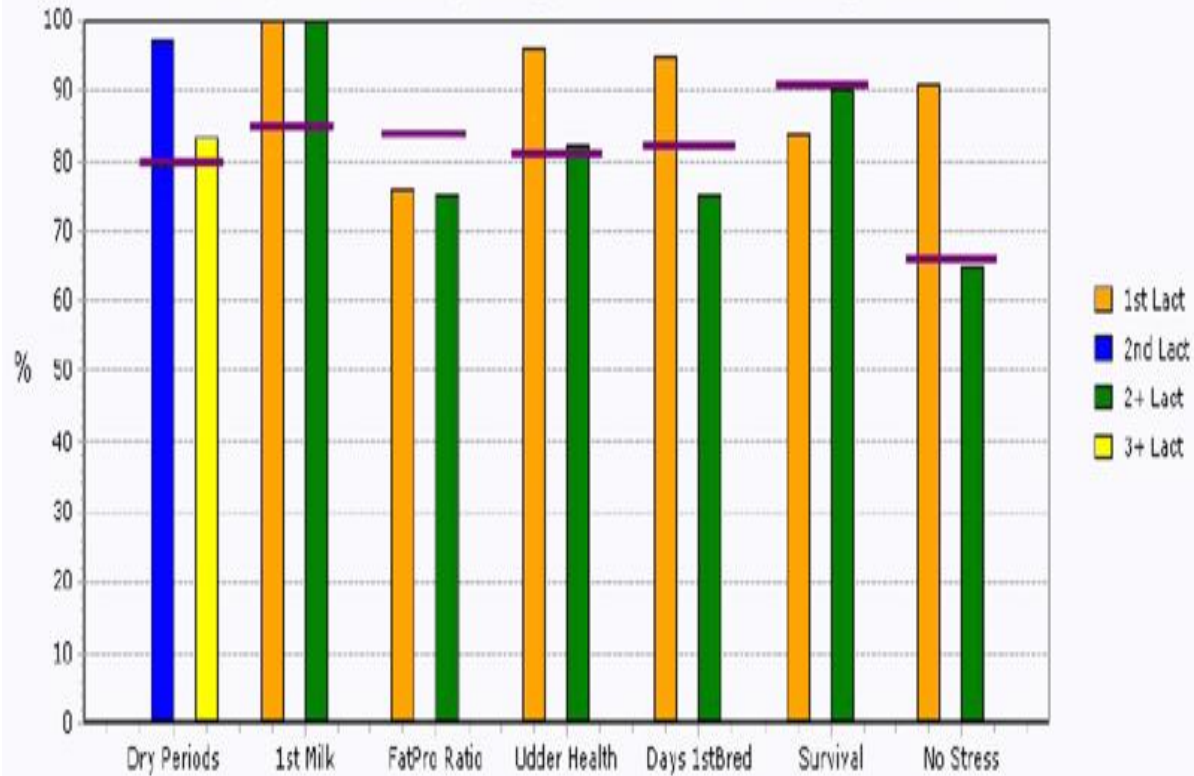
- Replacing straw gave us a more consistent dry-cow ration
- Better transition success
- Fewer milk fevers and cases of ketosis
- Better overall herd health

RESULT ON OUR DAIRY

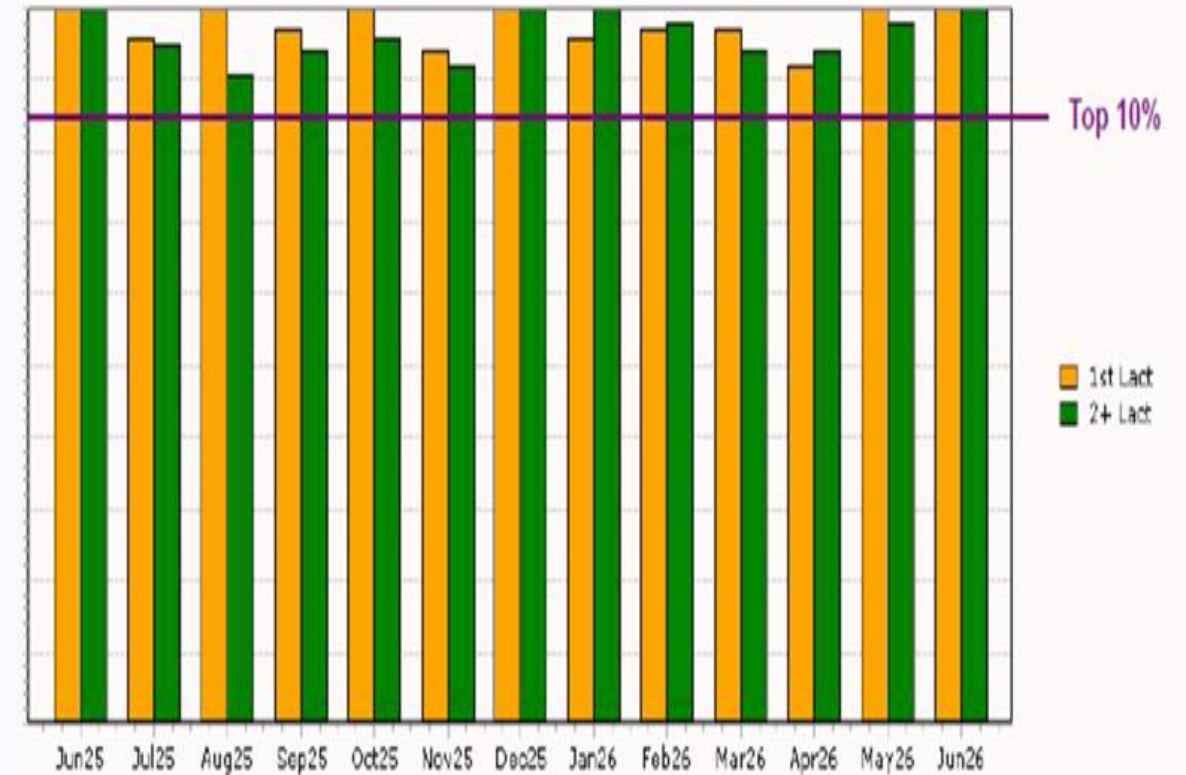
Fewer milk fevers and ketosis — smoother, more consistent transitions.



For Jun26 (or Last Available) Calvings, Percent of Cows Achieving Success for...



Percent of Fresh Cows with First Milk 40+ for 1st Lact and 50+ for 2+ Lact By Calving Period



Feed Cost Savings & Efficiency

- Use more homegrown forage
- Purchase less feed
- Better allocate nutrients across groups
- Lower whole-farm feed costs
- Improved feed efficiency
- Better nutrient utilization

BOTTOM LINE

**Lower whole-farm
feed costs by
leaning on forage we
already grow.**

	DMI	\$\$\$ / Day NoFODD	DMI	\$\$\$ / Day FODD	Savings \$\$\$ / Day	\$\$\$ / Year
Lactating	57.93	7.73	57.05	7.61	.12	53,655
Close-up	31.93	6.99	25.14	4.90	2.09	61,028
Far-off	33.62	3.81	30.06	2.71	1.10	32,120
Springers	25.69	2.91	23.15	2.08	.83	22,721
Heifers	23.25	2.28	23.85	1.72	.56	81,555
Sm. Heifers	18.50	2.01	18.86	1.73	.28	26,572

\$0.58

\$213/Cow

Total With Heifers

277,201

\$0.35

\$130/Cow

Total without heifers

169,524

Milk Production

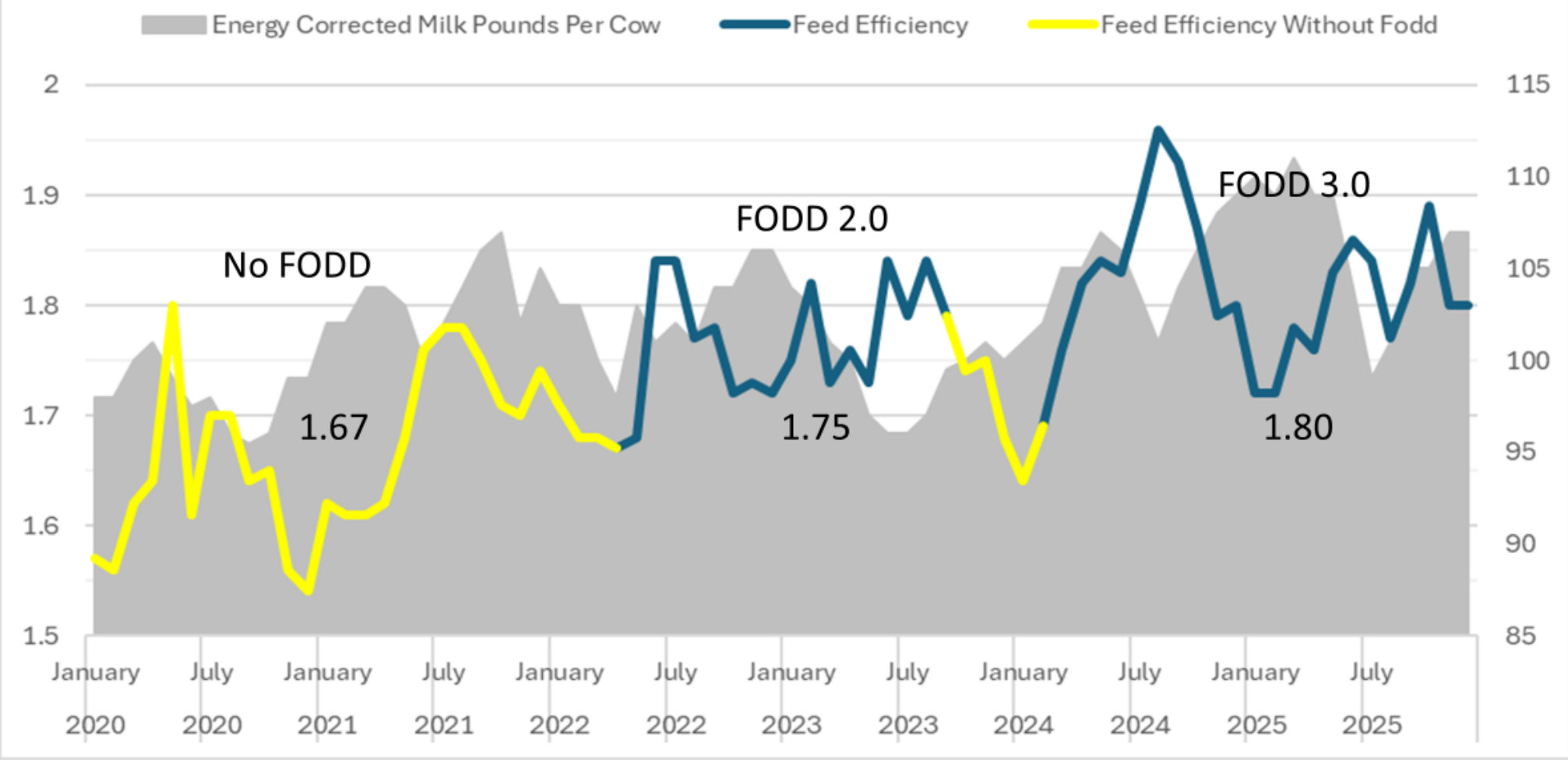


- Higher production
- More consistent production
- Improved ration quality
- Better silage utilization

IN GREG'S WORDS

“Our dairy has entered a new era of milk production.”

Feed Efficiency (Lbs. ECM / Lb. DM)



Economic Analysis

- Cost of the system
- Return on investment
- Whole-farm economics
- Evaluate all animal groups — not just the milking herd

KEY PRINCIPLE

**The ROI shows up
when you count
every animal group,
not just the milk
cows.**

Silage Strategies....

	Conventional	BMR	High Chop (20")	Separated Fines
Yield DM ton/acre	9.2	8.2	7.9	9.2
DM, % as fed	37.7	37.1	39.7	40.7
CP, %DM	7.3	7.7	7.7	6.6
NDF, %DM	37.1	36.6	33.4	32.3
Starch, %DM	39.5	37.8	43.2	46.1
ivNDFD, %NDF	55.6	62.0	58.9	58.3
uNDF, %DM	9.8	8.5	7.8	7.4
Milk/ton (MILK24)	3,126	3,221	3,286	3,317
Milk/acre	28,756	26,416	25,960	30,513
\$\$\$ /acre	\$5,751 (\$351)	\$5,283 (\$819)	\$5,192 (\$910)	\$6,102

	<u>5 year</u>	<u>7 Year</u>
• Depreciation (410k-50k=360k)/year	\$72k	\$51k
• Interest @ 6%/year	\$12k	\$13k
• Electricity/year	\$2.5k	\$2.5k
• Maintenance/year	\$10k	\$10k
Total Cost/Year	\$96k	\$76k
Total Cost/month	\$8000/mo	\$6375/mo
2000 Head	\$.12/day	\$.09/day

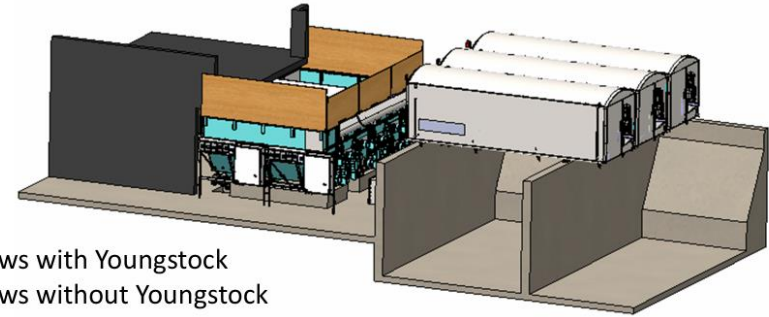
Scalability

- Works for small dairies
- Works for large dairies
- Fits commercial feed centers
- Manageable labor requirements

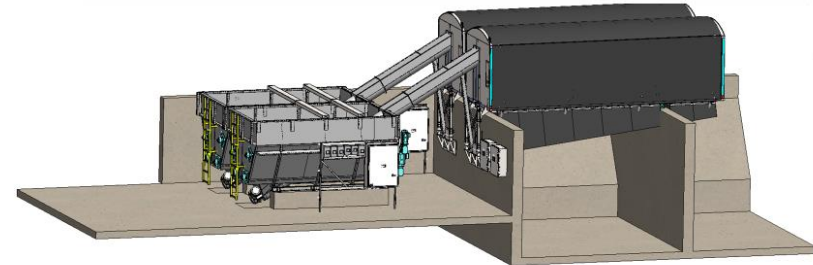
TAKEAWAY

The concept scales well across very different herd sizes.

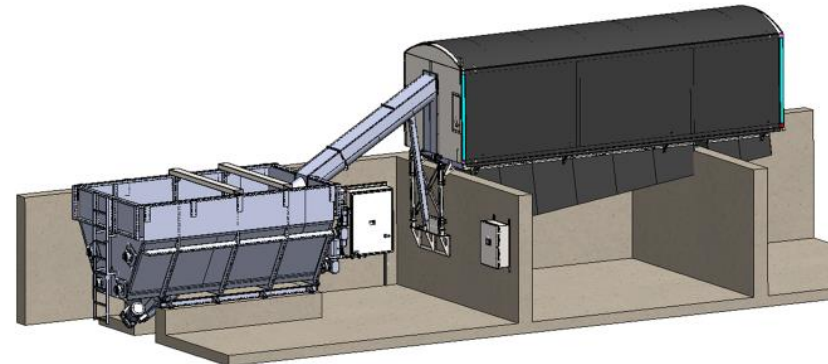
THE FODD



4500 Cows with Youngstock
9000 Cows without Youngstock



3000 Cows With Youngstock
6000 Cows Without Youngstock



1500 Cows With Youngstock
3000 Cows Without Youngstock

Our feed center

- Things we've learned that you can avoid
- Separating silage outside versus inside
- Built a new feed center
- Automated ingredient loading
- Drive-in pit loading



Looking Ahead

Continued reinvestment · The next generation

LOOKING AHEAD

Continued Reinvestment

- Innovation creates opportunity
- Next major investment: a rotary parlor — for labor efficiency, throughput and overall farm efficiency, positioning us for growth
- We can invest with confidence because we've already improved profitability through higher production, lower feed costs and better feed efficiency



The Next Generation

- Nathan, age 29, represents the future of our farm
- Young people often see possibilities before limitations — paired with the experience of prior generations, that gives us confidence
- We don't control milk price or weather — but we can control efficiency
- So we keep striving to be the least-cost producer, with integrity, stewardship and faith



Thank You

Striving to become the least-cost producer — with integrity, stewardship and faith.

Greg Friendshuh

Friendshuh Farms · Glori Enterprises

Questions & discussion welcome