



Newsletter

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Vision2000: progress report since September

The implementation of *Vision2000* throughout Canada was a great achievement although we have encountered many challenges. First, please bear in mind that ***all data on the 7,250 herds registered for milk recording in Quebec has been converted and inserted in the new data base containing details of every herd registered for milk recording in Canada.*** We invite you to check, step by step, the different points affecting you, directly or indirectly.

Computer processing and report printing

In September and October 1999, great efforts were made to reduce the time necessary for computer processing and report printing. *Vision2000* requires more validation and verification than the previous system. On the other hand, the entire system is therefore more reliable. Since mid-November, with *Vision2000*, the period between reception of samples at the laboratory and the return of reports is about four calendar days, which is almost back to normal. Another item of good news is that, during year 2000, we expect that a client using a PC will be able to receive his reports on the farm the same day the samples arrive at the laboratory. This means that, in the coming year, more than ever, PATLQ and you will enjoy even more benefits from the ***age of Infoprofitability.***

Production forecasting

Today, we are well aware of the irregularities in forecasting at the beginning of lactation. We assure you that every action is being taken to solve this problem with Dr. Larry Schaeffer of

Guelph University who created this new calculation methodology. We also want to reassure you that the irregularities will be corrected since, in each test, this new method reviews every observation for the same lactation.

Invoicing of services

By the end of February 2000 or in early March, we expect to be able to again combine the invoice for PATLQ services and the management reports in a single mailing. The inconvenience of the past should not occur again.

Data exchange with the Canadian Dairy Network

Since December 15, 1999, we have been sending the Canadian Dairy Network the information on production and some further criteria from *Vision2000* on a weekly basis. This new practice enables artificial insemination centres

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and breeding associations to receive information on a regular basis. In a way, *Vision2000* is a new production analysis tool but also an important instrument in the exchange of production data between partners and the Canadian Dairy Network.

This is the main information about implementation of *Vision2000* in Quebec. It should be borne in mind that, since the beginning of January 2000, the data on the Ontario herds registered for milk recording are also being

processed through *Vision2000*. This national data base, handled from the head office of PATLQ in Sainte-Anne-de-Bellevue, is now consolidating data on more than 15,000 Canadian dairy herds.

We wish to thank you once again for your confidence and support.

Bertrand Farmer
General Manager

PATLQ *PROM-S* campaign: Congratulations to the winners of our five young heifers

On Tuesday, January 11, 2000, at the *Salon de l'Agriculteur*, representatives of PATLQ and CIAQ (major sponsor of this campaign) proceeded with the long-awaited draw for the five young heifers in the *PROM-S Campaign*. Most of the five young heifers were born at the beginning of November 1999. They are genetically superior, the result of advanced technology (embryo transfer and sexing). Here are our lucky winners:

- Daniel Fugère, from Saint-Dominique, won the young heifer LABGEN JAMES SATURNE bred from a cross between Shoremar James and Andfar Inspiration Success EX-92 USA;
- Raoul and Céline Bonneau, from Saint-Prime, won the young heifer LABGEN MASON JAVA bred from a cross between Shoremar Mason and Caernarvon Mark Jem – ET VG-87;
- Jean-Louis Garneau of the Gargouille farm, Saint-Fortunat, won the young heifer MASKITA RUBENS MINDY bred from a cross between STBVQ Rubens and Maskitaa Jubilant Trina EX;
- Marco Payette, from Crabtree, won the young heifer LABGEN MASON JOYCE bred from a cross between Shoremar Mason and Caernarvon Mark Jem – ET VG-87;
- F. & D. Audet of the Frandor farm, Honfleur, won the young heifer MASKITA RUBENS MAUDE bred from a cross between STBVQ Rubens and Maskitaa Jubilant Trina EX.



Ms. Claire Bisson from CIAQ is making the draw for one of the heifers at the "Salon de l'Agriculteur".

You will recall that a winner has been drawn in each PATLQ region and that the promotion ran from November 1, 1998 to December 15, 1999. Whenever a dairy producer used the PATLQ *PROM-S* program to follow-up his replacement stock, he received an entry coupon. Furthermore, everyone joining the Operation Identification program and who signed a Participating Herd agreement during the campaign, increased his chances to win by receiving additional coupons.

In fact, there has been major participation by our clients. We congratulate the winners and, in a way, every producer using *PROM-S*. They, too, are winners by obtaining optimal development of their replacement stock through the year.

Jocelyne Bouchard
Marketing Coordinator

Milk production is worthwhile. But at what cost?

Annie Lecours and Luc Boisvert of the *Flèche d'Or* farm in Princeville have been dairy producers for ten years. This young couple had great ambitions when they first went into agriculture. They had three priorities:

- to obtain a high average milk production per cow;
- to develop a genetically competitive herd;
- to take their place in the livestock export market.

The herd currently consists of thirty-five cows that produce, on average, 8,730 kilograms of milk annually with a BCA moving average of 194-204-206. The owners have two cows classified as Excellent, 17 Very Good and 12 Good Plus.

The prime objectives of the farm have already been reached but the production cost per hectoliter of milk has been quite high. For some years, PATLQ advisors drew the attention of Mrs. Lecours and Mr. Boisvert to the high feeding cost in producing their milk.

With milk urea analysis, the owners were able to understand the situation. Last year, their herd reached urea levels of 20 mg and even 22 mg N/dl of milk. These results were very revealing:

- some cows had no heat;
- others needed to be bred three or four times before gestation could occur;
- in many cows, the condition of their hooves was deteriorating.

On the advice of Daniel Baillargeon, the PATLQ advisor in their region, the owners balanced the ration to improve the cows' conditions and avoid protein surplus.

The quantities of grains fed, especially those with protein supplement, were reduced and replaced with higher consumption of quality forage produced on the farm. The health of the herd gradually improved without adversely affecting the cows' production. Today, the urea in the herd's milk is about 12 mg N/dl, the ideal range being between 10 and 16. Mrs. Lecours and Mr. Boisvert look forward eagerly to receiving their dairy herd analysis reports; first checking the urea ratio in the milk showing the condition of the cows' rumen.

Below are the results of the *Flèche d'Or* farm, in the last two years:

| | 1998 | 1999 | Difference |
|--------------------------------------|------------|------------|------------|
| Annual milk production (kg) | 8,918 | 8,730 | - 188 |
| Fat production (% and kg) | 3.90 (347) | 4.04 (353) | + 6 |
| Protein production (% and kg) | 3.37 (301) | 3.41 (298) | - 3 |
| Forage milk (kg) | 1,116 | 1,509 | + 393 |
| Quantity of energy concentrate (kg) | 2,960 | 2,735 | - 225 |
| Quantity of protein concentrate (kg) | 710 | 372 | - 338 |
| Quantity of mineral concentrate (kg) | 30 | 77 | + 47 |
| Feeding cost (\$/hl) | 16.66 | 12.78 | - 3.88 |

The net decrease in feeding expenditure was \$315 per cow. The estimated saving in feeding the herd is more than \$12,000 for the year, to which lower drug and veterinarian charges must be added. What could be better?

These substantial savings have enabled Mrs. Lecours and Mr. Boisvert to invest:

- in their cows' comfort by installing mats last year;
- more in genetics.

Next summer, they plan to build a cold barn to raise their heifers. The owners still wish to increase production per cow, but this won't be achieved at the expense of profitability or the herd's health.

Raymond Castonguay,
Development Officer



Flèche d'Or at Princeville : 300 acres cultivated and a 100 head Holstein herd.

Preauthorized payment: a great time saver

PATLQ is now offering all clients the possibility of paying by preauthorized withdrawal to settle their service invoices. This new service has been available since May 1998, and to date, more than 950 clients have opted for this easy and practical method of payment.

If you have been hesitating to make use of this service or were unaware of it, we are now offering you the chance to sign up and benefit from the following advantages:

- no stamps;
- no cheques;
- no interest charges.

If you are interested in this method of payment, please cut out the reply coupon below and send it to us with your next payment.



Yes, I am interested in paying by preauthorized withdrawal.

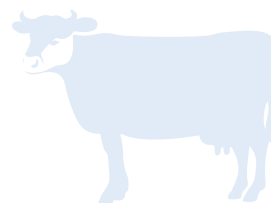
Name:

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Client number:

Telephone:

For more information, please contact your PATLQ representative or call **1 800 BON LAIT**.



Newsletter

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