CURRICULUM VITAE

TERRY R. SMITH, Ph.D.

Dairy Strategies, LLC
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EDUCATION

Michigan State University

Ph.D. – Dairy Science/Agricultural Economics – 1980
Emphasis: dairy science, production economics, farm management

University of Maine

M.S. – Animal Science – 1977
Emphasis: dairy manure management, animal nutrition, computer science, economics

Cornell University

B.S. – Animal Science and Agricultural Economics – 1975

EMPLOYMENT BACKGROUND

- **President and CEO**, Dairy Strategies, LLC, - Dairy business and financial management consulting firm working with dairy producers and agribusinesses throughout the US (25 states) and internationally (currently working in 7 countries). US Offices in: WI, MN. International Alliances: Argentina, Costa Rica, New Zealand – 8/97 – present
- **Visiting Professor** (non-salary), Department of Dairy Science, University of Wisconsin-Madison – 8/97 – present
- Sabbatical Leave – AgriBank, FCB, St. Paul, MN (Marketplace Strategies and Services)- Farm Credit Services, 7th District, 1/96-7/96
- **Professor**, Department of Dairy Science, University of Wisconsin-Madison. Served as **Chief Editor** of the National Dairy Database (CD-ROM) and Director, Agricultural Databases for Decision Support (ADDS) Laboratory – 1988 – 1997
- **Director**, University of Wisconsin Center for Dairy Profitability (first director) – 1988-1995 extension, research and administration
- **Associate Professor**, Department of Animal Science – Cornell University, 1984 – 1988 – Extension and Research – Dairy Farm Management, Co-Director, PRO-DAIRY, New York State Dairy Farm Profitability and Productivity Project
- **Assistant Professor and Dairy Extension Specialist**, Department of Dairy Science – The Ohio State Univ., 1980 – 1984, Joint appointment – Department of Agricultural Economics, 1982 – 1984, Teaching, research, and extension – Dairy Farm Management
- **Dairy Farm Manager** – Michigan State University, Dairy Research and Teaching Center, 1979-1980

INTERNATIONAL CONSULTING and DAIRY DEVELOPMENT PROJECTS:
Algeria, Argentina, Australia, Brazil, Bolivia, Canada, Costa Rica, Egypt, Japan, Mexico, Morocco, Netherlands, New Zealand, Nigeria, People's Republic of China, Russia, Tunisia, Turkey, United Arab Emirates

PROFESSIONAL ORGANIZATIONS and AWARDS

- 2002 Governors Export Achievement Award (Dairy Strategies, LLC) – for extraordinary results in international sales and/or contribution to Wisconsin's increased ability to compete in a global market
- 1999 AgSource Friend of the Cooperative Award
- Member, American Dairy Science Association
- Member, Sigma Xi, Scientific Research Society
- Member, Alpha Zeta, Agricultural Honorary Society

PUBLICATION LIST

Refereed Journals:

Vazquez, O.P. and **T.R. Smith**. 2001. Evaluation of Alternative Algorithms Used to Simulate Pasture Intake in Grazing Cows. J. Dairy Sci. 84:860-872.

Vazquez, O.P. and **T.R. Smith**. 2000. Factors Affecting Pasture Intake and Total Dry Matter Intake in Grazing Dairy Cows. J. Dairy Sci. 83:2301-2309.

J.P. Barney and **T.R. Smith.** 1998. US Dairy Industry: How Local Dairy Communities Can Compete in the Global Marketplace. J. Dairy Sci. 81:1762-1768.

Scott, T.A., R.D. Shaver, L. Zepeda, B. Yandell and **T.R. Smith**. 1995. Effects of rumen-inert fat on lactation, reproduction and health of high producing Holstein herds. J. Dairy Sci. 78:11. P. 2435-2451.

Smith, T.R. 1991. Science and Technology Advance: Can Education Keep Pace? Invited paper; J. Dairy Science (presented at ADSA, Logan, UT, 8/91).

Smith, T.R. 1990. Bovine Somatotropin – Implications for Animal Agriculture. Invited Paper: J. Animal Sci.

Smith, T.R. 1989. The Potential Application of Expert Systems in Dairy Extension Education. J. Dairy Science, 72:2760-2766.

Oltenacu, P.A., **T.R. Smith**, and H.M. Kaiser. 1989. Factors Associated with Seasonality of Milk Production in New York State. J. Dairy Science, 72(4):1072-1079.

Lazarus, W.F. and **T.R. Smith**. 1988. Adoption of Computers and Consultant Services by New York Dairy Farmers. J. Dairy Science, 71:1667-1675.

Kaiser, H., P.A. Oltenacu, and **T.R. Smith**. 1988. Milk Production Seasonality in New York State – Producer Response to Seasonal Price Incentives. NE J. Agr. Econ., 17(1):46-55.

Smith, T.R., and G.H. Schmidt. 1987. Relationship of Use of Dairy Herd Improvement Records to Herd Performance Measures. J. Dairy Science 70:2688-2694.

Smith, T.R., D. Braund, R. Lamb, M. McGilliard, and R. Brown. 1987. Report of the American Dairy Science Association Subcommittee on Standard for Publications with Reference to Computer Software. 70:209-210.

Schmidt, G.H., and **T.R. Smith**. 1986. Use of Dairy Herd Improvement Programs by Dairy Farmers. J. Dairy Science. 69:3156-3164.

Peer-Reviewed National Publications:

Milligan, R.A., and **T.R. Smith**. 1988. Preparing for New Technologies. In: "New Dairy Technologies", ES-USDA, NDT-2. 5 pp.

Chase, L.E., and **T.R. Smith**. 1986. Feeding Systems for Free-Stall Barns. Proceedings: Dairy Free Stall Housing Symposium. Harrisburg, PA. 5 pp.

Smith, T.R. 1985. DHI Record Use by Lending Institutions. National Dairy Herd Improvement Handbook. 4 pp.

Smith, T.R., and D.E. Pritchard. 1983. An Overview of Recent Developments in Individual Concentrate Feeding Equipment and Management. In: Proceedings of Second National Dairy Housing Conference. Amer. Soc. Agr. Eng. SP-015.

Books, Book Chapters:

Benson, Geoffrey A., and **T. R. Smith**, "Business Management of Dairy Farms," In: Encyclopedia of Dairy Sciences, H. Roginski, J. W. Fuquay, and P. F. Fox, Eds. Academic Press (forthcoming).

Smith, T.R. 1991. Heading for the 21st Century. Ed. J.B. Herrick. Babson Bros. Inc., Oakbrook, IL.

Published Abstracts from Scientific Meetings:

Harwood, E.D., **T.R. Smith**, B.J. Conlin. 1991. Development and Production of Dairy-LIVE Teleconference Programming. J. Dairy Sci. (presented at ADSA, Logan, UT, 8/91).

Scott, T.A., B. Yandell, L. Zepeda, **T.R. Smith**, and R.D. Shaver. 1991. Development of a New Lactation Curve Model for the Analysis of Field Trial Production Data. J. Dairy Sci. (presented at ADSA, Logan, UT, 8/91)

Vazquez, O., **T.R. Smith** and J. Posner. 1991. A Microcomputer Model for Evaluating Rotational Grazing Systems in Dairy Herds. J. Dairy Sci. (presented at ADSA, Logan, UT, 8/91).

Costello, S., **T.R. Smith** and A.N. Bringe. 1990. Using Decision Analysis for Making Herd Management Decisions from Results Provided by an Enzyme-Linked Immunosorbent Assay Test Specific for Coagulase Positive Staphylococci. J. Dairy Sci. 73: Suppl. 1.

Scott, T.A., **T.R. Smith** and R.D. Shaver. 1990. Comparison of the Prediction and Production Change Detection Capabilities of Modified Lactation Curve Models. J. Dairy Sci. 73: Suppl. 1.

Bishop, J.P., **T.R. Smith**, W.A. Knoblauch. 1989. Economic Comparison of Grouping Strategies Simulated for Free-Stall Housed Holsteins Fed a Total-Mixed Ration. J. Dairy Science 72: Suppl. 1.

Heald, C.W., **T.R. Smith**, J.F. Keown. 1989. Evaluation of Individual DHI Lactation Curves Using a Personal Computer Decision Aid. J. Dairy Science 72:Suppl. 1.

Smith, T.R. 1988. Potential Application of Artificial Intelligence in Dairy Extension Education. (invited paper) J. Dairy Science 71:199 Suppl. 1).

Bishop, J.P., **T.R. Smith**, and A.P. Myers. 1988. Lactational Differences in Variability and Yield for Northeast DHI Holstein Herds Using Various Concentrate Allocation and Grouping Systems. J. Dairy Science 71: 212 (Suppl. 1).

Andrew, G.A., R.A. Milligan, and **T.R. Smith**. 1988. An Economic Analysis of Adopting a Remote Access Dairy Herd Information System on New York Farms. Presented 3/88 Amer. Agri. Econ. Assoc. Annual Meeting.

Williams, C.B., P.A. Oltenacu, C.J. Sniffen, R.A. Milligan, and **T.R. Smith**. 1987. Application of NDF in Modeling Feed Intake, Lactation Response and Body Weight Changes in Dairy Cattle with Different Forage Based Rations. Abstract: J. Dairy Sci. 70:111 (Suppl. 1).

Beck, T.W., J.K. Brinton, and **T.R. Smith**. 1983. The Effect of GnRH Injections Around the First Postpartum Breeding in Dairy Cattle. Abstract: Society for the Study of Reproduction 28:169.

Loudon, T.L., **T.R. Smith**, and J.A. Speicher. 1980. An Overview of Recent Developments in Dairy Manure Handling Systems. Abstract: 75th ADSA Meeting, Blacksburg, VA.

Ferris, T.A., I.L. Mao, and **T.R. Smith**. 1980. An Economic Analysis of Breeding Dairy Heifers to AI Sires. Abstract: 75th ADSA Meeting, Blacksburg, VA.

Musgrave, S.D., J.I. Young, and **T.R. Smith**. 1976. An Interdisciplinary Approach to Multi-Major Classes. Abstract: J. Animal Sci. 43:342.

Research and Extension Publications, Published Proceedings from Conferences and Seminars:

Smith, T.R. and Christenson, A.K. 1999. Financial Benchmarks for the Profitable Heifer Grower Operation, Professional Dairy Heifer Growers Association Annual Meeting.

Smith, T.R. 1995. Dairy Repacement Economics. University of Wisconsin-Madison, College of Agricultural and Life Sciences, Madison WI.

Smith, T.R. 1995. Strategies for Profitable Dairying in the 21st Century. University of Wisconsin Center for Dairy Profitability, UW-Madison. Presented at: Veterinary Associates Client Seminar, 1/5/95, Hazel Green, WI.

Barton, R., **T.R. Smith**, and R. Cropp. 1994. Information Delivery and Dairy Farm Management Consulting on Wisconsin Farms. University of Wisconsin Center for Dairy Profitability and Center for Cooperatives.

Barton, R., **T.R. Smith**, and R. Cropp. 1994. Consulting Service Use by Wisconsin Dairy Producers. University of Wisconsin Center for Dairy Profitability and Center for Cooperatives.

Smith, T.R. 1994. Managing Change and Your Competitive Position in a Dairy Industry in Transition. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: Michigan Dairy Management Conference 3/1-2/94.

Smith, T.R. and L.P. Johnson. Dairy Farm Business Performance Benchmarks. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for Wisconsin Agriculturalist Magazine Insert.

Smith, T.R. 1994. Considerations for Intensive Dairy Farm Management Systems in Mexico. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: Aguascalientes 1994 Dairy Show. Aguascalientes, Mexico.

Smith, T.R. Profitability in Wisconsin Dairying. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: Forage Council.

Smith, T.R. 1993. Strategies for Improving Dairy Profitability in Wisconsin. University of Wisconsin Center for Dairy Profitability, UW-Madison. Presented to: Assembly Committee on Agriculture, Forestry and Rural Affairs: Hearing on: AB625, AB762, AB586. 10/4/93.

Smith, T.R. 1993. The Upper Midwest Dairy Industry in Transition. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: Advanced Dairy Nutrition Seminar for Feed Professionals, August 19, 1993. Wisconsin Dells, WI.

Smith, T.R. 1992. Profitable and Sustainable Dairy Production and Management Systems – Challenges and Opportunities Facing the Dairy Industry. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: OARDC Dairy Science Symposium. June 19-20, 1992, Wooster, OH.

Smith, T.R. 1992. Dairy Feeding Systems: Costs and Returns. What Should You Consider? University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: Four State Conference, December, 1992.

Smith, T.R. 1991. Upper Midwest Dairying – Going or Growing? The Future for Midwest Dairy Producers. University of Wisconsin Center for Dairy Profitability, UW-Madison. Prepared for: NVATA Workshop, July 30-31, 1991, Shoreview, MN.

Smith, T.R. 1991. Economic Challenges Facing the Wisconsin Dairy Industry. University of Wisconsin Center for Dairy Profitability, UW-Madison. Presented at: "Advanced Nutrition Seminar for Feed Professionals:, Co-Sponsored by: UW-Extension and Wisconsin Feed, Seed and Farm Supply Association. August, 28, 1991. Arlington Experimental Farms. Arlington, WI.

Smith, T.R. 1991. Are You Raising Heifers for FUN or PROFIT? Strategies for Evaluating the Profitability of the Dairy Replacement Enterprise. University of Wisconsin-Madison, College of Agricultural and Life Sciences, Madison WI. Presented at the: Heifer Management Symposium, Dept of Animal Science, Cornell University, September 4-5, 1991. Ithaca, NY.

Smith, T.R. Dairying in the Upper Midwest – Positioning Your Business for a Profitable Future. University of Wisconsin Center for Dairy Profitability, UW-Madison.

Smith, T.R. Profitable and Sustainable Dairy Production and Management Systems: Challenges and Opportunities Facing the Dairy Industry. University of Wisconsin Center for Dairy Profitability, UW-Madison.

Smith, T.R. and Pritchard, D. An Overview of Recent Developments in Individual Concentrate Feeding Equipment and Management. The Ohio State University, Columbus, OH.

Smith, T.R. 1991. The Changing Dairy Scene in Wisconsin – A Continuing Evolution Not a Revolution. In proc: Wisconsin Dairy Field Representatives Annual Conference. 14 pp.

Smith, T.R. 1991. Dairying the Next Ten Years in the Upper Midwest – A Continuing Evolution Not a Revolution. In proc: Planning, Managing and Operating Your Expanded Dairy Operation. Univ. of MN and Univ. of WI. 15 pp.

Smith, T.R. 1991. Challenges and Opportunities for Improving Dairy Profitability – Is There Money in your Dairy Future? In proc: COBA/Select Sires Dairy Management Seminars 1991 Ohio District Meetings. 16 pp.

Smith, T.R. 1991. Challenges and Opportunites for Improving Dairy Profitability. In proc: "Making it Count – Dollars and Sense of Mastitis Control" UW-Madison School of Vet. Med. And UW-Extension Outreach Conferences. 16 pp.

Smith, T.R. 1990. Human Resource Management: Making the Decisions on How to Allocate Time Between Labor and Management Duties. Dept of Dairy Science, UW-Madison. 12 pp.

Smith, T.R., A.N. Bringe and S.S. Costello. 1990. Using the ProStaph Test in Makig Herd Management Decisions. Dept. Dairy Science, UW-Madison/WDHIC, 15 pp.

Smith, T.R. 1990. BST, Biotechnology and the Business of Dairy Farming. In proc: 39th Annual North Carolina State University Dairy Conference. 5 pp.

Smith, T.R. 1990. Strategies for Staying Competitive in the Dairy Business. In proc: 39th Annual North Carolina State University Dairy Conference. 9 pp.

Smith, T.R. 1990. Dairy Replacement Economics. In proc: "A Dairyman's Work: Making it Count" UW-Madison School of Vet. Med. And UW-Extension Outreach Conferences. 6 pp.

Smith, T.R. 1989. Opportunities for Improving the Performance of the Dairy Farm Business. In proc: Veterinary Nutrition Conference, UW-Madison.

Smith, T.R. 1989. Productivity, Efficiency and Profitability – Measuring Business Performance. Dairy Profit Reprot. Dept of Dairy Science, UW-Madison. May.

Smith, T.R. 1988. Dairy Herd Improvement (DHI) Programs Offer Opportunities for Providing Dairy Herd Performance Analysis Services. Proceedings 29th Annual New England Dairy Feed Conference Meeting.

Smith, T.R., and W.G. Merrill. 1988. Using the Somatic Cell Evaluation Reports to Evaluate and Monitor Mastitis Control. Animal Sci. Mimeo 107. 25 pp.

Smith, T.R. 1988. Using the Dairy Herd Profile to Evaluate and Monitor Herd Performance. Animal Sci. Mimeo 108. 66 pp.

Smith, T.R., L.H. Wadell, and F.J. Gomez. 1988. New Developments in Dairy Management Information Systems. Animal Sci. Mimeo 104.

Smith, T.R. 1988. Analyzing Herd Performance Using the Dairy Herd Profile. Animal Sci. Mimeo 104.

Hlubik, J.G., and **T.R. Smith**. 1988. Pasture Economics. Proceedings Northeast Pasture Management Conference. 13 pp.

Smith, T.R. 1988. Remote Access to Dairy Herd Management Information in the U.S. Hoards Dairyman 133 (5): 217.

Smith, T.R. RMS Express. Dairy Magazine 44(5):52-53.

Smith, T.R., and A.T. Myers. 1987. Milk Component (fat and protein%) Lactation Curves by Season, Parity and Herd Average Milk. Animal Sci. Mimeo.

Smith, T.R. 1987. Monitoring and Controlling the Performance of Your Dairy Farm Business. Pennsylvania State Dairy Conference. November 16-17, State College, PA.

Schmidt, G.H., and **T.R. Smith**. 1987. How Ohio Dairy Farmers Use DHI Records. Hoards Dairyman. 132(19):893.

Smith, T.R. 1987. Remote Access to Dairy Herd Improvement Information in the United States. Proceedings of National Invitational Workshop on Microcomputer Use in Dairy Management. Dallas, TX.

Smith, T.R., R.A. Milligan, W.S. Reid, and T.R. Maloney. 1987. Cornell Dairy Farm Audit Program (Teaching Materials). Animal Sci. Mimeo 100.

Smith, T.R., R.A. Milligan, W.S. Reid, and T.R. Maloney. 1987. Cornell Dairy Farm Audit Management Calendar. Animal Sci. Mimeo 101.

Smith, T.R. 1987. Matching Farm Needs and Crop Production. Animal Sci. Mimeo 102:138-141.

Smith, T.R. 1987. New York and Northeast Dairy Herd Improvement (DHI) Program Summary, 1986. Animal Sci. Mimeo 99.

Smith, T.R. 1987. New Electronic Technologies and Their Importance to Improving Information Management on the Dairy Farm. Animal Sci. Mimeo 95.
Smith, T.R. 1987. Dairy Replacement Economics. Animal Sci. Mimeo 95.

Smith, T.R. 1986. Using the Dairy Herd Profile to Monitor and Evaluate Herd Performance. Animal Sci. Mimeo.

Smith, T.R. 1986. New York and Northeast DHI Summary – Herd Year Ending December 31, 1985. Farm Flashes. 17(1): 2-22.

Smith, T.R. 1986. The Application of Computer-Controlled Feeding Systems. Cornell Dairy Days. 6 pp.

Smith, T.R. 1986. Dairy Herd Profile Summary and Analysis. Cornell Winter Dairy Management Schools. 15 pp.

Smith, T.R. 1986. Dairy Herd Profile Summary and Analysis. Cornell Winter Dairy Management Schools. 15 pp.

Smith, T.R. and N.R. Scott. 1986. The Electronic Revolution on the Dairy Farm. New York's Food and Life Sciences Quart. 16(2): 9.

Lazarus, W.F., W.A. Knoblauch, and **T.R. Smith**. 1986. Managing Information on the Dairy Farm. New York's Food and Life Sciences Quart. 16(2): 12.

Smith, T.R. 1985. Information Management – A Cost or A Return? Animal Science Mimeo No. 82. 5 pp.

Smith, T.R. 1985. Dairy Database Management Systems. Animal Science Mimeo No. 84. 10 pp.

Smith, T.R. 1985. New York and Northeast DHI Summary Data. Farm Flashes. 16(1):1-25.

Smith, T.R. 1985. The Potential Rose of Computer Technology on the Dairy Farm. What To Consider? Animal Science Mimeo No. 84. 7 pp.

Smith, T.R. 1985. Feeding Strategies Using Computer-Controlled Feeding Systems. Cornell Nutrition Conf. 8 pp.

Smith, T.R. 1985. The Computer's Role in Production Management. Proceedings: Dairy Congresses, Alexandria & Waterloo, NY. 9 pp.

Pritchard, D.E., and **T.R. Smith**. 1984. Ohio Dairymen Like Their Computerized Feeders. Hoard's Dairyman. 129(17):1017.

Smith, T.R. 1984. Feeding Automation – Today and Tomorrow. In: Proceedings Cornell Dairy Days. Animal Science Mimeo 91:4-8.

Smith, T.R. 1983. Economics of Forage Harvest and Storage Systems. In: Proceedings of Minnesota Forage and Grasslands Council.

Smith, T.R. 1983. Dairy Feeding Management Strategies. In: Proceedings of Ohio Veterinary Medical Assoc. 99th Annual Symposium.

Smith, T.R. 1983. Computerized Dairy Herd Management Programs. In: Proceedings of Ohio Veterinary Medical Assoc. 99th Annual Symposium.

Smith, T.R. 1983. Where Does a Computer Fit: What Role Can it Play on the Dairy Farm. In: Proceedings of "Computers and the Dairy Farm Family" Conference, Oh8io State University.

Smith, T.R. 1982. Does Deworming Pay? Dairy Herd Management. 19(5):34.

Smith, T.R. Increase Your Margin – Get Better not Bigger. In: Proceedings Michigan and Indiana Dairy Breeding Seminar – Michigan Animal Breeders Cooperative.

Smith, T.R. 1981. Computer in Dairy Herd Management. New York State Harvestore Owners Meeting. Ontario, Canada.

Smith, T.R. 1981. Computer Assisted Dairy Farm Management. Ohio Dairy Day Report. Ohio Agr. Res. Dev. Center.

Speicher, J.A., A.E. Shapley, **T.R. Smith** and G. Baumgardner. 1980. Pesonnel Management on the Farm. Michigan State University, Department of Dairy Science Mimeo.

Smith, T.R. and J.A. Speicher. 1980. Cow Leasing Arrangements Can Vary Greatly. Hoard's Dairyman 125(3): 180.

Theses:

Smith, T.R. 1980. A Statistical Model for Characterizing Price Variability with Application to Ddairy Investment Analysis. Unpublished Ph.D. dissertation. Department of Dairy Science, Michigan State University.

Smith, T.R. 1977. A Quantitative Characterization of the Components of Mechanically Dewatered Dairy Cattle Effluent from a Liquid Manure System. Unpublished M.S. Thesis. Department of Animal and Veterinary Science, University of Maine.

Microcomputer Software Applications and Related Publications:

Conlin, B.J., Linn, J. and **T.R. Smith.** 1991. DairyBest – Dairy Budget Evaluator. University of MN and University of WI Center for Dairy Profitability – Dairy-LIVE Satellite Program Series.

Smith, T.R. and S. Abshere. 1989. HayMarket: Wisconsin Forage Marketing Database Management System (Software and User's Guide – in use in every Wisconsin County Extension Office.)

Smith, T.R. 1987. Matching Animal Feed Needs and Crop Productivity Decision Aid Template. Animal Sci. Mimeo 102.

Smith, T.R., and N.K. Thomsen. 1987. Microcomputer Dairy Herd Health and Management Database Application with Interface to the Remote Management System (RMS).

Smith, T.R., W.S. Reid, and J. Bishop. 1987. Analyzing Crop and Soil Productivity using New York Soils Database – Lotus 1-2-3 tm template.

Smith, T.R., and J. Bishop. 1987. Lactation Curve Analysis Template using RAMS and Lotus 1-2-3 tm.

Smith, T.R., and J. Bishop. 1987. Herd Summary Analysis Template Using RAMS and Lotus 1-2-3 tm.

Smith, T.R., N.K. Thomsen, and J. Bishop. 1987. Importing Data Remote Managemenbt System (RMS) into Microcomputer Application Software for Subsequent Processing and Analysis. Animal Sci. Mimeo 102.

Smith, T.R. 1985. Remote Management System (RMS) – Quick Reference Guide.

Smith, T.R., D.E. Pritchard, H.R. Conrad, J.R. Staubus, and N.K. Thomsen. 1984. Ohio Dairy Ration Evaluation and Formulation Software (mainframe interactive version and microcomputer version).

Videotape and Satellite Programming:

Smith, T.R., B.J. Conlin. 1991. Profitable Pursuits – Dairy-LIVE. Unversity of Wisconsin Center for Dairy Profitability and University of MN Extension Services. Interactive video/satellite teleconference series.

Magazine Articles (Numerous Others Since 1998 – List not kept current):

Smith, T.R. 1998. The Bottom Line: Evaluating Business Performance. Midwest Dairy Business. May/June 1998.

Smith, T.R. 1998. Developing a Business Plan. Midwest Dairy Business. Sep/Oct 1998 issue.