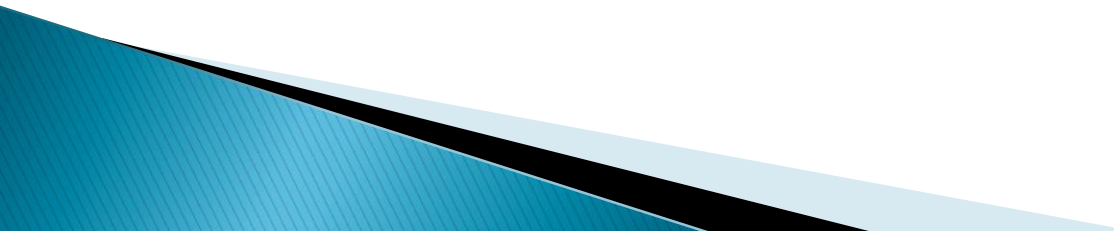


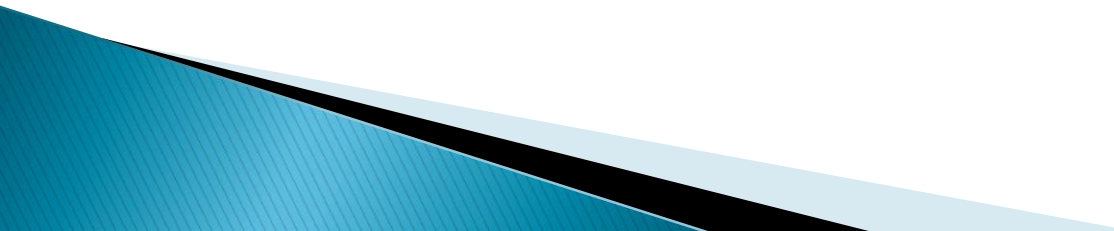
Navigating Our Herd

Elmwold Farms

Working Realities

- ▶ We are in a restricted supply management system
 - ▶ Fill quota with less cows
 - ▶ Utilizing 65–75% of genetic potential
 - ▶ \$425 per cow per year of maintenance feed
 - ▶ Learn how to manage top 10%
 - ▶ Feed costs will continue to rise
- 

Focus

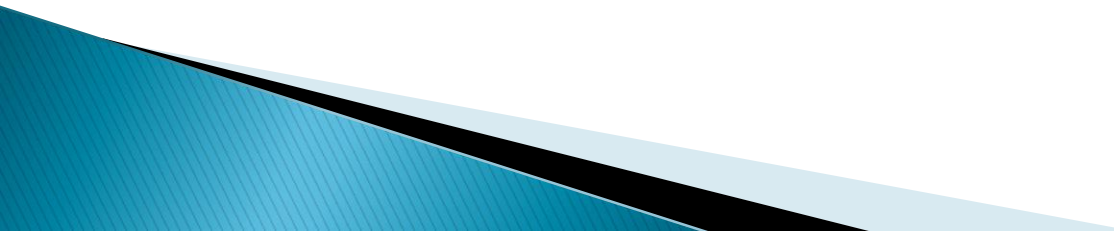
- ▶ Improve calf management
 - ▶ Improve transition cow management
 - ▶ Maintain or improve reproduction performance
- 

Herd Navigator

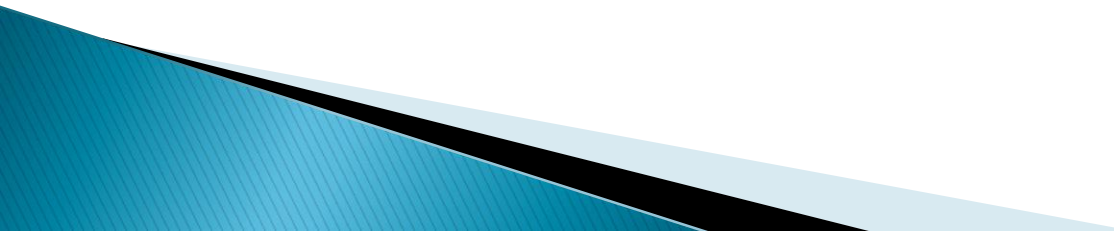
- ▶ Does more than heat detection
- ▶ Heard about cow side testing at PDO conference 3 years ago

Herd Navigator For Us

Urea

- ▶ Set up into four groups with daily information
 - ▶ Allows for protein adjustments during feed changes
 - ▶ 0.1 change in protein saves us 17kg per day
 - ▶ Maximize production, reduce protein costs and help with reproduction
- 

Ketone

- ▶ Treated more cows earlier for ketosis with less retreats
 - ▶ Draws attention to other issues that may be affecting cow like metritis
 - ▶ Decrease in cows culled because of acidosis and DAs
- 

2012

2013

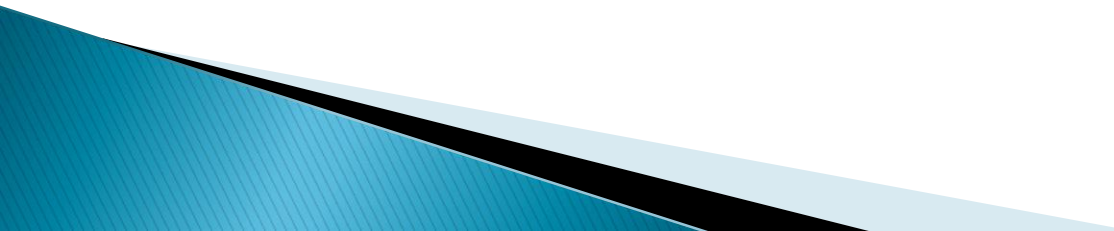
STAGE OF LACTATION PROFILE

Stage (Days)	Cows	Test Day Production M kg	Milk
			kg
1 – 44	33	42.9	
45 – 99	32	45.1	11510
100 – 199	61	38.5	11231
200 – 305	44	32.8	11374
Over 305	17	26.0	12164
Dry	15	–	11692

STAGE OF LACTATION PROFILE

Stage (Days)	Cows	Test Day Production M kg	Milk
			kg
1 – 44	20	41.9	
45 – 99	29	49.7	12569
100 – 199	56	40.8	12017
200 – 305	53	32.6	11591
Over 305	12	28.0	11570
Dry	26	–	11864

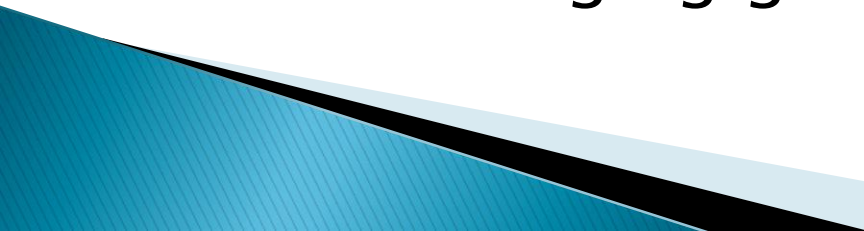
Mastitis

- ▶ SCC under 200 before installing Herd Navigator
 - ▶ 2 out of 3 signs and we treated
 - ▶ Sensitivity is such that we get an alarm with no visible signs
 - ▶ Increase awareness has reduced our SCC to under 175
- 

Progesterone

- ▶ The main attraction
- ▶ Breeding
- ▶ Pregnancy checks at 38 days
- ▶ Anestrus and cystic cows
- ▶ Protocols are to set to start hormone treatments to hit our breeding targets of either 75 or 100 days depending on production

Management Changes After Herd Navigator

- ▶ Moved VWP from 55d to 75d
 - ▶ No longer use ovasynch
 - ▶ Greater incidence of mastitis in early lactation group adjusted head rails and increased amount of sand
 - ▶ MUN levels higher than herd average in early lactation mature, and lower in late first lactation heifers
 - ▶ Greater stress impact on progesterone levels when changing groups
- 

Annual Report Dec. 2012

Management Area	Two Years Ago	Last Year	Current Year
PRODUCTION			
Annual Milk Value (\$/cow)	8048	8274	8731
Annual Milk (kg)	11761	12028	11991
Annual Fat (kg)	442	455	465
Annual Protein (kg)	366	376	362
Average % Cows in Milk	89.8	90.1	90.7
Average SCC ('000)	228	219	219
Average LS	2.7	2.6	2.7
Age at 1st Calving (mm.m)	23.0	22.5	22.0
Calving Interval	13.4	13.0	12.7
Days Dry	52	46	48

MUN (mg/dl)	12.5	10.1	9.7
Breedings/Cow/yr	2.4	2.4	2.4
Avg Days Gestation	277	276	276
Avg Days to 1st Breeding	70	69	89
Avg Days Open	126	114	105
Voluntary Removal Rate (%)	16	12	22
Involuntary Removal Rate (%)	26	23	30
Dairy Sales (%)	7	4	8

The Bottom Line

- ▶ \$54.70/cow/year overhead
- ▶ \$115/cow/year operating costs
- ▶ \$26.05/cow/year repair and maintenance
- ▶ \$17.22/cow/yr. protein
- ▶ \$7.67/cow/yr. reproductive drug costs
- ▶ \$457/cow/yr. increase in milk
- ▶ \$16.62/cow/yr. animal health
- ▶ \$6.51/cow/yr. labour checking for heats
- ▶ \$2.0/cow/yr. labour for needling

Costs: \$195.75

Savings: \$507.02