

# *info* Holstein

September/October 2016 issue no. 141

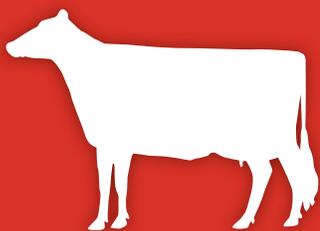
A Holstein Canada publication providing  
informative, challenging and topical news.



*Who will take centre stage?*



**Nominate the star of your herd today.**



[cowoftheyear@holstein.ca](mailto:cowoftheyear@holstein.ca)

**Nominations for the 2016 Cow of the Year contest are now open.**

For official competition rules and selection criteria, visit:  
[www.holstein.ca](http://www.holstein.ca) > Awards & Shows > Cow of the Year

Nomination forms can be found on Holstein Canada's website.

**Nomination Deadline: Friday, September 30th, 2016**

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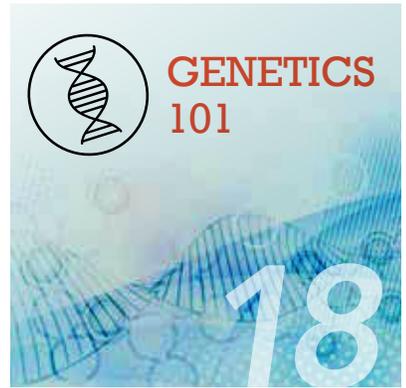
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**ABOVE:** Be sure to check out the Farm Profiles feature in this edition of InfoHolstein! In this issue we feature four Canadian herds with a focus on the great innovation implemented on their farms. Have a theme you would like us to cover? Let us know!  
**ON THE COVER:** Start them young! Brothers Winston and Curtis Sache feed calves at West River Farm in Rosedale, B.C. (Photo submitted by Sarah Sache).

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# proAction<sup>®</sup> – it just makes sense

By Holstein Canada Chief Executive Officer, Ann Louise Carson, agr.

**I LOVE THE FACT** my job allows me to be in barns across Canada. I am always impressed, but never surprised, by the care Holstein Canada members give their herds. You do so because you are passionate about your animals and your farm and, of course, because it is the right thing to do.

In this issue of InfoHolstein, you will read all about “how” classifiers will be carrying out the proAction<sup>®</sup> Animal Care Cattle Assessments on behalf of Dairy Farmers of Canada (DFC); allow me to review the “why”.

In 2013, Holstein Canada was the first to support DFC’s overall proAction initiative as we saw it as just that: being proactive. Reacting to a situation often results in others setting rules. proAction takes the reaction out of the equation by proactively putting a system of checks and balances in place to help avoid future reactive situations. And the added bonus? proAction is also one more way to increase public awareness, support and respect for those of us working in a Supply Management environment, a system that is the envy of many around the world.

When it comes to animal care, it is great to see the support for classifiers, “trained animal observers” who see over 12,000 cows per year coast-to-coast, carry out this task. It just makes sense. Holstein Canada sees this step as a win-win: being efficient for both our clients and our industry.

We live in a world of increased consumer awareness. We also live in a more regulated world. When you purchase a vehicle, you expect to see proof that the vehicle passes all quality checks, runs well and is deemed safe for the road. When it comes to dairy, we know you care for your animals and ensure they have everything they need to be happy, healthy and comfortable, and produce high volumes of top quality milk. However, much like with buying a car, the consumers now want proof that their Canadian food products are produced with the highest quality and care standards. proAction gives you the ability to not just SAY you are doing a good job, but to PROVE it.

We thank you in advance for your collaboration and look forward to working with you as we embark on this new endeavor. 🇨🇦

## The 2017 National Holstein Convention will have something for everyone!



### The Ontario Experience X3



Ontario Spring Discovery  
Ancaster Fairgrounds  
Jerseyville, ON  
April 3-6



Canadian Dairy XPO  
Stratford Rotary Complex  
Stratford, ON  
April 5-6



National Holstein Convention  
Sheraton Parkway TO  
Richmond Hill, ON  
April 5-8

Joining the usual convention activities of Ontario Spring Discovery Show, sale, farm tours, AGM and Master Breeder Gala, will be the opportunity to spend a day at Canadian Dairy XPO.

- ★ 200,000 square feet of exhibitor space
- ★ 350 dairy exhibitors
- ★ Latest technology

- ★ Educational seminars
- ★ International speakers
- ★ Producer panels
- ★ Connect with fellow producers

Visit [www.dairyxpo.ca](http://www.dairyxpo.ca) for more information

#MOORYORK2017

Hosted by York Region Holstein Club in Ontario - York Region also known as the GTA | April 5 to 8th, 2017





By Michael Hall, Executive Director,  
Canadian Livestock Genetics Association

**OVER THE PAST YEAR** the Canadian Food Inspection Agency has faced a variety of animal health challenges. Resources were needed to manage the impact from BSE, PED, Avian Influenza and Bluetongue. All of this happened within one year and strained resources to an unprecedented level. For many of the dairy genetic exporters, these market closures represented a significant portion of their total sales. The discovery of Bluetongue in Canada resulted in the largest number of market closures that our industry has experienced in over a decade. In total there were 14 live cattle markets, three embryo markets and 18 semen markets that closed as a result of Bluetongue being found in Ontario. The semen exporting industry suffered the most significant losses as many of the closed markets were also the main markets for semen exports.

Remarkably, 10 months later almost all the markets have been re-opened. This was a significant effort and at this point, I would like to acknowledge the team of dedicated individuals at the Canadian Food Inspection Agency (CFIA) for the many hours of hard work and determination to quickly restore markets despite diminished resources. Working with CLGA, CFIA was able to quickly prioritize the most important markets and worked non-stop engaging their foreign counterparts to restore trade. Other countries that have

had similar market closures were amazed at the speed in which Canada was able to restore the markets. It was acknowledged that CFIA's well-earned reputation of integrity and global demand for our genetics were the leading reasons for the speed at which we recovered. The high regard of CFIA and Canadian genetics around the world leave many countries envious. Thank you to all those that worked so hard to move the genetics industry through those troubled months and especially thank you to CFIA for recognizing the importance of reopening the markets for dairy genetics.

As we all know, trade is often dependant on many factors but one of the most important is the prevalence of disease and the ability to test for it. This impacts our ability to open new markets and supply existing markets for live cattle, semen and embryo exports. Looking forward, I would encourage dairy farmers to begin to focus on leucosis in the overall dairy cattle population. Utilizing best management practices that incorporate modern technologies and services will not only increase your dairies' overall profitability but will begin to bring down the overall level of infection. The spin-offs will impact everything from future genetic sales to positioning Canadian milk as the choice of consumers. 🇨🇦

# proAction® Cattle Assessments: WHAT TO EXPECT FROM HOLSTEIN CANADA



ON BEHALF OF DAIRY FARMERS OF CANADA (DFC), Holstein Canada will be the service provider for Animal Care Cattle Assessments for a two-year contract beginning late in 2016. This means that Holstein Canada's DFC qualified staff will be responsible for assessing body condition score, injuries (hock, knee and neck) and lameness on a random sample of lactating cattle in milking herds across Canada.

The two-year contract will allow time to collect an accurate representation of the dairy herds in Canada, and identify ideal targets and thresholds for herd benchmarking. At the same time, the benchmarking phase will allow Canadian dairy producers to gain a better understanding of the Animal Care requirements and work towards continuous improvement, if needed.

## How does that affect you?

Every dairy farm in Canada has an official anniversary date for the Food Safety Program (previously CQM), this is also known as your validation date for proAction®. As of September 2017, these validations will also include Animal Care and Traceability. That means producers must demonstrate they are meeting the requirements of all three proAction pillars through documented Standard Operating Procedures (SOPs), Corrective Action Plans (CAPs), and reports, and implementation of best management practices. As it relates to Animal Care, producers will also need to provide the following documents: (1) Cattle Assessment Summary sheet and (2) Cattle Assessment Report. These two reports will be provided upon the completion of an animal assessment by Holstein Canada and will summarize the overall results of the assessments. The Cattle Assessment needs to be completed in the 24 months prior to the validation date.

At Holstein Canada, it is our intent to offer each producer two to three time frames in which they can have their cattle assessment completed and provide adequate leeway time in hopes of accommodating as many producers as possible. *\*Barring any changes to provincial program and/or validation date.*

## What can you expect from Holstein Canada?



### 1. Screen

In order to schedule an assessment visit, Holstein Canada will first send a screening package by mail. The package will include a DFC informative handout, a letter from Holstein Canada outlining details of the cattle assessment process, a pre-screening survey and a pre-paid envelope to return the survey to the Holstein Canada head office. The survey will enable Holstein Canada to efficiently schedule the assessments with the most relevant and up-to-date information about each farm. Additionally, the survey will contain 2-3 timeframes during which an assessor will be in the producer's region. The producer will then have the opportunity to select the most convenient time for his/her cattle assessment. Producers should return this survey by mail, email, fax or phone as soon as possible.



### 2. Schedule

The assessor will contact the producer 1-2 weeks ahead of the start of cattle assessments in the area to schedule an appointment. Every effort will be made to perform the cattle assessment during the preferred timeframe indicated during the pre-screening process. During the scheduling phone call with the assessor, producers are encouraged to ask any questions they may have related to the on-farm process and barn set-up for the cattle assessment. When booking an assessment, please allow adequate time for the assessor to accurately assess the randomly selected sample of lactating animals.



### 3. Assess

If any set-up changes were discussed with the assessor prior to the visit, in order to respect the schedule and the

assessors, producers are kindly asked to complete as much as possible before the assessor is scheduled to arrive at the farm. These tasks may include: setting up extra gates to facilitate smooth cattle movement, locking cattle in head-gates, pre-sorting cattle, or bringing animals in from the pasture. The required sample size for a cattle assessment is based on herd size. In order to obtain statistically significant results for cattle assessments smaller herds require a larger proportion of cattle to be assessed. This ensures that a few random animals do not drastically affect the final outcome and that each herd is provided with accurate results.

Each of the sample animals will be assessed on three parameters: body condition score, injuries to the hocks, neck and knees, and lameness. Each trait will be scored on a numeric scale that will deem the trait on that animal as "A" acceptable or "R" requires corrective action. In the case of free-stall lameness assessment there will be a third category, "Monitor", for cattle that are mildly lame.



### 4. Report

The assessor will leave two documents with the producer, either via email or printed on-farm. In addition to being required by the proAction animal care module, these

reports are designed to provide producers with a method of tracking these animal measures over time. Peer benchmarking reports will be made available to producers from provincial coordinators as they become available. They will provide a comparative analysis to their peers, as well as outline areas that achieve optimal scores, and areas of potential improvement.



### 5. Bill

When the cattle assessment is completed during a classification visit, the producer

pays the classification fees regularly charged for a classification visit without incurring an extra cost for the cattle assessment. For Quebec producers, the provincial milk board will reimburse classification visit fees. The provincial milk boards in Alberta, New Brunswick, Newfoundland, Quebec and Prince Edward Island will cover any fees associated with a Cattle Assessment completed outside of a classification visit. Please note that a visit cancelled less than 24 hours in advance will result in a visit fee charge.

## What can you do ahead of time to make sure your cattle assessment is a positive experience for you, your cows and the assessor?

- **PRE-SCREENING SURVEY:** Please fill out completely and return as soon as possible
- **TRIMMING SCHEDULE:** Do not schedule your assessment within the week following hoof trimming as trimming may affect cattle gait.
- **CLEANLINESS:** To accurately score injuries the assessor must have a clear view of the area being assessed. If the assessor cannot determine an accurate score due to excessively dirty animals, he/she may have to score these traits as "Requires corrective action". If this affects more than 20% of the herd, please address this prior to your assessment.
- **PREPARATION:** If you and the assessor have planned to have loose-housed animals in headlocks, an extra gate set up, or animals in from pasture, please have the set-up complete as much as possible ahead of the visit.

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### For more information

**FOR PROACTION QUESTIONS:**  
Contact your Provincial Milk Board

**FOR SPECIFIC QUESTIONS ON CATTLE ASSESSMENTS:**  
Holstein Canada: 1 855 756-8300 Ext. 275 or [animalcare@holstein.ca](mailto:animalcare@holstein.ca)

# WHAT TO EXPECT FROM HOLSTEIN CANADA



Producer receives mailed screening package 6-14 months before their validation date\*

- DFC Handout
- Letter
- Survey

Screening provides Holstein Canada with more information and producer timeframe preferences to help schedule and plan for assessments.

\* The first producers receiving letters will have less advance notice than indicated.

Producer quickly returns survey by mail, email, fax or phone



Screening complete

Holstein Canada follows up by email or phone to collect missing information



Producer receives call from assessor to schedule date and time of visit 1-2 weeks ahead of visit to region\*

Questions and on-farm process can be addressed at this time

Especially for farms with loose housing, the assessor may discuss options for headlock use, gate set up or pre-sorting animals.

\* Preferred timeframe indicated in the screening survey will be accommodated whenever possible.



Set-up discussed during scheduling is done ahead (when applicable)

Random sample of animals is assessed on three parameters

The sample size required is based on herd size to ensure results accurately represent the herd. Sample size calculations by DFC are on a basis of 95% confidence level and margin of error of 15.

- Body Condition Score
- Injuries
- Lameness



Summary Sheet & Detailed Record reports are emailed or printed on farm

Electronic Reports available to provincial milk boards through data exchange with Holstein Canada

Benchmarking and the establishment of zone thresholds will delay the initial benchmark report for producers. As they become available, provincial coordinators will send them out.



Cattle Assessment completed during classification?

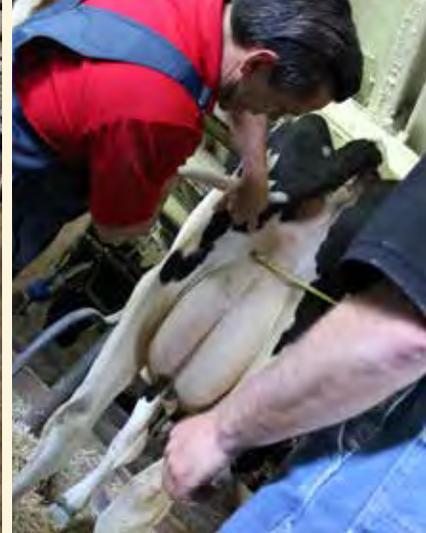
Producer in AB, QC, NB, PE or NL?



Producer pays classification fees but no additional Cattle Assessment fees  
QC to then reimburse classification visit fee

Some provincial milk boards have opted to cover their producers' Cattle Assessment fees.





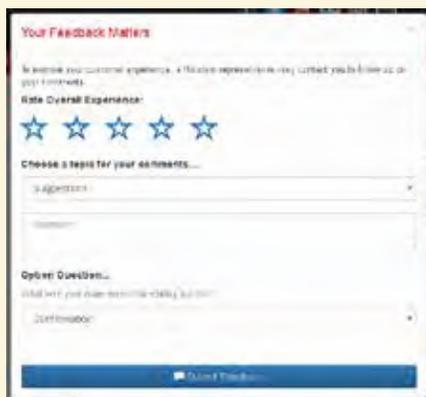
## Semi-Annual Classifier Conference - #ClassCon16

**AS THE DAYS GET LONGER** and the weather gets warmer, it's often a good indication that summer is almost here. At Holstein Canada, this means it's time for our semi-annual Classifier Conference. This year's conference took place during the first full week of June and, as always, was an opportunity for the full classification team to get together, which only happens twice annually. This year's conference had two key areas of focus:

- 1. Scorecard changes and future report changes
- 2. proAction®'s Animal Care training facilitated by Dairy Farmers of Canada (DFC)

1. The conference included both in-classroom and on-farm sessions. Not only did the classification team review the Holstein and Jersey scorecard changes before they went into effect the following week, but the team also spent time brainstorming ideas on how Holstein Canada can modify our classification reports to better serve you, the customers. The discussion was led by two senior classifiers and allowed the whole team to share their thoughts and perspectives from the field.

If you have suggestions for classification report changes and improvements to consider in future classification software revisions, please submit them through your online account feedback form or call Customer Service.



2. Prior to our classifier conference, our Extension and Education team had been busy sharing details of the Animal Care module as it developed. As Holstein Canada prepares to be the service provider for the first two years of Cattle Assessments for Animal Care, DFC is responsible for providing training to our staff that will be conducting the animal assessments and certifying them once they meet DFC's accuracy and consistency requirements. During the classifier conference, two and a half days of Holstein Canada team training were coordinated by DFC. The training was developed and delivered by Clémence Nash from Novus Canada. This included classroom time to better understand the theory and methodology of the assessments, as well as time on three different farms to hone skills and apply their knowledge to a practical service. Multiple quizzes were administered – both on-farm and in-class – to provide certification and identify additional training needs. Animal Assessment training will continue on an ongoing basis to ensure our team is as accurate as possible and confident in their assessments in the future.

For questions on Cattle Assessments, please email [animalcare@holstein.ca](mailto:animalcare@holstein.ca) or call 1-855-756-8300 ext. 275. 🇨🇦

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### Thank you to the week's host herds:

- Bridgeview • Brendean • Nutreco
  - Gierdown • K. and T. Hogendoorn
  - ...and to our guests:
  - Clem Nash (Novus Canada) • Nicole Sillett (DFC)
  - Steve Adam (Valacta) • Penny Lawlis (OMAFRA)
- .....



## Innovation

### Mars Dairy

Stettler, Alberta



By Brian Nelson, HC Field Service Business Partner

**PEOPLE INVOLVED:** Gert & Sonja Schryver along with three full-time employees and two part-time employees

**# OF YEARS AS A HOLSTEIN CANADA MEMBER:** 20 years (Started in January 1996 when we emigrated from Holland)

**# OF COWS MILKED:** 240 milking cows; 40 Dry Cows

**# OF ACRES FARMED:** 800 acres; 200 acres alfalfa, 600 acres barley

**FACILITY TYPE:** Sand bedded free-stall; Double-12 parlour; Mensch Vacuum Truck for alley scraping

**WHAT IS YOUR FEEDING SYSTEM?** TMR once / day; Alfalfa and barley silage and a Lely Juno for feed push-ups

**ARE THERE OTHER BREEDS IN YOUR HERD?** 100% Holstein

**HOLSTEIN CANADA SERVICES USED:** Registration and Classification

**2015 DHI PRODUCTION:** 311.3 BCA average (311, 322, 301); 14,276 M, 549 F, 439 P

**CURRENT CLASSIFICATION:** 11 EX, 108 VG, 130 GP, 10 G



### What innovation have you implemented on your farm? And, how does it work?

For the past few years, our management philosophy has been to focus on milk value per day of productive life. Our herd goal is for each cow to produce 60,000 kg of milk by the end of her 4th lactation with 3.8% Fat, on a 14-month calving interval. We find that this is possible, if cows have a great peak lactation. We find that peak milk is affected predominantly by forage quality and transition cow management. Additionally, cow comfort, udder health, heifer raising and a great team of employees are also important. Conformation is important to have cows that last four lactations or more. By breeding for dairy strength, we find that cows have the frame required to support the dry matter intake required for production. We also calve out all of our heifers and cull based on conformation.

**What made you decide to focus on the economics of milk production?** We started looking more closely at economics of milk production and milk value per day of productive life in 2013. The main motivator to increase peak milk was to lower the feed cost. Cows with higher kg fat per cow provide more favourable return over feed costs.

**What research did you do before focusing on milk value per day of productive life in your herd?** We started looking at all the factors that influence profit, and started doing some calculations. For example, take two separate 250-cow herds. Herd #1 is an average Canadian herd producing 10,000 kg per lactation, while Herd #2 is a high-producing herd averaging 15,000 kg per lactation. Assume each herd has a 14-month calving interval. With a 305-day production of 14,000 kg, we are able to average 15,000 kg/lactation by milking them 350-360 days. Our calving interval has been consistent around 13.9 months for the last three years. For Herd #1, a cow must be in the herd for 2,475 days after calving for the first time to produce 60,000 kg in her lifetime. In the second herd, a cow needs to remain in the herd for only 1,625 days to produce 60,000 kg. Assuming a milk price of \$0.80, the cow in Herd #2 is

\$10.40 more profitable per day of productive life. Across a herd of 250 cows, this results in almost a million dollars more in milk sales per year. There are additional benefits of only having to calve out a cow four times instead of six to reach 60,000 kg. The transition period is the greatest risk period for culling cows, and two fewer calvings help cows stay in the herd.

**What do you like most about managing based on profit / day of productive life now that it is in place?** Our herd is more efficient now than ever before. Our return-over-feed costs have increased significantly as a result of milking fewer cows to fill quota. The current income over feed cost per day is \$28.60 with a feed cost per litre of \$0.18.

**How has this changed your day-to-day routine?** Because of the high peak production, we find that increasing the pregnancy rate within the herd does not have an economic benefit. We put less focus on pregnancy rate now, than in the past. Cows are bred off of activity starting at 80 days; we previously started breeding at 50 days. Extending the lactation to 350-360 days will maximize milk value per day of productive life and cows still average 35 kg at dry-off. At dry-off, our cows are milked once per day for two days and fed hay, before they are moved to the dry cow group.

**What has been your biggest success since the change and also your biggest challenge?** The biggest success has been to increase revenue without expanding facilities. We have also been able to decrease the milking herd by 50 cows and ship more milk. The biggest challenge is to maintain forage quality. Our ration is largely barley silage and alfalfa hay, and we cannot control the weather.

**If you had to do it all over again, would you? And, if so, is there anything you would change?** Yes. Looking back, I would have focused more on profit per day of productive life earlier on and implemented some management changes sooner. Switching to sand bedding has helped with

longevity in the herd, and starting to milk 3X/day gave us an increase in production and improved udder health. Also, we find it is important to focus on dry matter intake (DMI) during the dry period. If you don't have good DMI before calving, you won't have good DMI after calving. We try to always maximize DMI through forage quality, cow comfort, feed bunk management, and by eliminating heat stress.

**For other producers that are considering targeting 60,000 kg in four lactations, what advice do you have for them?**

Start by breeding for type and work on all the management factors that influence peak milk. We believe that unless your cows are producing 45 kg per day or more on average, genetics for production is not the limiting factor. You can see in our herd trend charts below that our cows are below average genetically for milk and fat. You are better off breeding for conformation than production to get cows that last.

**Have the changes you have made impacted your overall breeding goals or strategy for your herd?**



Gert is seen here with the Young Leaders during the Young Leader Convention in April. Gert will also be a guest speaker at the Progressive Dairy Operators (PDO) banquet in Woodstock, Ont. on Sept 15.

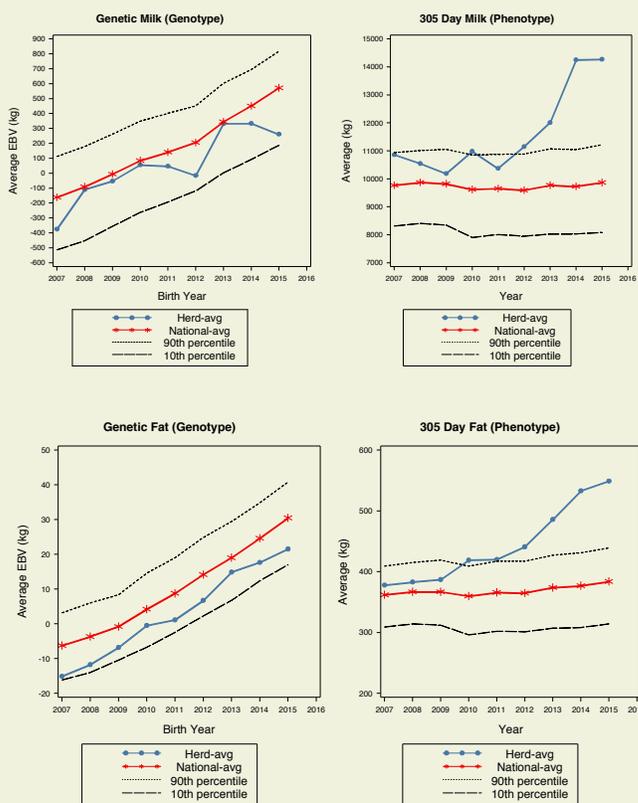
only use bulls that are +15 or greater for conformation. We also breed for rumps, udders, and dairy strength to drive DMI. Bulls must be positive for kg Fat.

**For your operation to continue to be successful, what do you need most from Holstein Canada and your other industry partners?** We strongly believe that breed improvement should measure success and set breed improvement goals based on the economics of lifetime milk production and components on farms. Doing so will not only benefit the profitability of farms, but will also improve animal welfare. Improvements in longevity are directly related to improved

animal welfare. We'd also like to see classifiers give consideration to milk production per day of productive life rather than the number of lactations when scoring.

**And, since we are all cow people at the end of the day, what does the ideal cow look like on your farm?** Our ideal cow is not too big with lots of chest width and a good rump. She should calve at two years of age and score 83 points, and then go excellent at 50 days fresh in her 3rd lactation. When she scores excellent, she should produce 70 L at 3.8% fat and add to her lifetime total at that point of 35,000 kg, with a 14-month calving interval.

**PRODUCTION TRENDS FOR MARSFIELD**



**EXAMPLE CALCULATION**

**HERD 1: 10,000 kg / lactation, 6 lactations to reach 60,000 kg**      **HERD 2: 15,000 kg / lactation, 4 lactations to reach 60,000 kg**

\*Both herds with 14 month calving interval

**A Comparison of Milk Value per day of Productive Life**

**HERD 1: Average Production**  
 6 Lactations  
 $350 + 5 \times 425 \text{ days} = 2,475 \text{ days productive life}$

$60,000 \text{ kg} \div 2,475 = 24 \text{ kg per day of productive life} \times \$0.80 = \$19.20 \text{ milk value/day of productive life}$

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**HERD 2: High Production**  
 4 Lactations  
 $350 + 3 \times 425 \text{ days} = 1,625 \text{ days productive life}$

$60,000 \text{ kg} \div 1,625 = 37 \text{ kg per day of productive life} \times \$0.80 = \$29.60 \text{ milk value/day of productive life}$

With 60,000kg in 4 lactations we generate \$10.40 per cow/day more  
**250 cows x \$10.40 x 365 days = \$950,000 more on milk sales/year.**

To achieve the production goal of Herd 2 you need a 37 kg average per day including dry cows, with a cull rate less than 25% and a 14-month calving interval.



## Innovation

### Hoftzyer Farms Ltd.



Frankford, Ontario

By Jennifer Kyle, HC Communications  
Coordinator

**PEOPLE INVOLVED:** Gerard & Lilly Hoftzyer, Albert & Tina Hoftzyer, Jon & Kristin Bakker and Mark & Bethany Bakker

**# OF YEARS AS A HOLSTEIN CANADA MEMBER:** 40+ years

**# OF COWS MILKED:** 95

**# OF ACRES FARMED:** 850 acres

**FACILITY TYPE:** Six-row free-stall barn with two DeLaval VMS robots (installed in January 2016)

**WHAT IS YOUR FEEDING SYSTEM?** Triomatic (T 30) automatic feeding system made by Trioliet, that mixes and delivers PMR.

**ARE THERE OTHER BREEDS IN YOUR HERD?** No, 100% Holstein

**HOLSTEIN CANADA SERVICES USED:** Registration and Classification – mid and regular rounds



### What innovation have you implemented on your farm? And, how does it work?

The Triomatic (T 30) automatic feeding system made by Trioliet was installed as part of our new free-stall barn project, completed in January of 2016. The Triomatic is a 3 cubic m. vertical, twin screw mixer that mixes and delivers the cow's ration at regular intervals throughout the entire day. The mixer is suspended from a drive trolley that runs on a track (I-beam) following the perimeter feed alley of the barn. Eight times per day (for the milking cows) the mixer moves to each "hopper", where fresh feed gets moved to on a daily basis from the tower silos using a front end loader, and each feed type gets dispensed into the mixer – the forages from inclined, apron bottom "hoppers", the concentrates from upright bulk bins, and high moisture corn from an agitated SS hopper. Once mixing is complete, the Triomatic drives to the predetermined group and unloads the feed. The V plow (beneath the mixer) pushes feed up as it travels around the barn, always pushing as it is moving.

### What made you decide to put this automated feeding system in place?

With the design of the new barn well underway, our "default" feeding system was going to be a tractor-driven TMR mixer. The mixer was going to have to be new, as the old one was stationary and completely worn out. A tractor would be tied up all the time. The barn would have to be made wider to accommodate the tractor and mixer and diesel fuel would be consumed. With these thoughts going through our minds we thought, "Why aren't we considering automated feeding?" We had the opportunity to complement our chosen VMS style of milking with a fully automated feeding system. It was at this time that Nowell Dairy Systems (our main supplier/installer of equipment for the barn) took on the Trioliet dealership in Ontario, and were looking for their first sale of a Triomatic system.

**What research did you do before deciding to go with this particular feeding system, and how long did you plan for this change?** We travelled to both St. Louis, Missouri and to the Netherlands to see installations of the Triomatic in action, and talk to the farmers who used them. We were also able to see the factory where the machines are made in Oldenzaal, the Netherlands.

### What do you like most about the Triomatic system now that it is in place?

1. The cows always have a fresh batch of feed coming every three hours, 24 hours a day. The bunks are never empty, except once per day when they get nearly empty for bunk management. In this way it complements robotic milking perfectly in that it keeps cow flow to the VMS evenly spread out over all hours of the day and night, as every hour of every day there are cows eating, milking and lying down.
2. Increased accuracy in weighing and mixing feed to within 1 kg on each ingredient.
3. Ability to feed multiple cow groups with the same system (ie. milk cow group #1, milk cow group #2, dry cows, and close-up heifers).
4. Feed stays fresh for longer in the manger because a day's worth of feed is not put down in one feeding. Feed also doesn't heat in the summer time with bunk management and cleanup once per day.

**How has this changed your day-to-day routine?** Except for summer months, feed can be delivered to the hoppers once per day versus mixing feed twice per day. Monitoring feed consumed, weights, inventory and refusals can be done easily with a quick check of the software. We have also seen a huge reduction in labour. We are now at 35-40 min per day versus two to three hours in the old barn.



“Our biggest success has been reduction in labour; consistency and accuracy of feed mixing and delivery; and the ability to monitor what the cows are eating more accurately.”

**What has been your biggest success since the change and also your biggest challenge?**

Our biggest success has been reduction in labour; consistency and accuracy of feed mixing and delivery; and the ability to monitor what the cows are eating more accurately. Our biggest challenge is being the first installation in Ontario – the learning happens at the same time and pace for us as it does for the technicians who are installing and servicing the equipment. Having Trioliet send two experienced technicians to finish installing and making sure everything was programmed and running smoothly at startup was a huge help.

**If you had to do it all over again, would you? And, if so, is there anything you would change?**

Absolutely! It would be ideal to have the silos beside the feed room to unload forage directly into the mixer, thus having freshest feed possible. But, moving the silos would be far too costly!

**For other producers that are considering implementing new technology like you have, what advice do you have for them?**

Go and look at the machine, technology or system you are considering to see firsthand how it works. This will help you to better visualize how it will work on your own farm. It also gives you opportunity to discuss the pros and cons of a particular system and compare it to others if needed.

**Have the changes you have made impacted your overall breeding goals or strategy for your herd?**

Moving from a tie-stall to a free-stall barn has us looking more critically at feet and legs, teat placement, etc. Our sire usage is about 50% proven and 50% genomic. The automated feeding system alone has not changed any of our breeding goals. With the sand bedded free-stalls we are looking forward to realizing both greater longevity and higher production.

**For your operation to continue to be successful, what do you need most from Holstein Canada and your other industry partners?**

Being able to have and use genetic data on both an individual and herd basis is the only way to know if we are making progress genetically, and be able to measure if our goals are being met. Ensuring we have this information available and accurate is incredibly important.

**And, since we are all cow people at the end of the day, what does the ideal cow look like on your farm?**

A high-producing cow keeps her place in our barn. When she is put together correctly and can give us this high-level of production lactation-after-lactation with ease – that is ideal.





## FARM PROFILE

### Innovation

# Ferme Geobastien



Sainte-Anne-des-Plaines, Quebec

By Olivier Roy-Tanguay T.P., Holstein Quebec Advisor

**PEOPLE INVOLVED:** Yvan & Isabelle Bastien, along with full-time employee, Mélissa Lagacé and one other part-time employee

**# OF YEARS AS A HOLSTEIN CANADA MEMBER:** Since 1976

**# OF COWS MILKED:** 47

**# OF ACRES FARMED:** 90 hectares farmed with 12 ha of corn silage, 35 ha of grasslands, 12 ha of wheat-oats-peas (herd feed) and the rest in soybeans and corn

**FACILITY TYPE:** Tie-stall

**WHAT IS YOUR FEEDING SYSTEM?** TMR since 1982

**ARE THERE OTHER BREEDS IN YOUR HERD?** In addition to the Holstein herd, we have one animal from each of the following breeds: Canadienne, Ayrshire, Jersey, Brown Swiss

**HOLSTEIN CANADA SERVICES USED:** Registration, classification & genomic testing



**What innovation have you implemented on your farm? And, how does it work?** A bull inventory app available via an internet "cloud" allows us to input the bulls we have purchased semen from, using the information to select and evaluate bulls for matings. This database allows the us to check our inventory from the barn or from the house. Links are included to allow easy access to CDN for the calculation of inbreeding. This helps Mélissa and Isabelle to quickly choose the bull at the time of insemination.

The farm also has a DelPro management system to manage cow production and health data. Also available as a mobile version, DelPro gives us the opportunity to respond quickly to any cow issues, regardless of where we are. A protocol is in place if a cow has a lower production (BHB, CMT, temperature).

While we don't see ourselves as "innovators", we are continually striving to standardize and simplify our operation. Here are some more examples of the strategies we have implemented in recent years:

- Same-day silage has been a preferred method at Ferme Geobastien for more than 10 years, long before the studies were published on this subject. Also, for more than 10 years now, no preservatives have been used when cutting hay at the farm.
- Since reading an article in the Journal of Dairy Science, the feeding for our close-up cows is now done at 4:00 p.m. This allows almost all calving to occur between 4:30 a.m. and 3:00 p.m. – no more night shifts or alarm clocks to watch the cows using the video system.
- Microfiber towels have been used for several months to help lower the somatic cell count (SCC) from 100,000 to 80,000. This decision was made based on some published articles on strategies used by US producers in the milking parlor to address SCC issues.
- Heatime heat detection collars have been used for three (3) years. This is an essential tool for heat detection, especially for our heifers in the free-stalls.



**ABOVE:** The Bastien family has created their own cloud-based bull inventory app. The top screenshot shows the list of the bulls they currently have in the tank. The bottom screenshot shows the individual form for the selected bull which includes useful links and the amount of semen available.

- Because power outages are always inconvenient, we have a phone programmed to send us a text. When the Wi-Fi and phone charger go down at the same time it indicates a power failure and initiates the text.
- During the construction of the new barn, an alley was built in front of the free-stall heifers to allow us to bed them with straw every day. Moreover, this extra width will allow us to switch to a free-stall with a robot someday; this was part of our thought process from the very beginning.
- We built the heifer barn in order to be able to insulate it, as opposed to a standard three-sided barn. This will allow us to insulate the building and build calving pens with a bedded pack this fall.

**What made you decide to put these innovations in place?** In terms of DelPro, everything is geared towards improving efficiency and maximizing the use of resources. At a glance, we can identify



the cows that have problems, even when we are away from the farm or working on other administrative or management tasks. All we have to do is ensure the protocol was followed and confirm it with the person in the barn. Efficiency and better use of the tools available are also the objective for the semen inventory program in order to continuously increase profitability in all aspects of the operation.

**What research did you do before deciding to go with any of these innovations, and how long did you plan for changes?** Every decision is made only after much thought and thorough research. Sometimes a simple trial in the barn is all it takes to commit to implementing a new strategy that will improve our herd management.

**How has this changed your day-to-day routine?** The purpose of all of our innovation is to streamline our operation and to put protocols in place. A lot of what we have implemented is to ensure that if a regular employee and/or we the managers are not onsite, a protocol is in place for contingency purposes.

**What has been your biggest success since the change and also your biggest**

**challenge?** Implementing the protocols and innovations has improved the quality of life for everyone, allowing everyone to be more efficient in their respective tasks. During the weekend, we use relief milkers for some of the daily milking, giving us the opportunity to be away from the farm with more peace of mind.

**If you had to do it all over again, would you? And, if so, is there anything you would change?** For each of the innovations we wanted to implement, we took the time to think things through and therefore haven't often had to change what we had done, or change to something else.

**For other producers that are considering implementing a new innovation, what advice do you have for them?** Do not change something just to follow a trend or "because everyone else is doing it". Make a change for yourself and to reach the objectives of your farm or your own objectives. Make sure whatever it is, it is the right choice for YOUR operation.

**Have the changes you have made impacted your overall breeding goals or strategy for your herd?** As far as we are concerned, innovations must be

implemented to meet pre-established goals or objectives – Not the other way around.

With respect to the breeding strategy, it was looked at in the past and that is how we came to the decision to aim for lower inbreeding values in the herd and develop the cloud-based bull app discussed earlier.

**For your operation to continue to be successful, what do you need most from Holstein Canada and your other industry partners?** We need industry partners who keep an open mind; pay attention to how things are conveyed; and who bring new ideas on to the farms. They must also understand the reality that today's farms are facing. We also think data exchange will be a priority. Why have different intermediaries or "middlemen" when it could be simpler? To us, a better use of technology and IT resources is necessary.

**And, since we are all cow people at the end of the day, what does the ideal cow look like on your farm?** Our ideal cow is the cow you forget about. She is of average stature with good fertility, no SCC problems and will be producing "kilos of lucrative solids" (fat/protein) for a long time!



## Innovation

### Golden Bay Dairy Inc.

St. Peter's Bay, PEI

By Jennifer Kyle, HC Communications Coordinator

**PEOPLE INVOLVED:** Erik, Sharon, Jacob & Jennifer ter Beek along with one full-time employee, Jim Mills

**# OF YEARS AS A HOLSTEIN CANADA MEMBER:** 24 years

**# OF COWS MILKED:** 90

**# OF ACRES FARMED:** 700 acres

**FACILITY TYPE:** Six-row free-stall with perimeter feeding and dry cow and calving areas

**WHAT IS YOUR FEEDING SYSTEM?** A PMR fed once per day, consisting of haylage, corn silage and dairy ration.

**ARE THERE OTHER BREEDS IN YOUR HERD?** A handful of Brown Swiss crosses, but otherwise 100% Holstein

**HOLSTEIN CANADA SERVICES USED:** Registration and NLID tags



**What innovation have you implemented on your farm?** And, how does it work? In June 2015, we began construction on our new barn that features two Lely robots to milk the cows, a Juno feed pusher and software on our smartphones to see what's happening in the barn wherever we are. We also designed the barn with perimeter feeding. We officially moved into the barn in April of this year.

**What made you decide to go the robotic route with perimeter feeding?** We chose robots for a number of reasons: flexibility and lifestyle improvements; reduced need for hired help; increased management tools; many great reports available; more frequent milkings resulting in increased production; and the increased ability to produce more milk with the same labour. And, of course, we feel robotics are the way of the future. In terms of why we chose a perimeter feeding set-up, we really liked having one group of cows for the two robots. This way if one robot goes down, the cows can continue to be milked by the other one. Additionally, we like the fact that there are no stalls around the outside of the barn – this means no snow or rain coming into the stalls and cows can't damage the airbag ventilation if they get too far ahead in their stalls. Lastly, with the cows in the middle of the barn, the fans are over top of the cows, not the feed – this helps keep the feed from drying out.

**What research did you do before deciding to go with this particular set-up and system, and how long did you plan for this change?** We had been thinking about converting to a robotic system for about three years. When we decided to go for it, we spent another year in the planning stage, and this included touring other farms, attending the Outdoor Farm Show, CDX and the Lely bus tour.

**What do you like most about your new facility now that it is in place?** There is not much we don't like about our new facility – it is a great work environment for both us and the cows. The barn is bright with great ventilation; it's quiet; the cows are comfortable with lots of space per cow; the robots have been a great choice; and we really like the perimeter feeding.

**How has this changed your day-to-day routine?** A robotic system has given us the flexibility to fit our kids' schedules into our day, while still getting the work done. We spend more time in the barn, but the work is far less labour-intensive, and we have more time to manage the herd since we don't have to physically do the milking.

**What has been your biggest success since the change and also your biggest challenge?** Our biggest success thus far has been increased milk production and happy, comfy cows! Our biggest challenge has been building the facility, but also the





"..The new barn has not impacted our breeding goals or strategy – we are still breeding for the same type of cows, they just have a comfortable new home!"

learning curve that accompanies a robotic milking system – lots to learn and get used to!

**If you had to do it all over again, would you? And, if so, is there anything you would change?** Having just gone through a build and transition, we would not want to do that again! That said though, if something happened, we certainly would and we would do it exactly the same way we did. At this point, we are happy, the cows are happy and we wouldn't change a thing!

**For other producers who are considering implementing something new or innovative, what advice do you have for them?** We would encourage any producer

considering adding something new or building a new facility to really do their research. Spend some time touring other farms and looking at the different set-ups and technology available before finalizing plans.

**Have the changes you have made impacted your overall breeding goals or strategy for your herd?** No, the new barn has not impacted our breeding goals or strategy – we are still breeding for the same type of cows, they just have a comfortable new home!

**For your operation to continue to be successful, what do you need most from Holstein Canada and your other industry partners?** For our operation to remain

successful, we need to be able to continue to register our animals. Registration ensures we have accurate pedigree information for each generation of our herd to make breeding decisions, and registered animals tend to bring a higher price at auction. In addition, we need our AI companies to continue to offer mating programs that help us fine-tune our bull selections.

**And, since we are all cow people at the end of the day, what does the ideal cow look like on your farm?** The ideal cow on our farm is a moderate framed animal with good feet and legs, proper teat placement and a rump with the correct slope from hips to pins.



**FIGURE 1: Possible outcomes when two known carriers are mated**

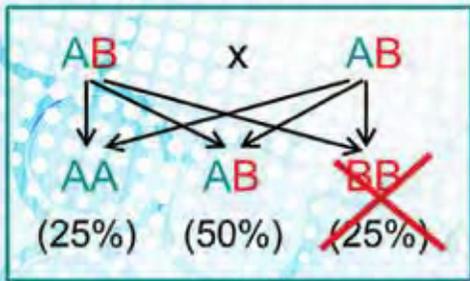
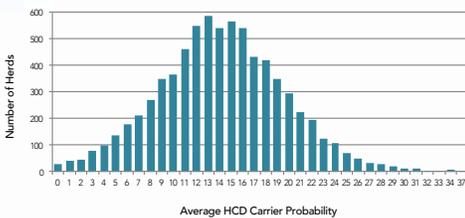


Figure 1 illustrates the possible outcomes when two known carriers are mated together. Using HCD as an example, in this situation, 25% of offspring will be homozygous dominant (AA) and unaffected, 50% will be heterozygous (AB) and unaffected but able to pass on the recessive gene, while another 25% will be homozygous recessive (BB) and die, likely before weaning.

**FIGURE 2: Distribution of Holstein Herds by Average HCD Carrier Probability**



Herds made up of more carriers than average likely have a higher proportion of daughters sired by HCD carrier bulls listed in Table 1. If bloodlines listed in Tables 1 and 2 make up a significant portion of your herd, you'll want to read on.

# MANAGING RECESSIVES & HAPLOTYPES

Does it feel like dairy cattle breeding has gotten more complicated? Truthfully... in some ways it has. We now know about many genetic recessives and haplotypes that negatively affect profitability, and in the future, we're sure to find more. In this article, learn how these genetic anomalies work, how their impact can vary from one herd to another, and how you can manage them effectively.

## How do Recessives & Haplotypes work?

An animal carries two copies of a gene or haplotype (i.e.: short section of DNA strand), one inherited from their dam and the other from their sire. An animal is said to be either "homozygous" for a gene or haplotype, meaning they inherited the same DNA section from both sire and dam, or "heterozygous", meaning the DNA section inherited from the sire and dam are different. Heterozygous animals are usually referred to as "Carriers". Most genetic anomalies in dairy cattle are controlled by genes that are recessive in nature, rather than dominant, which is the case of all of the known haplotypes affecting fertility as well as HCD, the haplotype associated with cholesterol deficiency. For genetic recessives, only homozygous animals, which have inherited two copies of the gene or haplotype, are affected. For the fertility haplotypes, affected animals die from early embryonic loss while HCD results in early calf mortality.

## Breed Frequency vs Herd Frequency

Haplotypes affecting fertility work in the same manner outlined above, only a lost early pregnancy is the result. There are five haplotypes known to affect fertility in Holstein, two known in both Jersey and Brown Swiss, and one known in Ayrshire. These haplotypes are particularly of concern for coloured breeds as the percentage of carriers within breed tends to be high (10-25%), depending on the haplotype in question. In the Holstein breed, less than 5% of animals carry a haplotype affecting fertility. However, 12% of Holstein females are carriers of the more recently discovered, more costly, and more complex HCD.

Overall carrier frequencies can help paint a picture of the scale of a problem in a given breed. Carrier frequencies can, however, be highly variable from herd to herd, meaning a genetic recessive or haplotype can be much more impactful in one herd than another. For example, Figure 2 shows the distribution of Holstein herds based on the average HCD carrier probability of the heifers and cows currently active in each herd. Although the overall frequency of HCD in Canadian Holsteins born in 2015 is 12%, we can see that many herds have higher frequencies and some are much higher! In fact, roughly 1,200 herds are made of at least 20% that are HCD carriers.

## Managing Recessives & Haplotypes

CDN calculates Carrier Probability values for every animal in its database for all haplotypes and publicly displays them on the website as part of each animal's "Pedigree" page. These values reflect the likelihood an animal carries a given haplotype and provide producers with the opportunity to manage these potentially problematic attributes in their herd. Strategies for managing genetic recessives and haplotypes could include:

- Using an AI mating program that incorporates CDN carrier probabilities for recessives and haplotypes. Verify that your AI representative is avoiding mating potential/known carrier females to known carrier sires.
- Determine potential carrier animals based on CDN carrier probabilities. Genomic test these animals to determine true carrier status. Subsequently, avoid mating carrier males to known carrier females. Again, this could be done with help from AI via a mating program that incorporates carrier probabilities since genotyped animals will have a probability of either "1%" (Free) or "99%" (Carrier).
- Create a user account on the CDN website and subscribe to the Data Management Service called "Evaluations by Prefix". Canadian breeders pay an annual subscription fee of \$100 for access to query tools and files specific to their herd for the next 12 months. Recessive and haplotype carrier probabilities for all females, genotyped or not, are available for subscribers upon download of a detailed spreadsheet that can be opened with software like Excel. This file also contains genetic evaluations for all traits. When logged in, producers can run mates via the Inbreeding Calculator. The output file from this calculator contains a probability of being affected for all potential progeny of the mating, helping producers make more informed decisions.

Avoiding carrier sires altogether is not a recommended strategy. A sire remaining in AI despite a positive carrier status for any single genetic recessive or haplotype means his genetic offering likely outweighs the fact that he may pass on a recessive gene. These sires simply need to be used appropriately on females known to be non-carriers.

Negative genetic anomalies can be difficult to keep track of and add a new complexity to breeding dairy cattle. Utilize the strategies presented in this article to minimize their impact in your herd. CDN services are there to help you do exactly this. 🐄

**AUTHORS:** Lynsay Beavers, Industry Liaison Coordinator, CDN and Brian Van Doormaal, General Manager, CDN - June 2016.

**Table 1: Carrier Sires with the Most Active Daughters in Canada**

HCD	FERTILITY HAPLOTYPE (HH1 – HH5)
GILLETTE WINDBROOK	MAINSTREAM MANIFOLD (HH3)
LIRR DREW DEMPSEY	VAL-BISSON DOORMAN (HH5)
GILLETTE STANLEYCUP	PICSTON SHOTTLE-ET (HH5)
COMESTAR LAUTHORITY	MS ATLEES SHT AFTERSHOCK-ET (HH5)
BRAEDALE GOLDWYN	O-BEE KRUSADER-ET (HH1)
COMESTAR LAVANGUARD	LINCOLN-HILL SHOT LASER-ET (HH5)
LARCREST CONTRAST-ET	DUDOC MR BURNS (HH2)
GILLETTE WINDHAMMER	REGANCREST DESIGN-ET (HH3)
GOLDEN-OAKS ST ALEXANDER-ET	CLAYNOOK TENNESSEE (HH2)
DUDOC MR BURNS	CHARPENTIER LFG SPECTRUM (HH1)

**Table 2: Coloured Breed Carrier Sires with the Most Active Daughters in Canada**

JERSEY (JH1 & JH2)	AYRSHIRE (AH1)	BROWN SWISS (BH1 & BH2)
LENCREST ON TIME - ET (JH1)	JELYCA OBLIQUE	R N R PAYOFF BROOKINGS ET (BH2)
SHF CENTURION SULTAN (JH1 & JH2)	DES CHAMOIS POKER - ET	SUN - MADE VIGOR ET (BH1)
LENCREST BLACKSTONE - ET (JH1)	DES FLEURS PERFECT - ET	HILLTOP ACRES GOLDMINE (BH1 & BH2)
ALL LYNS LOUIE VALENTINO - ET (JH1)	DE LA PLAINE PRIME	TOP ACRES C WONDERMENT ET (BH2)
HAWARDEN IMPULS PREMIER (JH1)	ST CLEMENT EDMOUR	JOBO WONDER BOSEPHUS ET (BH2)
TOLLENAARS IMPULS LEGAL 233 - ET (JH1)	KILDARE JUPITER - ET	KULP GEN PRONTO DALLY ET (BH1)
UNIQUE VS HABIT (JH1)	KAMOURASKA BIGSTAR - ET	SWISS FANTASY FERRARI ET (BH1)
LENCREST TYLER - ET (JH1)	PALMYRA BINGO - ET	SCH-RZ BS PRESID ALIBABA (BH1)
SUNSET CANYON DICE - ET (JH1)	DUO STAR POKERSTARS	PAYSSLI ET (BH2)
COMESTAR JDF BEAUTIFULL - ET (JH1)	DES COTEAUX WARNER	TOP ACRES JCS SHEBANG (BH2)



## New Young Leader Advisory Committee Members Announced

The Holstein Canada Young Leader Advisory Committee is proud to welcome two new committee members. Laurence Boulet of Ferme Boulet in St. Francois de la Rivière du Sud, Que. will serve as the Québec representative on the Young Leader Advisory Committee. Sarah MacDonnell from Judique, N.S. joins the Advisory committee as the Atlantic representative.

### 1. What are you looking forward to most during your time as a Young Leader Advisory Committee member? **Sarah MacDonnell**

**(S.M.)** I am looking forward to meeting new people who have the same passion for Holstein cattle as I do. Enthusiasm is something this committee is rich in. If we can work together to reach out and get other young farmers as enthusiastic about the breed as we are, then then we have done our job.

**2. Why did you want to become involved with the Young Leader Program? **Laurence Boulet (L.B.)**** I was asked to sit on the committee, which was a huge honour for me. This opportunity allows me to share my knowledge and experiences, as well as enrich my own life as I learn from others' experiences as young leaders.

**3. What is the most significant challenge facing the next generation of Dairy producers? **S.M.**** The dairy industry has seen many ups and downs over the years but one thing that remains a constant is the need to be efficient. In order to remain profitable in a setting where input costs are inflating at a rate greater than revenue, we must be able to get the most out of every animal raised on the farm.

**4. What types of youth programs or workshops do you find most beneficial? **L.B.**** At the convention, farm visits and hearing the perspectives of different producers; their way of thinking and how they work proved very informative and inspirational.

**5. What are some ideas of you have for increasing youth engagement in the dairy industry? **S.M.**** Today's youth have a big social media presence. Holstein Canada has done a terrific job thus far getting the youth engaged with their online accounts. I think there is great potential to get the younger audience engaged in discussion via online presence, whether it be webcasts or discussion boards.

**6. Have you attended the Young Leader Convention? If so, what did you take away? **L.B.**** Yes, I had the chance to participate in the Young Leader Convention and what I liked most was the large network of contacts that I was able to make during those four days. I



Sarah MacDonnell



Laurence Boulet

now know many young people across Canada who share my passion for the dairy industry.

### 7. In honour of the Olympics taking place this year, what dairy farming related task do you think could be an Olympic sport?

**S.M.** Upright silo climbing! **L.B.** The triathlon is a combination of three different sports. Perhaps we could change the sports to be associated with dairy farming as a good dairy farmer must perform more than one area of the farm. Just like in sports, to reach the top, perseverance and passion are essential.

### 8. What role do you see young dairy producers having with Holstein Canada? What services are they looking for from us?

**S.M.** I think that the young dairy producers have a lot to offer to Holstein Canada and I feel they are keen on working in synergy with Holstein Canada to continue to develop the Canadian cow. This question was presented to 2015 Young Leader Convention group and it was discussed that there is a lot of information currently available but it needs to be better understood. Showing young producers how to decipher that information in order to use it as a management tool to improve our breeding strategies would be a big opportunity. **L.B.** I think when you are young, you are there to learn and create a network of contacts in the dairy industry. Therefore, Holstein Canada needs to continue to support us in our learning and help to create these networks.

While we look forward to having Laurence and Sarah join the committee, we would also like to thank Nick Brown (N.B.) and Mélissa Marcoux (Que.) for their dedication to the Young Advisory committee over the years and wish them all the best in their futures! 

# #FrameTheHerd Photo Contest – Theme #7

Great photos are still rolling in for the #FrameTheHerd Photo contest! Thank you to everyone for your submissions!

Check out our Top four finalists from Theme #5 – Farm Scenes!



Watching the cows enjoy their first spring day out on grass at Steenholl Dairy Farm! – submitted by Shannon Steen, Norwich, Ont.



Lady of the house at Port Hill Milking Co – submitted by James Rapport, P.E.I.



The gang's all here! Mississi, Kiki and Joblack enjoy a little sunshine at Dameya Holsteins – submitted by Myriam Schneider, Glen Robertson, Ont.



A crisp morning awaiting milking time – submitted by James Rapport, P.E.I.

## THEME #7: INDUSTRY PARTNERS

Success on a farm is often due to the efforts of all the people involved in the operation. While this is obviously the people completing the day-to-day work, many “farm teams” now also include a number of outside experts who help to ensure every aspect of the farm is running as it should. In the spirit of the “farm team”, we want to see your favourite photos featuring your industry partners and the great services and advice they provide. Fire up your cameras and smart phones and send us your best photos of your nutritionist, semen salesperson, vet, milk tester, custom operators, classifiers, service reps – anyone who helps your operation reach success – at work with you on your farm! As always, bonus points if you can sneak a Holstein Canada logo in the photos somehow (hats, jackets, etc.). Be sure to send us those all-breed photos as well!

DEADLINE OCTOBER 31, 2016

## THE DETAILS:

- Photos should be high-res digital images (300 dpi is preferred)
- There is no limit to the number of entries per person
- Any visible animals MUST be properly tagged to be considered

Entries are to be emailed to [socialmedia@holstein.ca](mailto:socialmedia@holstein.ca) and should include the names of any people and animals, as well as the prefix when possible. \*If you do not have access to email, but wish to participate, call Jennifer at 1-855-756-8300 ext. 234 to make alternate arrangements.

## Gene Test for Cholesterol Deficiency Now Available

### CHOLESTEROL DEFICIENCY (CD)

is a recessive genetic defect recently discovered in Holstein cattle that causes young calves to die within months after birth. An animal affected by this defect usually suffers from chronic diarrhea, weakness, loss of appetite and reduced weight gain, leading to eventual death, even with medical treatment. Without the required fat-producing cholesterol, it is impossible for the calves to convert energy to fat – fat needed to carry out basic physiological functions. Most of these calves die within the first six months of life, while some have reached older ages. However, there is a lot of cost and time invested in trying to improve calf health.

The research that identified this genetic

anomaly found the original source of the gene mutation was the Holstein sire *Maughlin Storm*, and has now spread through the global Holstein population via many of his descendants. See the article “Managing Recessives & Haplotypes” on page 18 for more details on the research. The gene test now available allows an absolutely certain determination of the causative mutation; an improvement from the indirect haplotype-based test results.

CD tests can be requested by sending your sample (hair, swab or tissue) to Holstein Canada using the Genotyping Request Form. The form is available on Holstein Canada’s website / Animal Inquiry on the home page – [www.holstein.ca](http://www.holstein.ca). The cost of the CD test is \$40.00. All results

are published in accordance to World Holstein Friesian Federation policies and will appear on our website / Animal Info Sheet and official documents (Certificate of Registration and Pedigree) as follows:

**CDF = tested non-carrier / free of cholesterol deficiency**

**CDC = tested carrier of cholesterol deficiency (heterozygous)**

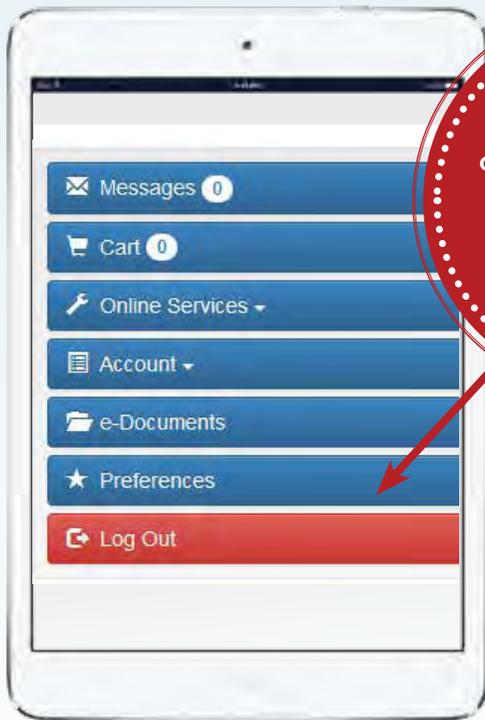
**CDS = tested true carrier of cholesterol deficiency (homozygous) and expected to be affected**

For more information, contact Customer Service at [customerservice@holstein.ca](mailto:customerservice@holstein.ca) or 1-855-756-8300. 🐄

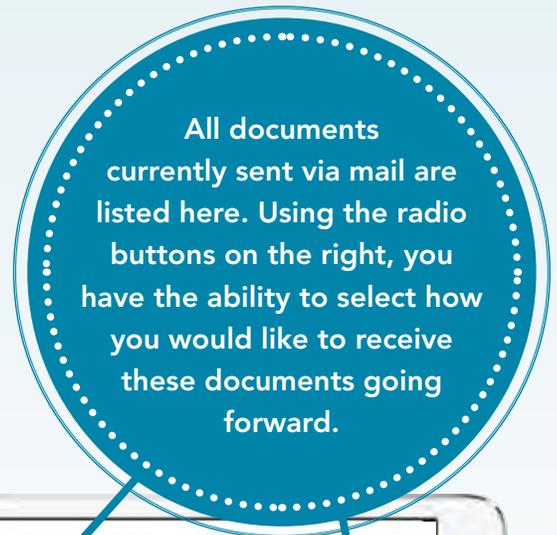
# To Mail or Not to Mail...Set Your Preferences Today!

**FOR MANY YEARS**, any documents being provided to you by Holstein Canada were paper – this included all Certificates of Registration, pedigrees, invoices and statements, genotyping and genomic reports, awards, etc. At Holstein Canada, we are excited to announce that we are now able to offer the ability for you to set your own preferences for how you would like to receive your documents from us.

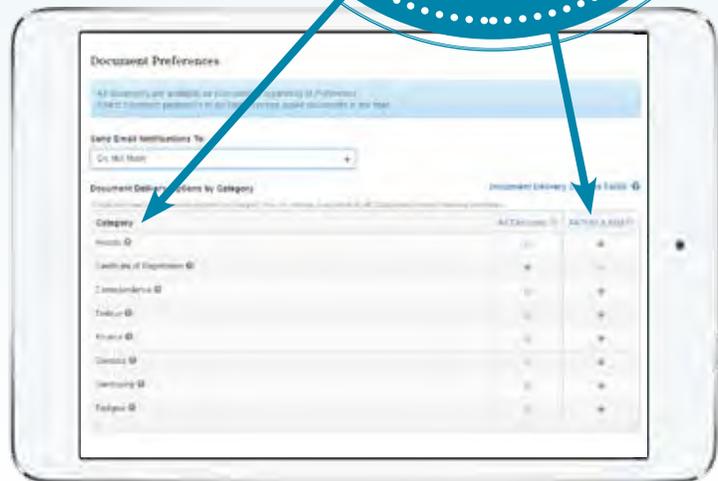
This new document preference feature can be accessed through your online web account.



The preference feature can be found in the main menu on the left-hand side of your web account.



All documents currently sent via mail are listed here. Using the radio buttons on the right, you have the ability to select how you would like to receive these documents going forward.



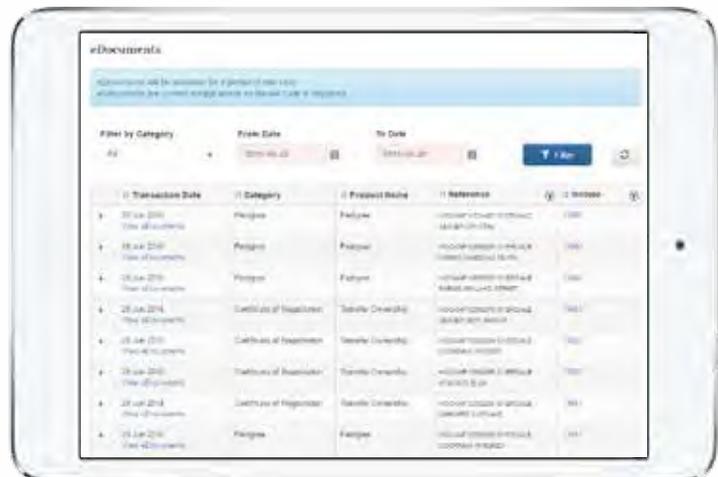
## You've chosen to receive your documents electronically...now where do you find them?

All of your new e-Documents (e-Docs) can be found under the "e-Documents" tab found in the main menu on the left-hand side of your web account. Your e-Docs will remain here for one year, after which they will be found under the "Herd Management" tab in your account.

e-Documents are a great way to receive your documents quickly, while also reducing the amount of paper and mail you receive from our office. All documents have been designed so that, should you choose to print them at home, the documents will print in high quality, and without compromising any information on the document.

## Don't have a web account?

Visit [www.holstein.ca](http://www.holstein.ca) or contact Customer Service to sign up today and save a tree!



# Active Females Lists Available Online

**NEED TO ACCESS** your Active Female List and don't want to wait for the mail? Did you know your Active Female List can be found in your web account? Once in your account, use the following steps:

- Click "Online Services"

- Select "Conformation"
- From the list of visit dates, select the most recent visit date
- On the top right-hand side, select "Active Milking Females"  
Your list will download as a PDF!

# Cow Awards Coming Soon



Holstein Canada's cow awards have a new clean, modern look! As we get ready to begin mailing out awards again this fall, we thank you for your patience throughout the upgrade process. Rest assured that awards have been calculated continuously and updated online even though hardcopy certificates have not gone out since last October. Would you like to receive your awards electronically and have the ability to print them yourself if you wish? Use the electronic preferences detailed on page 22 to set your preferences for awards today!

# TOP SIREs ACCORDING TO AVERAGE FINAL SCORE OF 1ST LACTATION DAUGHTERS

Based on 1<sup>st</sup> Lactation Classifications from May/June 2016

### Top 10 Sires with 100+ Daughters Classified in Two-Month Period

### Top 10 Sires with 30-100 Daughters Classified in Two-Month Period

Sire	Daughters Classified	Avg. Daus Score	Avg. Dam Score	Sire	Daughters Classified	Avg. Daus Score	Avg. Dam Score
G W ATWOOD	225	82.23	82.61	GOLD CHIP	67	82.87	82.97
WINDBROOK	246	82.16	82.54	YORICK	42	82.83	82.48
DOORMAN	228	81.72	81.46	ELABORATE	45	81.44	80.40
DEMPSEY	167	81.60	81.32	LET IT SNOW	84	81.40	82.02
SID	125	81.58	82.20	SANCHEZ	60	81.32	82.03
NUMERO UNO	231	81.12	81.06	CHIPPER-P	57	81.16	81.05
CHELIOS	262	81.00	80.27	REGINALD	99	80.91	81.24
FEVER	799	80.97	81.03	SHADOW	44	80.61	80.25
DORCY	151	80.83	80.61	ZELGADIS	62	80.55	80.29
LAUTHORITY	130	80.77	81.35	LUMI	42	80.52	80.55

**NOTE:** Daughters are included in the statistics only if both the daughter and her dam calved for the first time before 30 months and were both first classified within the first six months of lactation. Sires listed must have >=50% of daughters that improve in score over the dam.

# CLASSIFICATION SCHEDULE

MID-ROUND **MR**

## SEPTEMBER

- ON Thunder Bay, Nipissing, Algoma, Timiskaming – Cochrane
- QC Sherbrooke, Stanstead
- QC **MR** Lotbinière

EARLY

- ON Dundas, Stormont, Wentworth, Niagara
- ON **MR** Perth
- QC Compton
- QC **MR** Nicolet, Yamaska, Arthabaska, Mégantic

MID

SK

- ON Glengarry, Brant, Haldimand, Norfolk
- QC Frontenac, Beauce
- QC **MR** Drummond

LATE

## OCTOBER

- ON Russell, Prescott, Carleton
- ON **MR** Leeds, Grenville, Lanark, Renfrew
- QC Dorchester, Lévis, Bellechasse, Québec, Montmorency
- QC **MR** Bagot, Saint-Hyacinthe

EARLY

- ON Pontiac
- QC **MR** Québec West, North Shore Central, Deux-Montagnes, Terrebonne, Abitibi, Témiscamingue

MID

BC **MR**

- ON Middlesex, Elgin
- ON **MR** Halton, York, Peel
- QC Montmagny, L'Islet

LATE

AB

## NOVEMBER

- ON Lambton, Essex, Kent
- ON **MR** Bruce, Simcoe, Huron, Grey, Dufferin
- QC Kamouraska, Rivière du Loup
- QC **MR** Québec North Central

EARLY

\*Please visit the website for the most up-to-date Field Service Calendar

# YOU'RE INVITED! COME SEE THE **NEW** HOLSTEIN GEAR!



**VISIT US AT THE ROYAL! BOOTH #5513 FROM NOV. 4<sup>TH</sup> - 13<sup>TH</sup>, 2016  
OR ONLINE AT [WWW.HOLSTEINGEAR.CA](http://WWW.HOLSTEINGEAR.CA) .**

*info* **Holstein**

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