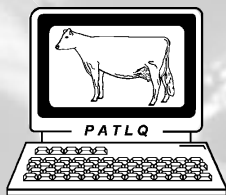


Newsletter



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VISION2000: PARALLEL TESTING

Testing of VISION2000 at the offices of PATLQ has been underway for some time now. The VISION2000 implementation team has been working hard at putting together a plan to have VISION2000 tested in parallel with our existing system. What does parallel mean? It means that we will mirror the same functions in the VISION2000 system as we do in our existing system. It also means that we will verify the results of these functions against the existing system to be sure we get the same results. The following functions have been considered:

1. Data entry
2. Transfer of data to and from office
3. Processing, editing and calculating of data
4. Output of data (Printing of reports, billing, TIP files, exports to industry partners etc.)

Parallel testing will begin on March 24th for 238 herds for both ADLIC (Atlantic Dairy Livestock Improvement Corporation) and PATLQ. All advisors from ADLIC and PATLQ will be involved in testing. Along with most staff from the offices of ADLIC and PATLQ. This testing will continue for a minimum of 3 months

and a firm date for implementation will be announced when we are satisfied with the results. During this period, we will introduce additions to the testing such as the feed system, new options procedures, and additional reports.

This parallel testing period will allow us to ensure that when we implement, it occurs as transparently as possible to you our clients. It also gives our staff the time required to get familiar with VISION2000. This will in turn help explain the new features built in VISION2000.

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PROM-S PROMOTION CAMPAIGN

PROM-S promotion campaign instigated by PATLQ in collaboration with CIAQ is at its height. Since the 1st of November 1998 until the 15th of December 1999, all PROM-S users will receive coupons making them eligible for the draw of 5 heifers, one in each region of PATLQ, the draw being done at the Salon de l'Agriculteur 2000. The frequency of the service and the inscription to "Identification Operation" during the campaign increase the chances to win.

Here is the heifers pedigree stemming from the last technologies (embryo transplant and sexing). They will be born at the end of October. To get a chance to win one of these heifers, speak to your PATLQ advisor.

Sir: SHOREMAR JAMES
Dam: ANDFAR INSPIRATION SUCCESS
EX-92 USA
03-03 365 10501 412 3.9 355 3.4
Sir: HANOVER-HILL INSPIRATION
Dam: ANDFAR VAN SENSATION-TWIN
VG-86 USA
6 lact. 63908 1960 3.1 2120 3.3

Sir: SHOREMAR MASON
Dam: CAERNARVON MARK JEM - ET
VG-87
3 lact. 35667 3376 3.9 1166 3.2
Sir: WALKWAY CHIEF MARK
Dam: BESHORE ROTATE BUPPLYNN JODY
EX-91 USA 2E
3 lact. 34468 1347 3.9 1138 3.3

Sir: STBVQ RUBENS
Dam: MASKITAA JUBILANT TRINA
EX
4 lact. 43017 1713 4.0 1523 3.5
Sir: MEADOLAKE JUBILANT ET
Dam: DE LA PRESENTATION TINA
GP
5 lact. 40083 1391 3.5 1332 3.3

MORE THAN A “PROM-S” - RESULTS!

Steve Adam, T.P. PATLQ

Remarkable improvement

The Pasibri S.E.N.C. Farm from St-Roch de l’Achigan has a herd of 27 cows in lactation and 23 heifers. The owners, Gabriel Brien and his son Patrice, formed this enterprise in 1994. Since then, their herd has shown remarkable improvement. The average milk production increase of 500 kg every year has now reached 8091 kg with an MCR of 174 for milk, 181 for fat and 179 for protein.

This progress can be explained by the close attention paid to the herd, particularly to the heifers, for which a better breeding strategy was designed.

Genetics and the use of PROM-S

Patrice has set his heart on genetics as a management tool. With François Lemaire, his PATLQ advisor, he started to measure his heifers every two months to verify the breeding results. When PROM-S was launched, he did not hesitate to give the data of growth, weight and height, and also the serving and feeding data. Patrice adds: “When we started to measure our heifers, we soon noticed that they had a slow development during the summer period, while they were grazing.”

A solution that makes a difference

To correct this deficiency, ensilage and dried hay are brought daily to the grazing cows. The animals have also permanent access to a protein block and one of mineral. “The solution might not be the best one but it certainly gives better results than simple pasture.” says Patrice.

Construction of stalls

When heifers are born, they are put in a pen. Lots of sucking problems occurred after milk feedings, however construction of individual stalls totally eliminated these problems. Heifers are kept in individual stalls until severing which means around 6 weeks of age. Then, they’re transferred to pens in groups of 4 to 5 heifers, without going out until 8 months of age. During winter, the 8 month old heifers are kept in in-

dividual stalls whereas they go out in the pasture during summer.

The advantages of PROM-S and above all: results!

With the help of his advisor François Lemaire, the owners of the farm study the PROM-S reports. The percentile ranking enables them to select the best young animals to join the farms milking herd. The Briens always have a close look at the data on weight at breeding. In the past two years the age at calving has improved by two months, from 26 months to 24. The weight at calving has also improved from 530 kg to 560 kg during the same period. Furthermore, the height is a lot better: “We had the weight but not the height to match” says Patrice. Presently, the percentile rank for the weight is 80 while it is 76 for the height. According to Patrice:” We are very motivated to improve our herd. I could even say it’s a passion and that the follow-up of our heifers with PROM-S has a lot to do with it.

Future targets

The Pasibri Farm wants to continually improve the genetics of its herd; what’s more they want to make it profitable. On the technical side, the target is a weight of 620 kg at first calving at 24 months old: this reasonable target should soon be reached.



Pasibri Charles Loretta,, the pride of the farm with the help of PROM-S.

YOUR PATLQ ADVISOR: AN ACE UP YOUR SLEEVE!

Bernard, Monique and Alain Couture are the owners of the Ferme Bergelain Inc in Lyster, enrolled on PATLQ for the past 19 years. The herd has 34 pure-bred cows with an average production of 11066 kg of milk and a BCA of 225-218-235.

The Coutures use the services of their PATLQ advisor, Claude Deshaies to good effect. Each month, the food intake of the cows is adjusted individually according to the animal's performance. RATION'L allows the balancing of food intake at a lesser cost, while respecting all the nutritional constraints and the specifications given by the owners. Once in a while, other services such as urea analysis and milk planning are used. Between two tests the average milk production of each cow is verified again and minor adjustments, if needed, can be made to the quantity of supplementary intake.

The food intake consists of 3 kg of dry hay in the morning and 3 different kinds of round husks for the rest of the day. "The cows can eat all they want" say the owners. The grain supplements are balanced, half and half (meal and corn), and a commercial food supplement is added for cows with milk production over 50 kg. With such large quantities of forage and 3 to 6 kg of corn per day, the balance of minerals is

quite an important stage of the follow up of feeding, so the advisor pays close attention to this.

Urea analysis three to four times a year, confirms that the food intake is appropriate considering the level of production. The advisor validates the quantity and the quality of the forage and sees to it that the body condition of the herd is optimal.

The Coutures make sure they get the maximum profitability. Even with a high level of production, the forage milk of the farm is at 2088 kg and feeding cost per hectolitre is 11.82\$ (the average in Quebec being 13.97\$) The protein-fat ratio for the past year is 0.94.

Herd management is also a strength at the Bergelain Farm. As a matter of fact, in the past three years, the Couture have obtained a TPI (Total Performance Index) of respectively 98,98 and 99. This last result classifies the herd amongst the top 1% of the herds in Quebec for their management this year.

With the TPI, the Coutures easily identify, with their advisor, the strengths and weaknesses of the farm. Three years ago, the weight of the heifers seemed a little too low to maintain or to improve the herd results. Following the advice

of their advisor, during that summer, the Coutures modified their follow-up procedure for the heifers. They brought them closer to the cowshed to carefully follow the food intake and to give them a greater access to the water supply. Result: the weight of the calving heifers has gone from 590 kg three years ago to 630 kg today and all of this, at the same age (29 months).

The Coutures really appreciate the PATLQ services provided by their advisor. You wonder what their target is now? To reduce the age at calving of their heifers to 27 months while maintaining the lowest feeding cost, exploiting the forrage more than ever.



Claude Deshaies (left) with the Couture of Ferme Bergelain inc.

UREALAB: MORE USEFUL FOR YOU THAN EVER THIS WINTER!

The usefulness of measuring milk urea nitrogen has been demonstrated unequivocally this winter. Indeed, growing conditions experienced in many regions in 1998 caused rations to provide more energy and less protein available to rumen microbes. Consequently, mean milk urea concentrations were lower this winter compared to previous years, a trend observed not only in Quebec but in other areas of the northeastern part of the continent (more details in the April issue of *Le producteur de lait québécois* and the *Quebec Farmers Advocate*). In several cases, changes to the ration aimed at increasing rumen available protein turned out to be very profitable. To take advantage of the milk urea nitrogen analysis service, talk to your PATLQ agent.

GHISLAIN CÔTÉ, ADVISOR, CARES ABOUT THE MIDDLEVIEW FARM

Top for TPI (Total performance index)

The Middleview dairy farm of Clarenceville, owned by Monica and Serge Breault is in the top 1% for their TPI for the second year in a row. Let's see how their advisor, Ghislain Côté, helps them improve the performance of their herd.

The owners' testimony

The Breaults reveal: "Ghislain is interested in our business and he encourages us to get better at what we do all the time. He doesn't just pat our backs for good results! He tells us what could be improved and then, we work together on that. "We have confidence in Ghislain and we follow his recommendations. He is knowledgeable, at the leading edge of progress in genetics and we take advantage of this in our discussions and with his suggestions. Even when our opinions are different on certain subjects, discussing them always brings a solution that makes us move ahead. In our opinion, PATLQ milk recording would be a lot less attractive if we did not have confidence in our advisor. We could say Ghislain represents 80% of the services we get. We never hesitate to consult with him whether it is about a change in the food intake or about other services. Ghislain also takes the time to call us between tests to check on how well the herd is dealing with the changes we've made. "The follow up he does proves his interest in his work and that we are important to him." On his side, Ghislain says that his interest in his customers is most likely proportional to the interest the customers have in his services and his recommendations.

The cost is not limiting

The Middleview Farm uses the majority of PATLQ services. The feeding of the herd (TMR one group) is always a priority. The farm often resorts to forage analysis, to URÉELAB and also to RATION'L to validate the food intake. The other services are used on occasion depending on the farm's needs. According to the owners, the hourly invoicing and the cost are not limiting when the services are well done. At the Middleview Farm, Ghislain is used to an hour and a half to two hours every month, or even more on occasion.

Very involved in the farming milieu

The Breaults like to see the involvement of their advisor in the farming milieu; in fact, Ghislain organizes trips and farming events of all kinds all the time. The fact that he is impartial facilitates his job when he has to bring farmers together, and help them get their money's worth.



Ghislain Côté discussing with Serge and Monica Breault about the cow's state of flesh.

TPI 1998

The total performance index or total performance rating combines 10 management criteria which are: production of milk, fat and protein, calving interval, number of breedings per conception, number of days dry, the age and weight of heifers at first calving, the average weight of the herd and the somatic cell count. This rating enables you to compare your herd performance with the provincial average performance for these 10 criteria.

A herd that has a TPI of 99 (percentile ranking of 99) is in the 1% top overall performance of its breed at the provincial level.

PATLQ gives a certificate to every client who's herd has a TPI of 99.

Here is the list of **TPI 99** winners for the year 1998.

Holstein Monthly Herd, MacDonald College Farm	Ferme 7 Terres inc., Saint-Sévère
Ferme Franche enr, Saint-Hermas	Ferme Claula, Sainte-Gertrude
Ferme Vachale enr, Sainte-Anne des Plaines	Ferme J.C. Perreault et Fils, Saint-Alexis
Ferme Reynold inc., Saint-Charles	Jocelyn Masson, Oka
Ferme Péladeau et Fils inc., Melocheville	Ferme Ricagri inc., Leclercville
Ferme Rigo, Pont-Rouge	Denis Bergeron, Sainte-Croix
Marcel et Daniel Godin, Sainte-Eulalie	Ferme Viauland enr., Saint-Stanislas
Ferme Phamilou inc., Upton	Ferme Vaudal inc., Vaudreuil
Ferme Michel Guimond SENC, Wotton	Ferme Okalac SENC, Oka
Bernard Martin, Sainte-Cécile de Milton	Les Entreprises Agricoles M. Dagenais, Oka
Ferme M. & S. Genest enr., Saint-Casimir	Ferme Riter enr., Saint-Sylvestre
Ferme Gilair enr., Saint-Tite	Claude Pérusse, Parisville
Ferme Pétri inc., Sainte-Hélène de Kamouraska	Ferme Rodrigue et Frères, Saint-Donat
Marcel Richard, Saint-Romain	Ferme Va-Ber, Saint-Joseph de Beauce
Benoit Dubé, La Pocatière	Michel Bournival, Saint-Barnabé
Ferme Verdelaît enr. Sainte-Hénédiène	Ferme Floco inc., Saint-Grégoire
Benoit Coulombe, Delisle	Jeannine B. Poirier, Richmond
M. Bernard H. Bournival, Saint-Barnabé	Gilles Duchesne, Chicoutimi
Ferme Caron et associés, Isle Verte	Ferme Port Jolait, Saint-Jean-Port-Joli
Marcel Guay, Chatham	Ferme Beauchesne SENC, Princeville
Réal Marcoux, Saint-Fortunat	Tannahill Farms reg'd, Ormstown
Jean-François Beaudoin, Sainte-Marguerite	Mario Larochelle, Saint-Prosper
Conrad Giroux, Saint-Bernard, Dorchester	Pierre Fiset, Saint-Augustin
Carl Marquis, Sainte-Croix	Ferme Violait SENC, Saint-Ignace
Swisskess inc., Clarenceville	Ferme Middleview inc., Clarenceville
Ferme Beauvide inc., Sainte-Angèle de Monnoir	François Paiement, Saint-Benoit
Ferme des Mazys, Plaisance	Roland Kesselring, Upton
Ferme A.J.L. Lemaire inc. Sainte-Brigide	Ferme Cristallina, Saint-Barthélémy
Les Fermes Gasser, Pike River	Denis Bruneau, Sainte-Cécile de Milton
Fritz Schirmacher, Saint-Valentin	Ferme Pittet inc., Saint-Tite
Noël Bélanger, Saint-Valère	Ferme Maroch enr., Saint-Ephrem
Ferme Bergelain, Lyster	

**PATLQ
LISTENS
TO YOU:
1-800-266-5248
1-800-BON-LAIT**

Do you have a comment or suggestion concerning one of the numerous services offered by PATLQ? Our 1-800 line has been designed especially for your comments. These tell us how to improve the quality of our services in order to satisfy you - our clients! Leave your name and client number after your comments on our voice mail line. All your comments will be considered. Remember: PATLQ listens to you.

PATLQ-NEWS

MODIFICATION TO PATLQ's TELEPHONE SYSTEM

Since February 15, modifications to our telephone system, (514) 398-7880 have been in use. An automated telephone guide helps you access PATLQ's head office services at any time of the day. Now you can leave a message when the person you wish to talk to is not available. These modifications increase the access and the quality of the head office's services to our customers. The relationship with your local Customer services agent remains your best way of communication with PATLQ.

Here is a list identifying strategic services offered at the head office:

REMINDER LIST



Most often called PATLQ's head office services

Administrative Services

Rates and customers account	7501
Equipment or material purchasing	8635

Services techniques


Milk recording standards	7827
Feeding management	7849 and 7529
Customer training	7517
Interpretation of milk recording data	7519

Information Services

Corrections on the data base and reports	0701
Transfer Information from PATLQ (TIP)	7592

Lab Analysis Services

Analysis of milk components and somatic cell counts	7878
Forage analysis	7712
Reference analysis and calibration samples	7993



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