## ON-FARM SUPPORT

## Helping your dairy save time and money.

Our team of Elite Dairy Advisors serve as a new tool for nutritionists, producers and laborers. Specializing in Herd Analytics, Forage Quality, Cow Comfort, and Talent Development we work with you to troubleshoot problems, set customized goals and help lay a foundation for your dairy to save time and money.



For more information about the Alltech On-Farm Support program, please contact DairyOnFarmSupport@Alltech.com or visit Alltech.com/on-farm-support



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SBIOTAL Levucell 3



We are committed to optimizing animal performance and wellbeing with specific natural microbial product and service solutions. Using sound science, proven results and knowledge from experience, Lallemand Animal Nutrition:

- Develops, manufactures and markets high value yeast and bacteria products including probiotics, silage inoculants and yeast derivatives.
- Offers a higher level of expertise, leadership and industry commitment with long-term and profitable solutions to move our partners Forward.

Lallemand Animal Nutrition Specific for your Success



*LALLEMAND ANIMAL NUTRITION* SPECIFIC FOR YOUR SUCCESS www.lallemandanimalnutrition.com

### Are your trace minerals causing digestive interference?

Switch to IntelliBond® hydroxy trace minerals and improve NDF digestibility by 1.4 to 3.4 points.<sup>1-5</sup>

Unlike sulfate trace minerals, IntelliBond® trace minerals hold together in the rumen, avoiding negative reactions with rumen microbes and antagonists. Without this digestive interference, more beneficial microbes can go to work digesting fiber that's critical to milk production.

<sup>1</sup> Faulkner and Weiss. 2017. J. Dairy Sci. 100:5358-5367. <sup>2</sup> Caldera et al. 2019. J. Anim. Sci. In Press. doi: 10.1093/jas/skz072. <sup>3</sup> Miller et al. 2019. ADSA Abstract.
 <sup>4</sup> Micronutrients trial #2017R19USCZM. <sup>5</sup> Micronutrients trial #2017R120USCZM. IntelliBond<sup>®</sup> is a registered trademark of Micronutrients, a Nutreco company.
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Learn more about avoiding digestive interference at micro.net/species/dairy.



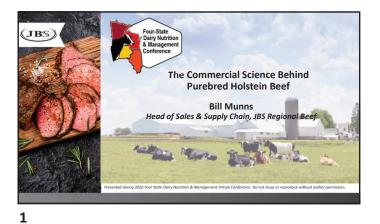


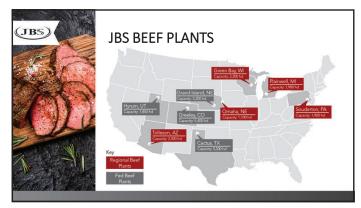


### The Commercial Science Behind Purebred Holstein Beef

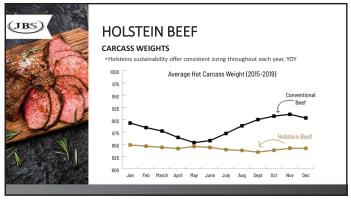
Bill Munns Head of Sales & Supply Chain JBS Regional Beef

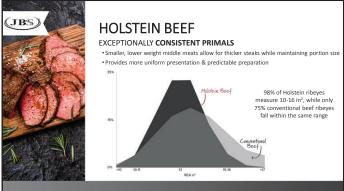


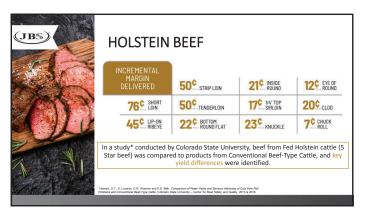


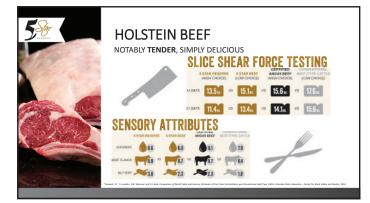














#### HOLSTEIN-BEEF TYPE CROSS

#### CARCASS CHARACTERISTICS

- On the tests we have run so far, results are inconclusive • 25% Black w/Holstein Type Attributes • 25% Black w/BedT Type Attributes • 50% Somewhere in Between • 1.5-2.0% Lower Hot Carcass Yield vs Conventional Beef Type • Lower Quality Grading than Purebred Holstein, on par with Conventional Beef Type Upcoming tests with Penn State
- Limousine/Holstein Cross
   Angus/Holstein Cross
- •SimAngus/Holstein Cross

8



#### CLEAR RIVER FARMS

USDA INSPECTED UNGRADED BEEF • Minimum marbiling requirement SL<sup>®</sup> – equivalent to USDA Select/Higher Leans & R. dtoder specification to exoure premium visual appearance (6 or better on lapanese Color Chart) • No dark cutters, no yellow fat lowed • Minimum carcass weight & ribeye area size to ensure product sizing & consistency – Gool bis & 1.2 m<sup>2</sup> per 100 lbs • Comprehensive offering of Urgraded >30 products • Carcasses not meeting these segacifications are offered as Four Star • Produced in all 5.85 Regional plants





### FOUR STAR BEEF

High lean percentage carcases primarily used in grinding operations
 Hiddle meat offerings include 190 & 190A tenderloins, ribeye rolls, 1x1 strips, 100% lean
 strips, top butts & coulottes
 icn meat offerings include knuckles, insides, flats, eyes & 100% lean SP8

Branded Packaging

10

9



Talk to EZfeed Support Today. 800-453-9400 x6711



TRUSTED BY GENERATIONS

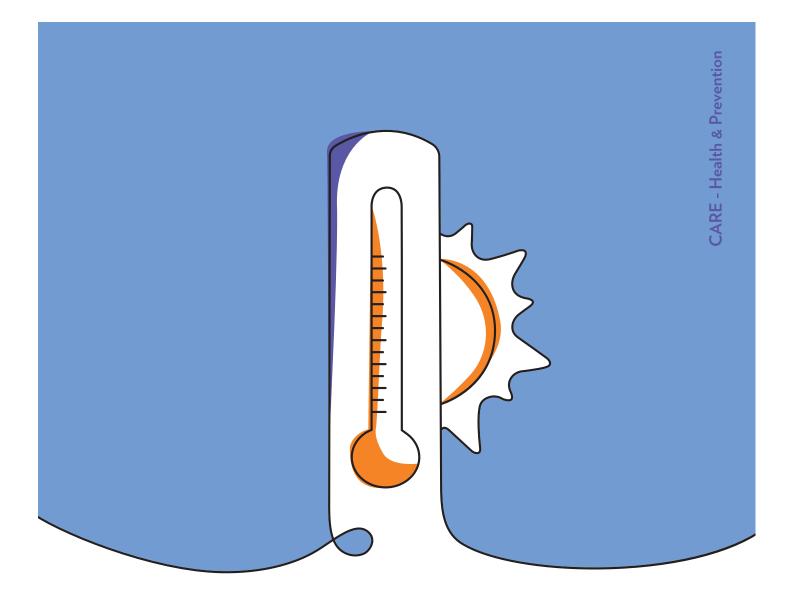
MY FIRST EXPERIENCE IN DAIRY FARMING WAS ON THE DAY I WAS BORN. My dad had to get back home to milk cows before I even got my name. It takes **DETERMINATION**, **COMMITMENT** and **TEAMWORK** to make it in this business. You have to take the good with the bad. But if you **LOVE WHAT YOU DO**, you're going to keep going and **SEE IT THROUGH**. I admire my father and grandfather for showing me that. I want that to be **MY LEGACY**.

- CORY BROWN, Sunburst Dairy, Belleville, Wisconsin

WHAT WILL YOUR LEGACY BE? Tell us your story at TrustedByGenerations.com

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## Is heat stress affecting your herd?

Jefo's specific blends of protected B-Vitamins are designed to help dairy cows cope with stressful situations that affect production.

Move your business forward



Life, made easier.

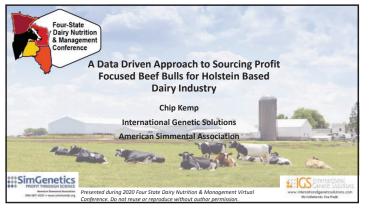
jefo.com



### CA Data Driven Approach to Sourcing Profit Focused Beef Bulls for Holstein Based Dairy Industry

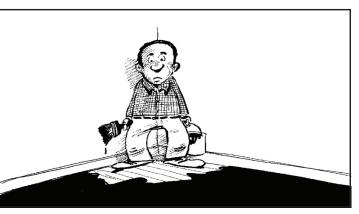
Chip Kemp International Genetic Solutions American Simmental Association





1

### Transforming FRUSTRATION to Leverage!







- Collaboration of numerous associations and industry groups.
- Largest Beef Genetic Evaluation on the planet. (~20,000,000 head)
- Only Mega, Multi-Breed Evaluation in existence.
- Allows for direct comparison of cattle regardless of breed type.
- No Breed bias.
- Most Importantly for this conversation...
  - Allows for genetic awareness of largest population in the beef business... The Crossbred Terminal Beef Calf!



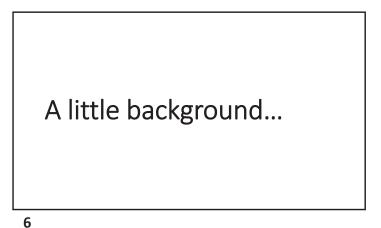
2

#### IGS is a tech company

- Data-driven tools to empower serious producers and the industry
- The key take billions of data points, remove the noise, and make genetic tools to add value.
  - EPDs and Indexes on any breed of cattle
  - EPDs and Indexes on commercial, crossbred cattle
  - IGS Feeder Profit Calculator
- Significant growth in non-IGS seedstock types

• Tremendous growth in commercial clients



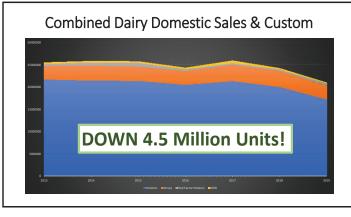


### A simple look at semen sales numbers...

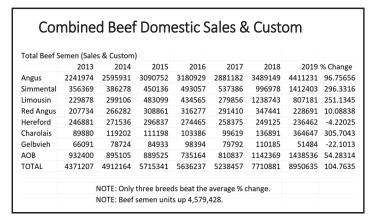
Excluding import numbers which are small and export numbers that don't directly impact US beef market.

#### Combined Dairy Domestic Sales & Custom

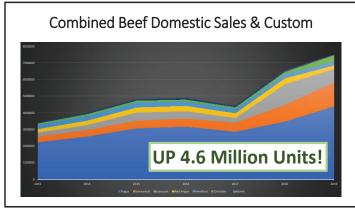
	2013	2014	2015	2016	2017	2018	2019	% Change
Holstein	21645443	21421445	21346838	20474167	21287608	19976218	17162554	-20.710
Jersey	3048823	3333879	3243907	3072640	3703766	3630467	3074001	0.82582
Red Factor	416175	703441	782435	390038	343857	314176	500270	20.2066
AOB	401464	392582	391764	390462	609260	306804	262544	-34.603
TOTAL	25511905	25851347	25764944	24327307	25944491	24227665	20999369	-17.68
			NOTE: Dair	y industry o	lown 4,512	,536 unit of	semen.	

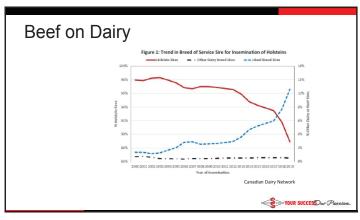


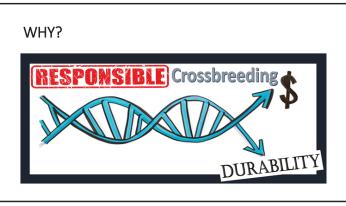
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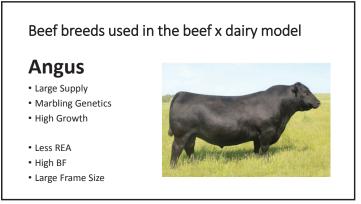




#### All the while...

- Despite struggles dairy cow numbers are growing (albeit slightly).
- USDA numbers show steady year over year increase. 9 million.
- 50% or more of beef semen presently goes into dairies.
- No clear increase in beef semen usage in beef business.
- ~ 3 units of semen/dairy cow/pregnancy.

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#### 15

#### Beef breeds used in the beef x dairy model

#### Charolais

- High REA
- High Growth
- High Retail Yield
- Less Marbling
- Large Frame Size
- Calf Color is Limiting

16



Beef breeds used in the beef x dairy model

#### Limousin & LimFlex

- High REA
- High CutabilityModerate Growth/Size
- Nioderate Growth/Size
- Lower Marbling
- Lower Growth
- Particularly Popular for Jersey



#### Beef breeds used in the beef x dairy model

Simmental & SimAngus

- High REA & Cutability
- Moderate Size & Mod/High Growth
- More Marbling than LM or CH

• Have to avoid excessive white mark





#### Semen purchase What are the producer's expectations

· Get them bred

- Fairly priced relative to the ROI
- · Convenient, consistent, reliable quality and service
- Add more profit to the bottom line of the enterprise
- Outperform semen company competitors

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#### Reality - we've set the bar way too low.

Most have grown We can do more! to accept: Dollars, convenience, and fertility are crucial. Cheap BUT, shouldn't that be a given??

- You are buying semen to breed a cow after all.
- Easy Fertility
- Where is the value add?

20

#### Adding a Profit Center to Dairy Business

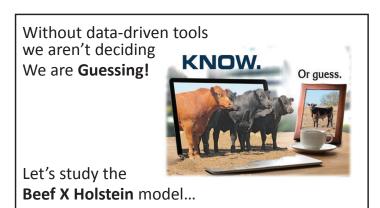
- The BeefXDairy calf has become relatively commonplace.
- Too frequently, the beef sire has been a **byproduct** of other enterprises.
- This has resulted in some added value...
- However, also wide variability in the true profit potential of BD calf.
- Thus, buyers are still skeptical. This restrains their spend.
- Data is needed to provide decision support to ensure most profit focused BeefxDairy cross that is available.
- Need ongoing data feedback to refine and improve the model.

#### Precision Agriculture – or lack there of

- Beef on Dairy = "Vague on Vague"
- There is a distinct difference in the "beef" between Holstein & Jersey.
- First, we need to determine what is necessary to fit your cow base.
- Secondly, we have to be honest about what best complements.
- Excessive carcass length is a significant concern in Holsteins.
- Jerseys have greater marbling capacity than Holsteins.
- Calving ease, muscle conformation, dressing percent are problems in both.
- Two different approaches.
- The bulls appropriate in one may not be ideal for the other.

22

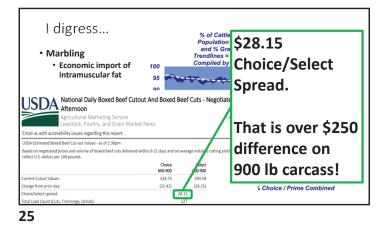
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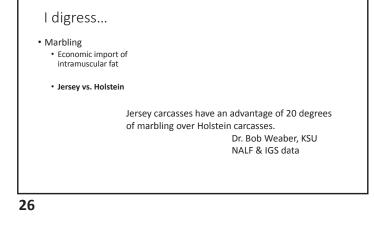


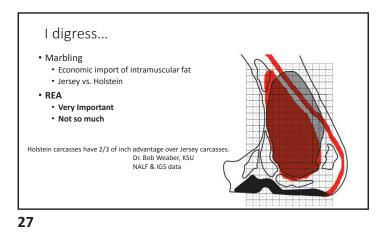
#### Step 1

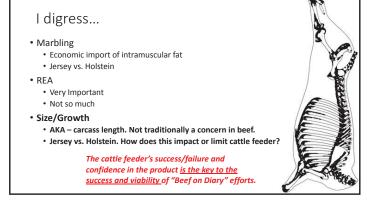
- Late 2017/Early 2018
- · IGS was asked to assist a group trying to solve the dilemma of identifying the appropriate Beef sire for Holstein operations.
- Group included:
  - Major packer (who provided carcass metrics) · Feedlots heavily vested in dairy cattle
  - Dairy Operators
  - Seedstock Producer
  - Various association group personnel

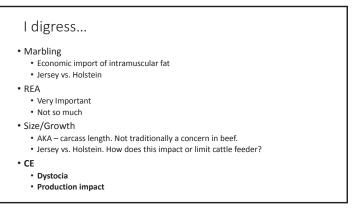
• Agreement that most important phenotypes were: MB, REA, Size/Growth, CE.













#### Step 1

- Late 2017/Early 2018
- IGS was asked to assist a group trying to solve the dilemma of identifying the appropriate Beef sire for Holstein operations.
- Group included:
  - · Major packer (who provided carcass metrics)
- · Feedlots heavily vested in dairy cattle
- Dairy Operators Seedstock Producer
- Various association group personnel
- Agreement that most important phenotypes were: MB, REA, Size/Growth, CE.
- · Queried the entire IGS database to provide a view of what breed types fit.

#### And the answer was clear...

31

#### Step 2

#### • May 2018

- Massive change to the beef landscape.
- IGS Multi-Breed Genetic Evaluation powered by BOLT
- Allowed for better incorporation of genomic knowledge through single-step.
- Maintain (and enhanced) the multi-breed component of IGS.
- Revisited the Beef on Dairy question.
- Same Answer was delivered...



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#### The Answer

- Searched IGS database (and the second largest beef database) for sires in:
   Top 25% REA, MARB, CE, Mid level YW & CW
- Results:
- 3.125% were straight British
- 6.25% were straight Continental
- 90.6% were Composite bulls that were a mix of British & Continental
- Of the list of Composite Bulls 89.7% were SimAngus.
- So roughly 80% of all bulls that populated were SimAngus.

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Trait	Simmental Rank vs Major Continental Breeds	Angus/Red Angus Rank vs Major British Breeds
Marbling Score	First	Second
Carcass Weight	First	First
Lbs of Retail Product	Second	First
Weight Gain/Feed Efficiency	First	Second
Weaning Weight	Second	First
Post Weaning Gain	Second	Second
Shear Force	First	First
	Across-br	eed EPD Table, GPE Report 22, MARC, USDA

34

#### So where is the BEEF – with Holstein?

- Clearly Continental based cattle are seen as the growth opportunity in the beef on Holstein sector.
- The data is clear that no singular breed type ideally fills this void.
- The data is also clear that composites are most appropriate.
- On the composite front, SimAngus are the largest group that genetically complement Holstein terminal genetics. But, definitely not the only group.

But...

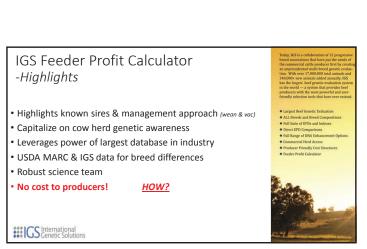
Limitations exist to a threshold approach. We need something more sophisticated.

36

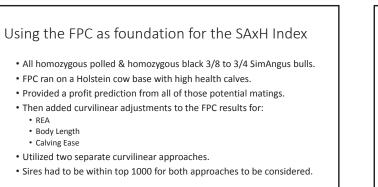
#### Indexing is the way to go!

Beef on Holstein Index Starting with largest population – SimAngus.

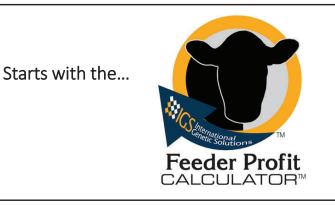
37



39







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#### The How...

- The SimAngus x Holstein (SAxH) index uses the IGS Feeder Profit Calculator<sup>™</sup>, the industry leader in feeder cattle evaluation, as the foundation for this effort.
- The results from the FPC are then adjusted for the unique economic situations relevant to Holstein cattle, namely, the need for added calving ease, muscle conformation, grading ability and sensitivity to carcass length.

40



#### HOLSim Objectives...

- To provide additional revenue to dairy producers through the production of value-added terminal calves.
- To offer new marketing avenues for progressive beef seedstock operations.
- To offer a consistent supply of high-quality calves better situated to capture market premiums.

#### AND MORE INDEXING WORK TO COME!

#### Interesting side note ...

- Bulls that populate on the HOLSim index (e.g. look more appropriate in a Beef on Holstein model) tend to be high indexing bulls on a Whole Life Cycle index (All Purpose Index).
- Given the homogeneity of the traditional beef business, one could make a very sound argument that high API bulls are what is actually needed by overwhelming percent of beef operations. Along with strengths of responsible crossbreeding and heterosis.
- Semen companies could have the bulls that can "do both". Be a data appropriate match for Holstein genetics and add profit to their British based beef audience.

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#### Opportunities associated with BeefXDairy Model

- Consistency of product
- Relatively known and consistent production costs
- · Less impacted by land prices than traditional beef model
- Adoption of traceability and data tracking methodologies.
- Ability to choose strictly for terminally minded traits. No concern for maternal merit – clarity of genetic selection.
- R&D feedback loop and novel traits (fertility).

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#### Key difference to the SimAngus X Holstein model It takes advantage of the Premiums and Discounts presently built into the beef business.

profit. It places these carcasses squarely at the center of the beef industry. Not on the periphery!

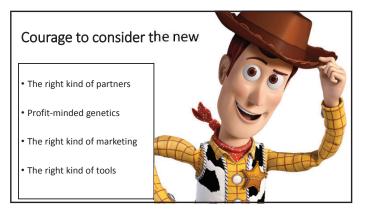
Simply build better cattle and then retain ownership.

Want a better understanding? Want to maximize your return?

#### Become a cattle feeder!

46

45







## **OUALITY & SAFETY:** IT'S ALL BY DESIGN.

#### Kemin knows chromium.

Our commitment to chromium promises to provide you with a high-quality, safe and efficacious product to help your animals reach their optimal performance while boosting your bottom line.



### THE CHROMIUM LEADER FOR 20+ YEARS

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### Clean Feed: Optimizing Health and Nutrition

Dr. Keith A. Bryan Technical Service Specialist, Chr. Hansen Animal Health & Nutrition 717.419.2715 uskebr@chr-hansen.com

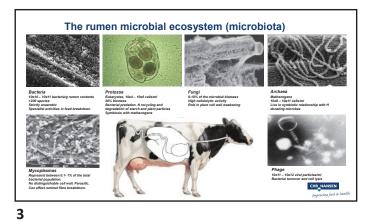




 We don't feed the cow...we feed her microbiotal

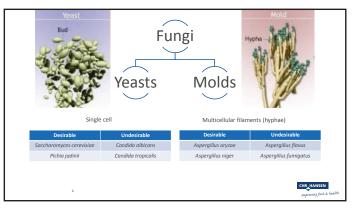
 Image: A complex symbility microbial ecosystem

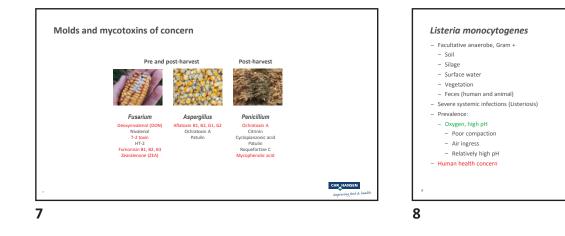
 1microbial ecosystem

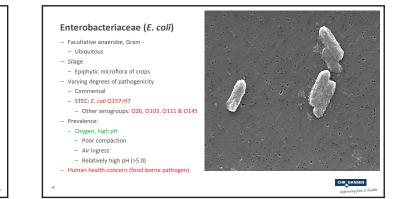




Group	Population (cfu/g)	Population (log cfu/g) > 7	
Total aerobic bacteria	> 10,000,000		
Lactic acid bacteria	10 - 1,000,000	1 - 6	
Enterobacteria	1,000 - 1,000,000	3 - 6	
Yeast & yeast-like fungi	1,000 - 100,000	3 - 5	
Molds	1,000 - 10,000	3 – 4	
Clostridia (spores)	100 - 1,000	2 – 3	
Bacilli (spores)	100 - 1,000	2 – 3	
Acetic acid bacteria	100 - 1,000	2 – 3	
Propionic acid bacteria	10 - 100	1 - 2	



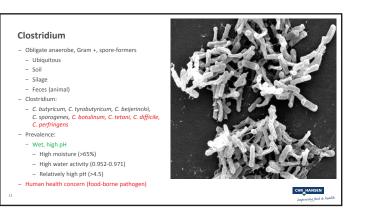




CHR HAT

10

CHR\_H









Bacillus spp.

- Other feeds

Bedding material

- Oxygen, high pH

- Air ingress

- Poor compaction

- Relatively high pH (>4.6)

- Soil

- Bacilli:

9

Prevalence:

- Aerobic (facultative anaerobe), spore-formers

B. subtilis, B. licheniformis, B. pumilus, B. coagulans, B. sphaericus, B. cereus

Human health concern (food-borne pathogen)

- Silage (soil contamination)



#### Compaction (Packing)

**Density & Porosity** 

Dry Matter Density able Bulk Density Bulk Density, % Max.

Dry Matter

Gas Filled Porosity

SILAGE COMPACTION: Seeing Is Believing

lbs. DM/cu ft lbs. AF/cu ft.

> - 54 - 54

Solid, % Liquid, % Gas. %

In order to store more feed in the same area (volume) of storage, increase DM packing density! Increasing DM packing density from 16 to 18 lbs. DM/vcu. ft. increases storage capacity by 12.5%. If you routinely store 6,000 tons of DM, you could now store 6,750 tons of DM in the same area, or an additional 2,140 tons as fed at 35% DM.

Packing is complete when every square foot of top layer has tire tracks; having been run-over twice, and is smooth! There is no advantage to more than 30 minutes of packing after the final load has been spread.

 Bottom line: The most skilled tractor operator should be in the 'push' tractor. The people operating the 'push' and 'pack' tractors could be the most valuable (and often most overlooked) team members in the entire process! Oxygen is the enemy!



Example Target

0.35 0.35 30 - 45 21.8 > 17

> 85.1% > 65 < 35

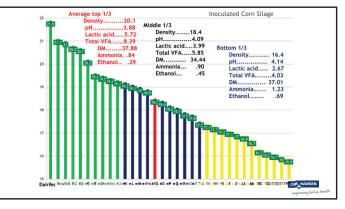
> > CHR\_HANSEN

30.0 35.0 62.4 > 47.5

78.8



15



**Density & Porosity** 

Bulk Density Bulk Density, % Max.

nger depth ige, fresh weight

Bulk Density

Dry Matter Dry Matter D Achieveable Bulk Density

Gas Filled Porosity

SILAGE COMPACTION: Seeing Is Believing

Units

% % Example Target

35.0

> 47.5

CHR\_HANSEN

ng food i

0.35 30 - 45 10.9 > 17

42.6% > 65 < 35

Actual

0.35

73.3

57.4

18

16

#### Inoculant

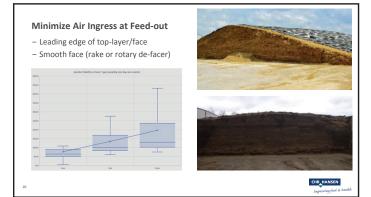
19

- Patented inoculant strain to mitigate pathogenic organisms.
- Lactococcus lactis NCIMB 30117 (SR3.54) with patent
- number 511828 that was submitted on 26 September 1997 and approved on 6 December 1999. Swedish patent. The patent states that the identified
- Swedish patent. The patent states that the identified Lactococcus lactic subsp. lacits strongly reduces development and growth of gram + bacteria, eg. Listeria monocytogenes, Staphylococcus aureus, Clostridium tyrobutyricum, Bacillus cereus and other lactic acid bacteria. Certain Gram bacteria are weakly inhibited, eg. Pseudomonas aeruginosa.

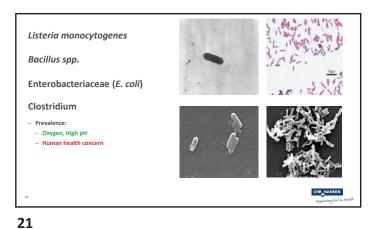
- The following patent claim is made: - Lactococcus lactis NCIMB 30117 reduces

development of yeast and clostridia and Gram + bacteria and certain Gram - bacteria.



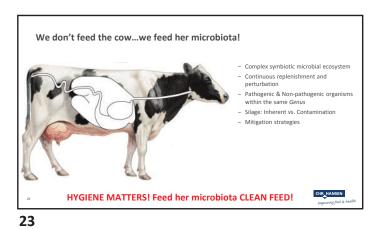


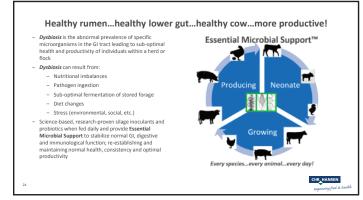






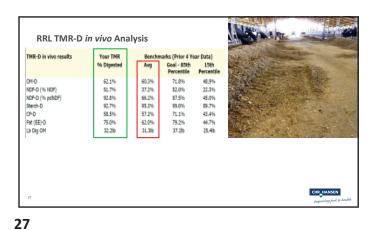
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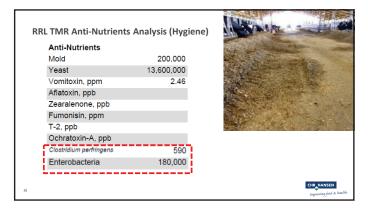






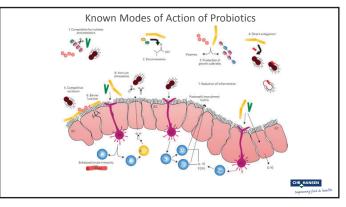
MR Nutrient Analysis	Your TMR, % of DM	Avg TMR, 16.1%		
NDF	32.3%	32.6%	Real Real	SALTE DEC
at (EE)	5.6%	3.8%	Sector Contraction	
tarch	20.6%	24.8%	and the second second	Fill at 197
rganic Matter (OM)	92.1%	92.0%	Aller Southers	
NDF120	14.3%		and the second second	
on-Starch NFC	16.6%	14.8%	The second	and the second

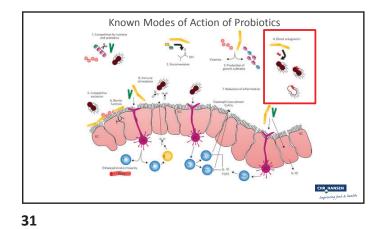


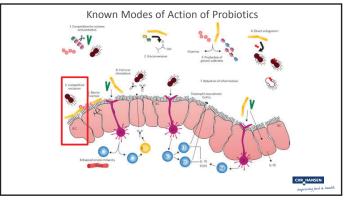


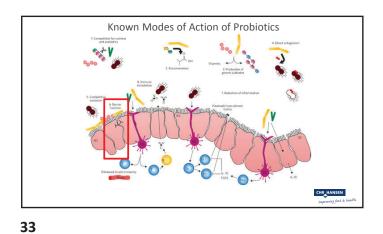
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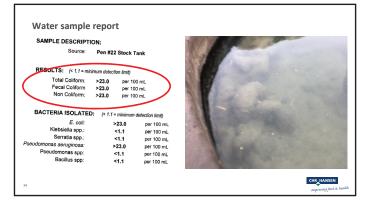
Composite Hygiene: C. perfringens Clostridium in TMR and Manure 150 3,500 125 3.000 100 2,500 75 2,000 50 1,500 25 1,000 0 500 40 60 80 100 20 TMR Manure Linear (TMR) ·· Linear (Manure) CHR HANSEN 29

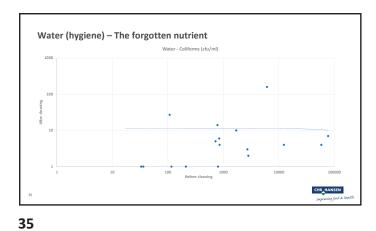


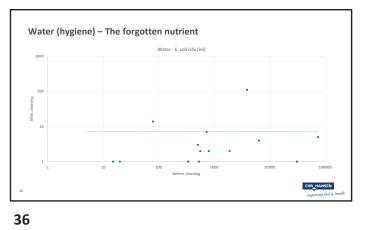


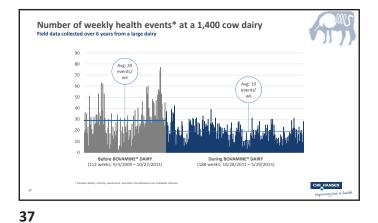








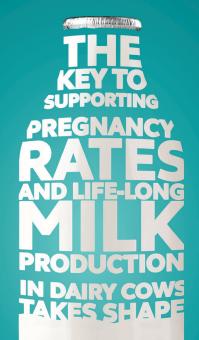














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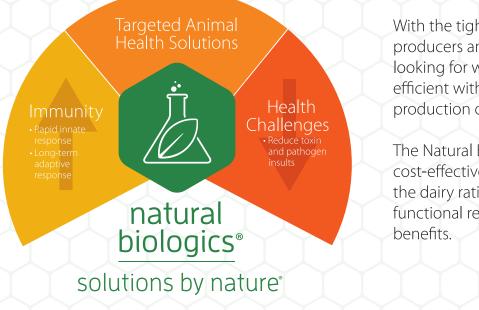
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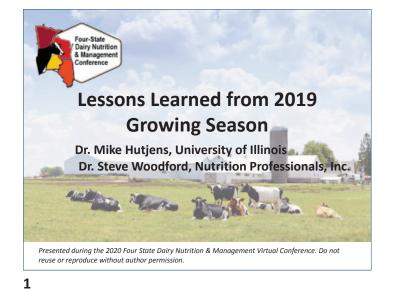


### Lessons Learned from 2019 Growing Season

### Dr. Mike Hutjens, University of Illinois Dr. Steve Woodford, Nutrition Professionals, Inc.



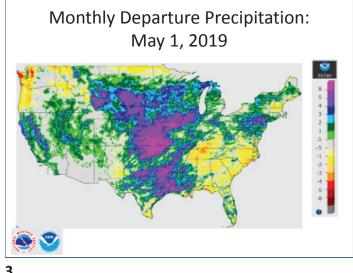




#### A Look At The 2019 Growing Year

- · Cold winter killing alfalfa and wheat in some areas
- Wet spring delaying harvesting 1<sup>st</sup> cutting and planting corn
- Flooded areas
- Large increase in Prevented Plant Acreage (PPA)
- Harvest of (PPA) after Sept 1<sup>st</sup> including high seeding rate of corn for corn silage
- · Variable quality and quantity year
- · Early killing frost and snow cover

2



# Monthly Departure Precipitation: September 1, 2019

3

5

#### Prevented Plant—19 million acres

- Outlook for 2020 is wet winter and spring
- Limited field work in 2019
- 38.8 million acres of winter wheat (2<sup>nd</sup> lower acreage)
- Deep ruts and field damage from 2019 harvest
- Flooded acreage may take years to recover



#### What Happened On Dairy Farms In NE Wisconsin?

- Above average alfalfa winter kill over 17-18 and 18-19 winters.
- Consequently forage inventories tight.
- An extremely wet spring with alfalfa replanting and corn planting severely delayed.
- By mid June many farms turned to alternative forages like sudan and sorghum and eventually seed was unavailable.
- Very little winter wheat planted fall of 2018.

Majority of alfalfa made late, around mid June

• Sorghum-sudan a favored option on prevent

• Due to wet fall corn silage was immature, so

some was frozen when chopped.

hurting haylage inventories.

lower starch, but also made drier than ideal,

• Very little 4<sup>th</sup> crop made due to rain, significantly

plant acres, ended up not yielding well due to

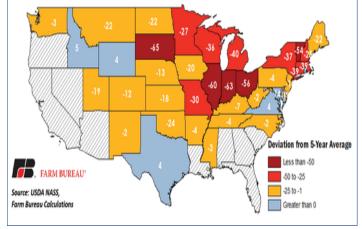
resulting in lower quality.

cool, wetter year.

7

9

Figure 2. Percent of Corn Planted Minus the 5-Year Average



8

What Recommendations Were Made And Suggested?

10

### What Recommendations Were Made And Suggested?

- As we approached fall it was clear forage inventories would be down
- Suggested looking to contract best value foragefiber replacements.
- Cottonseed, corn gluten feed, soy hulls, and beet pulp.
- Dry hay generally the higher priced option.

#### What Recommendations Were Made And Suggested?

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- Dry hay generally the higher priced option.

What Did Clients Do To Feed Herds In 2019/2020?



#### What Did Clients Do To Feed Herds In 2019-2020?

- First priority was to make sure enough foragefiber was available.
- Somewhat unprecedented to have low energy fiber such as straw and grass hay more expensive that high energy fiber.
- Oat hulls, rice hulls, cotton gin trash, and sawdust were considered.

14

16



- It was clear corn silage would be lower starch and lower energy.
- We tried alternative starch sources such as ground wheat, corn starch, and molasses.



15

#### What Is The Situation Going Into 2020 Production Year?

- In Eastern WI most crops planted by mid-May which is much earlier than average.
- Forage supplies still very tight
- Significant alfalfa winter kill again.
- Many looking at other options on that alfalfa ground including small grains and forage cocktails.
- Opportunity to lock in cheap corn long term.



#### What Long Term Lessons Were Learned?

- Many looking at alfalfa economics given the winter kill we are continually seeing.
- Producers are seeing cows perform fine with a high percentage of by-product fiber, even with shorter ration particle size.
- If current price trends continue, it is more profitable to grow your lower quality forage and buy higher energy fiber.

- Really important for good communications between nutritionist and agronomist.
- Cost to buy options versus cost to grow.
- The last 12 months demonstrated the need to source and contract supplies early.
- Covid-19 situation exposed weakness in supply chain.

20





### **GOT HERD HEALTH ON YOUR MIND?**

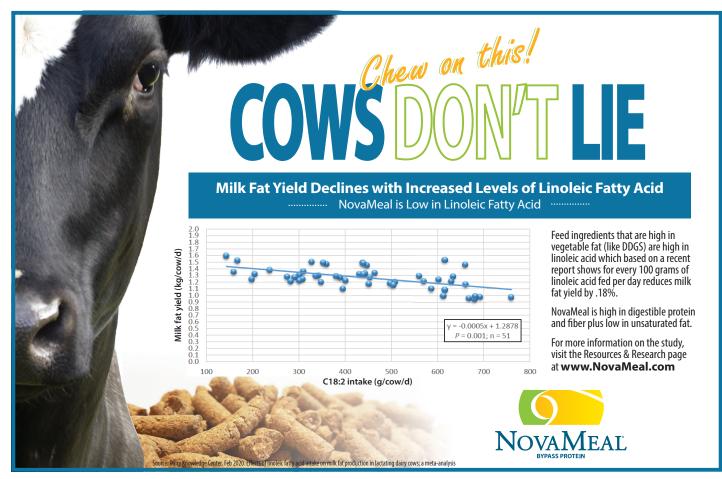
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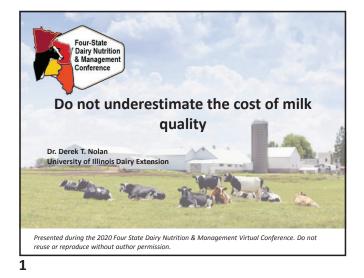




### Do Not Underestimate the Cost of Milk Quality

### Dr. Derek T. Nolan University of Illinois Dairy Extension





#### The cost of mastitis

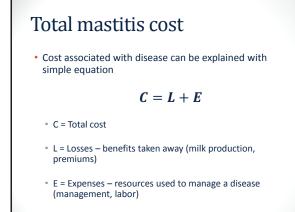
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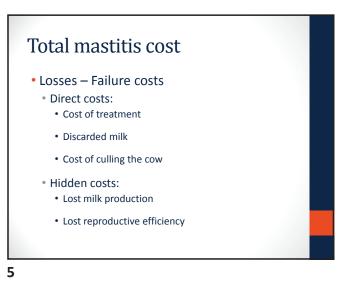
- Well known that mastitis is most costly disease in the dairy industry
- Often see estimates of mastitis costs of \$150 to \$400 per case

#### \$2 Billion to US dairy industry

Underestimated
\$2 Billion only considers the cost of mastitis cases
Incidence rate of mastitis \* the estimate of cost of case of mastitis
\$2 Billion to US dairy industry

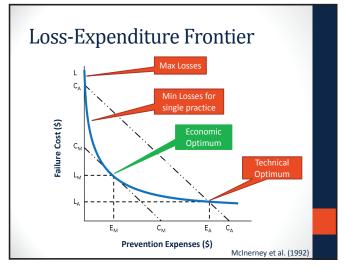


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McInerney et al. (1992)

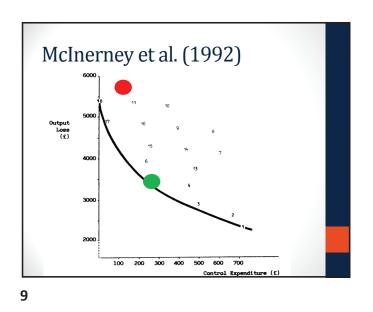


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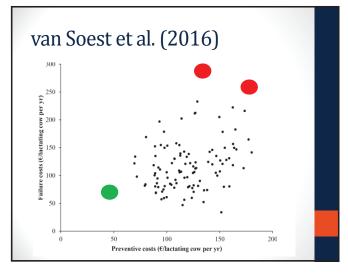
## McInerney et al. (1992)

- Three different scenarios for subclinical mastitis
  - Teat disinfect all year long
  - Dry cow treat every cow at dry off
- Milk equipment tests annually

8







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# Cost of SCC Management

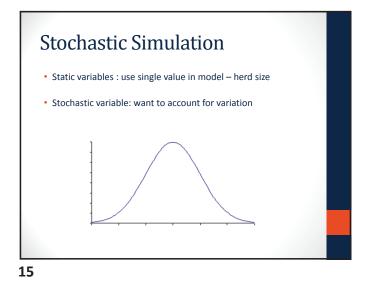
- Base Model:
  - Dairy Herd
  - Data collected from Dairy Records Management Systems
  - Cost of SCC and benefits from management practices
- Stochastic Simulation
  - 1,000 iterations
- Look at different scenarios
- Account for variation

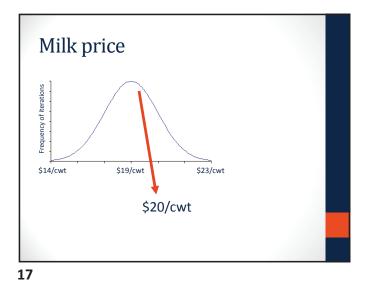
Input
205
22,740
251,000
36.1%
26.0%
17.7%
11.0%
5.8%
3.4%

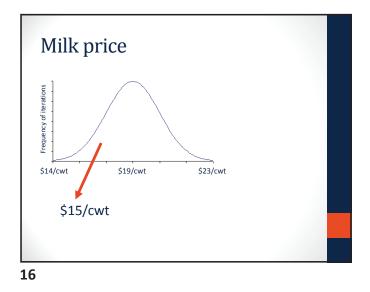
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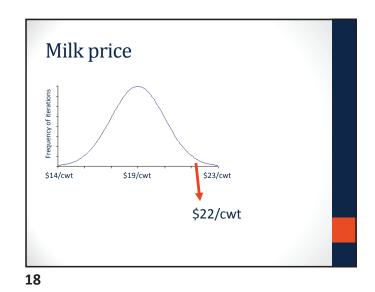


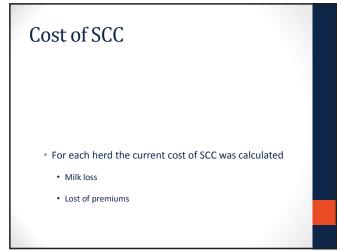
- Determine costs of SCC management for herds with differing SCC
  - Farm A 109,000 cells/mL
  - Farm B 251,000 cells/mL
  - Farm C 393,000 cells/mL
  - Based on one standard deviation from average



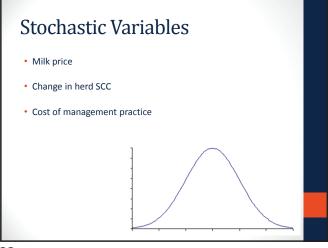


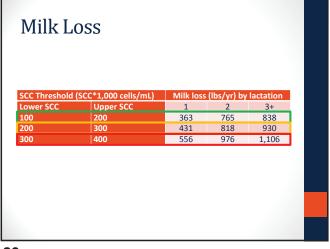


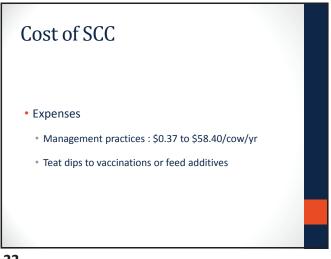


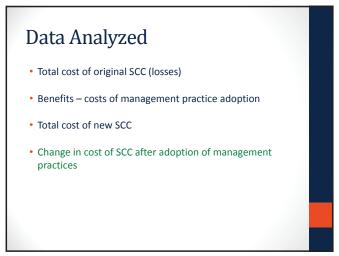


emiums		
Premium Level SCC (cells/mL)		
< 100,000		
100,000 to 200,000	Farm A	
200,000 to 300,000	Farm B	
300,000 to 400,000	Farm C	
All farms lost \$0.25/cwt o	due to SCC	

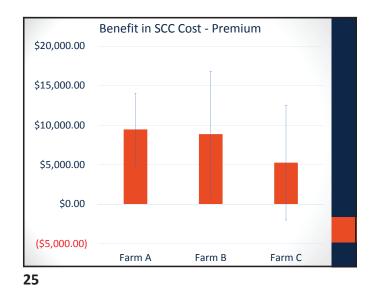


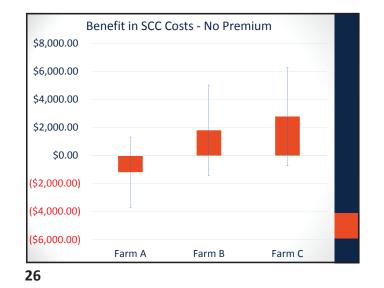


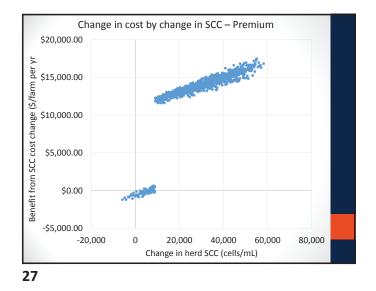


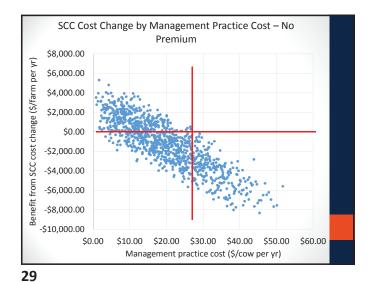


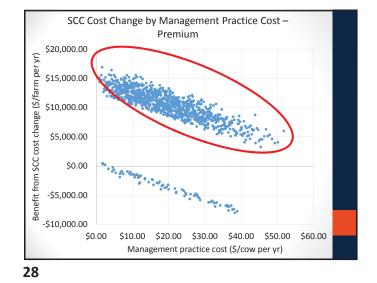


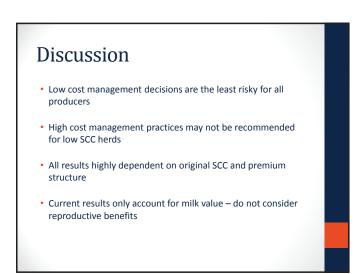
















# Take Home Messages

- Loss-expenditure frontier useful tool to help make decisions
- Help understand failure and preventative costs to aid decision making
- Just because one goes up does not mean the other will go down (van Soest et al., 2016)
- Use premium as investment for milk quality
- Keep up to date with records



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#### Justin Englebert

Marketing/Technical Support Phone: 920-791-1571 justin.englebert@gmail.com



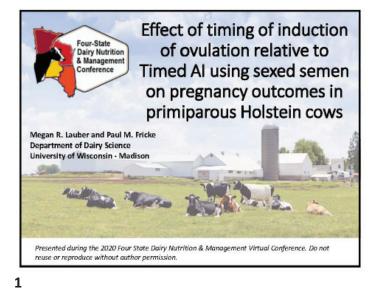
Main Office: Phone: 920-775-9279 Info@qualityroasting.com www.qualityroasting.com



# Effect of Timing of Induction of Ovulation Relative to Timed AI Using Sexed Semen on Pregnancy Outcomes in Primiparous Holstein Cows

Megan R. Lauber and Paul M. Fricke Department of Dairy Science University of Wisconsin – Madison

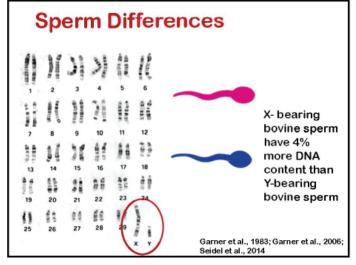




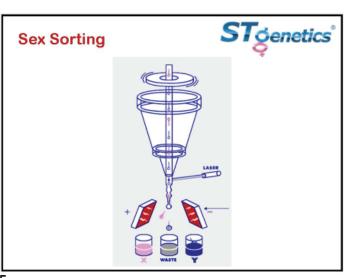
## Outline

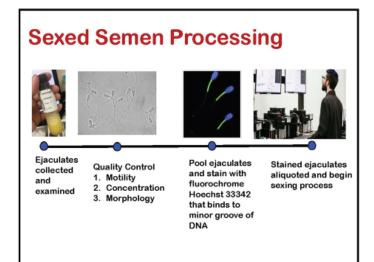
- · Introduction to sexed semen
- Timing of insemination relative to increased activity associated with estrus
- Timing of induction of ovulation relative to synchronization of ovulation
- Questions

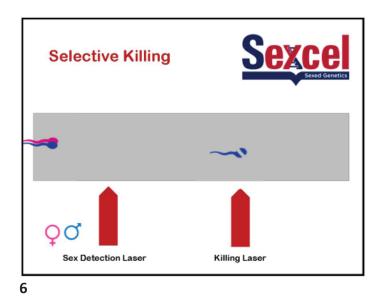
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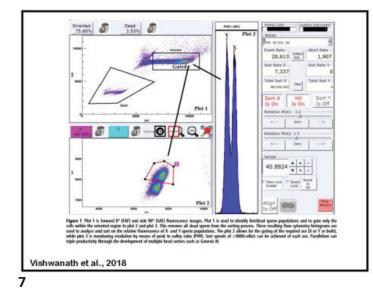


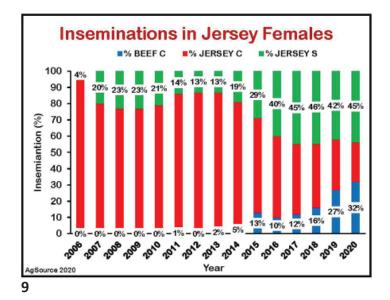
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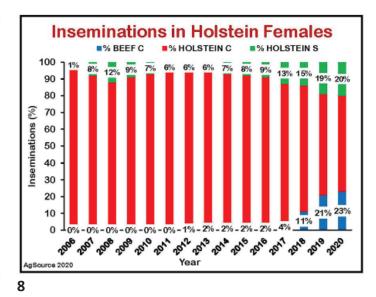








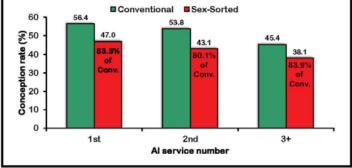




#### **Commercial Application of Sexed** Semen in Holstein Heifers

DeJarnette et al., J. Dairy Sci. 91:459; 2008 (Abstr.)

49 herds from Jan, 2005 to Jan. 2008; 41,398 sexed semen Al services. Sexed semen resulted in ~45% CR and ~90% female calves in Holstein heifers.

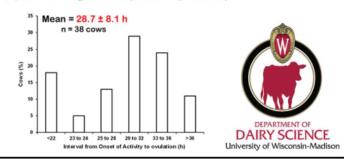


10

J. Dairy Sci. 95:7115–7127 http://dx.doi.org/10.3168/jds.2012-5639 © American Dairy Science Association<sup>®</sup>, 2012.

Assessment of an accelerometer system for detection of estrus and treatment with gonadotropin-releasing hormone at the time of insemination in lactating dairy cows

A. Valenza, "+‡<sup>1</sup> J. O. Giordano,"<sup>1</sup> G. Lopes Jr., "<sup>1</sup> L. Vincenti, # M. C. Amundson," and P. M. Fricke\*<sup>2</sup> "Department of Dairy Science, Linkensity of Wisconsin, Madison 63705 [Department of Animal Science, School of Agriculture, University of Turin, Turin, Italy 10095 [Department of Animal Pathology, School of Veterinary Netdone, University of Turin, Turin, Italy 10095



11

# **New Idea**

Inseminating later relative to the onset of activity or estrus will lead to increased fertility with sexed semen

- · May be the case when inseminating cows based on estrus or increased activity
- · This idea has not been tested in a synchronized breeding protocol in which timing of ovulation is precisely controlled

13

Effect of timing of induction of ovulation relative to timed artificial insemination using sexed semen on pregnancy outcomes in primiparous Holstein cows

Wed

G2-16

G2

p.m.

Thu

TAL

a.m

Fri

GnRH

a.m.

PGF<sub>2a</sub>

a.m.

Sat

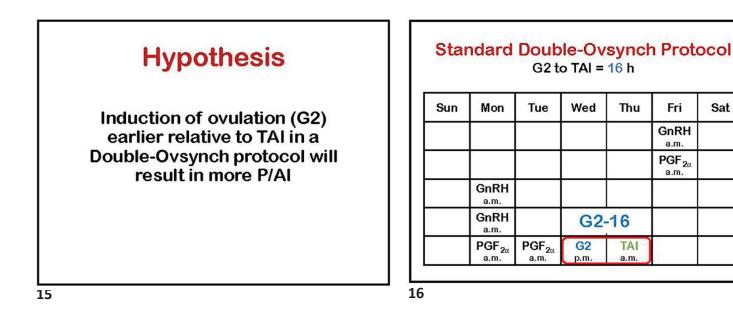


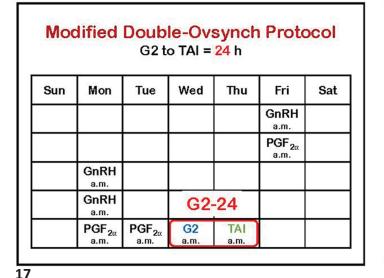
#### Megan Lauber

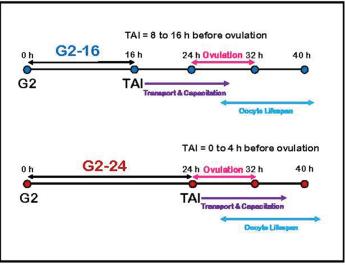
Graduate Research Assistant Fricke Lab



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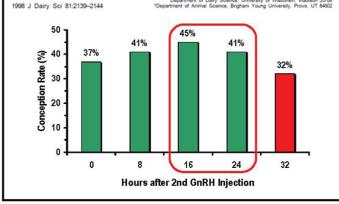


### **Collaborating Farms**

excel

- Three locations:
  - · Nebraska, Ohio, Wisconsin
- Primiparous cows (n = 730)
- All farms submitted cows for first Timed Al using a Double-Ovsynch protocol
  - Farm A: 6,650 cows; ME305 = 24,900 lb.
  - Farm B: 1,800 cows; ME305 = 28,500 lb.
  - Farm C: 2,260 cows; ME305 = 31,000 lb.
- 19

Effect of Time of Artificial Insemination on Pregnancy Rates, Calving Rates, Pregnancy Loss, and Gender Ratio After Synchronization of Ovulation in Lactating Dairy Cows J. RICHARD PURSLEY,\*1 ROY W. SILCOX.1 and MILO C. WILTBANK\*2 tment

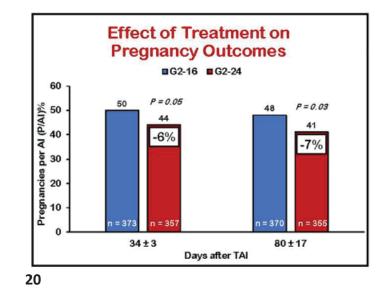


21



#### Time for luteolysis

- G2-24 cows had 8 fewer hours than G2-16 cows Altered estradiol and progesterone concentrations
- Ovulatory follicle size
  - G2-24 cows likely ovulated smaller follicles because they had 8 fewer hours to develop during the synchronized follicular wave than G2-16 cows.





J. Dairy Sci. 103 https://doi.org/10.3168/jds.2019-17870 an Dairy S

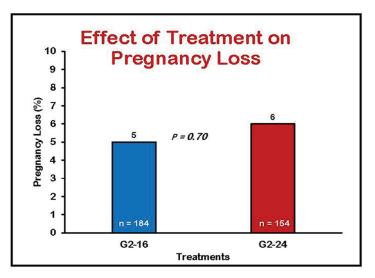
#### Optimization of timing of insemination of dairy heifers inseminated with sex-sorted semen

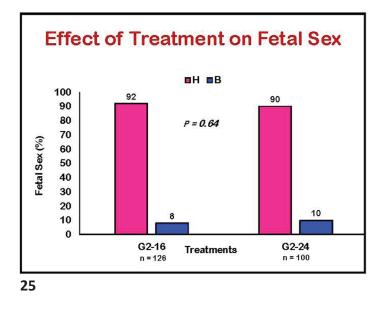
Ricardo C. Chebel<sup>1,2</sup>\* <sup>1</sup>Department of Large Animal Clinical Sciences, University of Florida, Gainesville 32610 <sup>2</sup>Department of Animal Sciences, University of Florida, Gainesville 32608

Item	- Conventional	Sexed	
		Early	Late
n	300	415	402
P/AI at 30 d (%)	67ª	45 <sup>b</sup>	47 <sup>b</sup>
P/AI at 62 d (%)	63ª	43 <sup>b</sup>	45 <sup>b</sup>
Female (%)	43ª	896	91 <sup>b</sup>

P/AI of sexed semen = 69% of conventional semen







# **Hypothesis**

Induction of ovulation (G2) earlier relative to TAI in a Double-Ovsynch protocol will result in more P/AI

# Reject

6% and 7% decrease in P/AI 34 ± 3 d and 80 ± 17 d at 24 h interval No difference in pregnancy loss at 24 h interval No difference in fetal sex ratio



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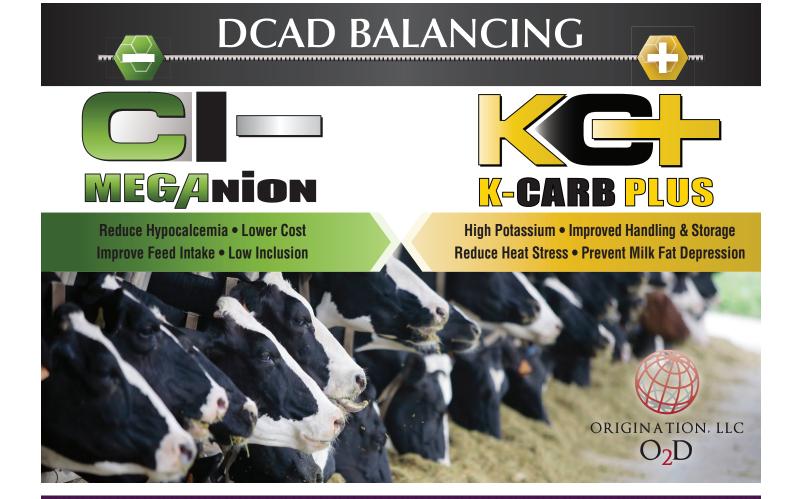
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Peloton<sup>®</sup> Yeast

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