



Newsletter

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Vision2000 is born!

Vision2000 is now a reality in Quebec. For more than three years, Quebec, the Maritimes, Ontario and Western Canada have worked together to redesign their production analysis tool into a single Canadian program known as *Vision2000*. This program has been used since July to process data from herds registered for milk recording in British Columbia and will soon be used in the Prairies. In September, it will be available for customers in Quebec and the Maritimes. It will be ready for Ontario next October, and that will complete the consolidation of data processing for every Canadian herd in a single data base located in the PATLQ's executive offices and managed by the different Canadian partners mentioned above.

What should we keep in mind about *Vision2000*?

Vision2000 is a high-performance software capable of processing data from more than 15,000 Canadian herds. The costs related to its future development and operation will be shared by the provinces. *Vision2000* was the one and only way to make sure that milk recording could stay affordable in the future and meet the high requirements of Canadian dairy companies.

Vision2000 offers a toolbox of new options for service meeting your most diversified needs. The new, very visual reports include cow or herd profile and many graphics. They also facilitate the data interpretation and enable to recognise the reliability more rapidly. Among other things, *Vision2000* identifies the time of lactation and its peak period as well as its persistency.

Vision2000 is a production-analysis program for your herd in the year 2000 and the years to come. More than ever, we talk about profitable information on the farm. The PATLQ promotes the **infoprofitability**, and among future possibilities, the opportunity to send or receive data by computer communication and to print only what is necessary seems very promising. *Vision2000* used everywhere in Canada confirms the confidence that milk recording agency partners have in its performance.

We invite you to discuss the various possibilities of *Vision2000* with your PATLQ

customer service advisers. Explanatory documents will soon be available and you will be invited to participate in information sessions on the subject. Just as you attend to the development of your new young heifers in the barn, you should now discover the great potential and tremendous possibilities that *Vision2000* can offer you.

We are dedicated to serving you well and to bringing you the specific tools you need. Thank you for your continued interest in the PATLQ.

Bertrand Farmer
General Manager

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The PATLQ 1999-2000 business plan: definitely future oriented!

The great changes occurring in our present environment require us to anticipate and plan ahead instead of always being affected by them... Just as it is important for you to plan your herd production according to the available quota, the feed distribution according to the available stock, and the investments to place in the farm, it is also imperative that the PATLQ plan actions after considering its customers' needs and the environment in which it operates.

Since the PATLQ's mission is to offer services, tools and training to increase your business productivity and profitability, today we will explain the projects we are planning for 1999-2000:

Implementation of *Vision2000*

As of September 1999, *Vision2000*, a new production analysis program including new service options and new reports, will enable customers registered with the PATLQ to take even more enlightened decisions on the farm. PATLQ customer service advisers will inform you about information sessions on this new program in the coming year. We invite you to actively participate. Information documents will be available to explain the new reports.

The year 1999-2000 will be directed to the promotion and extension of this new tool, *Vision2000*. More than 50% of today's dairy farms have a computer on the farm and in 1999-2000, the PATLQ will study how telematics may improve information transfer to our customers: the telematic transfer of laboratory results, numerous reports, news media, etc.

A new day is dawning: the era of **infoprofitability** on the farm for the processing and transfer of farm data to central data bases, and the PATLQ, with other partners, wants to contribute to this achievement.

Design of integrated software for data entry on the farm

A software package (*Windows* version) will be designed in collaboration with many dairy and beef partners. It is **integrated software for data entry on the farm** that should eliminate duplication, minimize errors and facilitate transfer to the analysis and data processing centres, then to be

used by our advisers as well as by customers who wish to do so. An association with the Agri-Gestion Laval group will match up the expertise of the two parties and share costs related to this project.

Intensification of the present services promotion

Many services were recently developed at the PATLQ and, by intensifying their use, the greatest possible number of companies will be able to take advantage of them. Emphasis will be placed on promotion of *Vision2000* and on services such as *PROM-S* (management of young heifer breeding), analysis of livestock feed, URÉELAB and VMEM (verification of milking equipment and methods).

These three big projects form the major part of the agenda of the PATLQ and its 300 employees in the year to come. We hope that these actions will be very profitable for you. The PATLQ Board of Directors, most of them producers, is more than satisfied to see how the PATLQ is adapting to the next millennium, to the benefit of Quebec's and Canada's dairy producers.

Bertrand Farmer
General Manager

Year 2000

- Both the NASCO and OHIO precision timers have been verified and are Y2K compliant.



Erratum

There was an error in the PATLQ 1998 Production Report. On page 39, Garonne's farm should have been ranked fourth in Dorchester County. You will find the corrected version of page 39 attached. We apologize for the inconvenience.

PROM-S... a real motivation!

Martin Grenier and Céline Turcotte are the owners of the Cymart farm in Saint-Léon-de-Standon. Each of the 22 cows in the herd annually produces 9,215 kgs of milk with an average of 3.59% fat and 3.31% protein.

Some years ago, Mr. Grenier's breeding results were comparable with the average. The weight of the young heifers approximated those in Quebec growth charts but were considerably lacking in height.

The PATLQ's adviser Luc Larrivée had no need to convince the owners that heifer breeding is important. Their herd had been registered with *PROM-S* from the start, in February 1997. Mrs. Turcotte also took the course on dairy heifer management and feeding given by the PATLQ.

During the winter, heifers are measured and weighed every month. It has become as routine as recording the milk output of cows. Every month, the adviser calculates the feeding recommendations. This enables feed for the heifers to be adjusted to their specific needs, depending mostly on the forage supplied. Stringent follow-up rapidly identifies the breeding weaknesses and indicates the immediate solution.

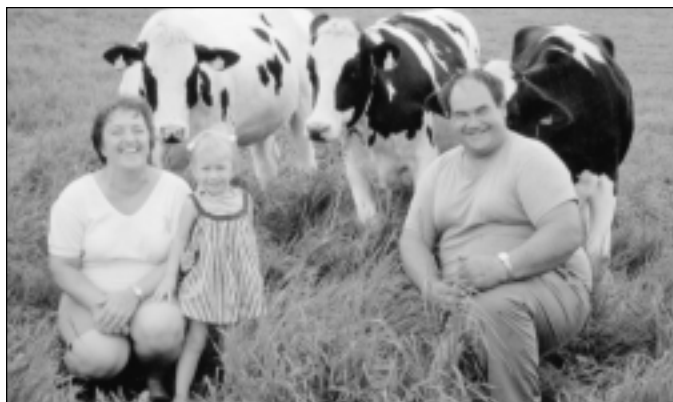
One of the big changes in the last 2 years concerns pasturing. It is now completed with silage in round bales, a suitable feed block and minerals. Furthermore, particular attention is given to the source of protein, in summer as well as in winter; it is chosen depending on degradability. In addition, control follow-up helps to identify the heifers to calve and thus, to prepare them better.

The results are significant: the development of young heifers is now balanced, i.e. the percentile ranking for weight is 82, and that for height is 88. The historical data curve for the herd shows that young heifers are developing normally throughout the rearing period, without any decline. Today, 65% of the young heifers (11/17) are above the percentile ranking of 90 for height. In addition, Mr. Grenier stated that feeding costs have decreased.

The milk record report shows that heifers weigh 610 kgs (weight after calving) and are 28 months at first calving. The next heifers to breed will be two to four months younger and Mr. Grenier is aiming for an average of 24 to 25 months at first calving.

Mr. Grenier and Mrs. Turcotte are very satisfied with the progress of their heifers have made with the help of *PROM-S*. "It creates motivation and encourages us to do better every month", said Mr. Grenier.

Raymond Castonguay



The Grenier-Turcotte family in front of some gestating heifers at pasture.

PATLQ: an excellent management tool to reach your goals!

Clémence Bonneau and Julien Pelletier of the farm Agrimatic enr., can testify to the statement above: "In August 1990, we bought a dairy farm in Saint-Charles, Bellechasse County. The non-family company then consisted of 45 heads of crossbred cattle, PIN identified. The herd had an average production of 6,500 kgs of milk per cow. The 150-acre farm was not drained and the buildings and equipment were more or less functional. We applied for the PATLQ's services in order to make the business profitable. Our first goal was to reach average milk production of 10,000 kgs per cow."

This goal was attained seven years later when average milk production on December 31, 1997, was 10,862 kgs with a breed class average (BCA) of 228-211-240 and a protein/fat ratio of 0.97.

"My passion is herd management!", said Julien. "Outside jobs are done by contract. It is much more profitable to invest time and energy in caring for the herd. It is not uncommon for me to discuss feeding for hours every month with Rémi Bélanger, my PATLQ adviser. Together, we review the milk components, the lactation persistency, fertility, the cows' body condition, heifer development and manure texture. We both check the cows' feed intake and the type of feed supplied before revising the feeding program which will give the optimum production at the lowest cost. I regularly use the URÉELAB service to verify the feeding program."



As the years go by, Julien Pelletier of Ferme Agrimatic enr. and Rémi Bélanger from the PATLQ have established a relationship of real trust and partnership.

The herd is separated into four groups of lactating cows and two groups of dry cows. The forage feed is composed mainly of clover, timothy and brome grass silages in round bales; the average analysis for this forage is about 18% protein and 1.45 Mcal/kg of energy. We add to the forage a mixture of grain (barley, oats and high moisture corn) produced and rolled on the farm, a protein supplement and minerals. The feed concentrates are distributed by hand twice a day, while two automatic feeders distribute the forage in round bales.

"Since fall 1998, we have followed our young heifers with *PROM-S*, PATLQ's software for the follow-up of replacement subjects. Here are the goals we want to reach: heifers that will be 23 or 24 months at first calving, that will weigh 660 kgs and measure 150 cm at withers. Achievable? Yes...I think so!" *Combination Supersire* daughter, *Agrimatic Super Tempstars*, GP 82, became the first bred cow to reach this goal. This young cow calved at 23 months of age. At her first lactation, she produced 11,191 kgs of milk at 305 days and had a BCA of 299-221-314 with a protein/fat ratio of 1.18. Julien added: "With such cow families, having both good production and type, with *PROM-S* and the wise recommendations of our adviser Rémi, we hope, using embryo transfer and good management, to reach milk production of 13,000 kgs per cow."

"Nowadays, as businessmen, we have to perform well and efficiently. The use of management tools, such as milk recording and related services, follow-up by the PATLQ adviser, classification, preventive medicine, embryo transfer and sexing, etc. are essential, and even a prerequisite to reach our goals. The PATLQ, with its increasing range of products specializing in the producers' needs, has become a valuable partner... a first-rate partner. Rémi

is my resource person! His qualifications and impartiality make him an outstanding ally. I obtain his advice before I take a decision, the time taken for the advice doesn't matter since the investment is always very profitable."

Rosaire Chrétien

URÉELAB: Producers more than satisfied

"The urea analysis in milk enabled us to obtain an accurate and more visual profile of the quantity and quality of protein to give our cows. Since it has become available, we have been using it for every test. It has been very profitable."

Nathalie and Ghyslain Bolduc
Ferme Beaulain senc.

If you have any comments, please mail them to us at the PATLQ's executive offices in Sainte-Anne-de-Bellevue, send them by fax to (514) 398-7963, or e-mail them to jbouchard@mail.patlq.com

New service offered by the PATLQ to producers: TRU-TEST lactometers

The PATLQ is proud to announce it is the new retailer of TRU-TEST lactometers, and can supply parts and service. This service, available since September, can be obtained through your PATLQ adviser.

Do you need a new lactometer? The PATLQ has one for you: TRU-TEST 50-kg *Wide Bore Series* lactometer. This new lactometer is the result of many years of research and development. It decreases vacuum restriction on the day of the test, and has many more improvements, such as the clamp.

Do you want to see it before you buy? No problem! Within the next three months, your PATLQ adviser will have a demonstrator and he will be happy to bring it to your farm.

Do you need some parts for your present lactometer? The PATLQ can offer you replacement pieces. All you have to do is order them through your PATLQ adviser.

Does your lactometer need to be repaired or gauged? At the PATLQ's executive offices, we now have a repair centre for your 66-lb and 102-lb TRU-TEST lactometers and for the new 50-kg *Wide Bore Series*. PATLQ employees have been trained by TRU-TEST to repair its lactometers. So you can really trust our professional service for your repairs!

Do you have some questions? Don't hesitate to ask your PATLQ adviser on his/her next visit to your farm.

We want to thank TRU-TEST for the confidence they have in the PATLQ and its employees. As always, we want to give you the best possible service!

Guy Boyer

The PATLQ recognizes our future dairy producer's innovations

The *Programme d'analyse des troupeaux laitiers du Québec* proudly announced today the names of students who have been awarded a \$250 scholarship in its contest "PATLQ, a service at my level". This contest was launched last spring in schools offering agricultural programs, and was designed to stimulate the imagination of our producers in the first years of the next millennium. The students were thus invited to submit to the PATLQ an innovative, feasible and interesting service for Quebec dairy producers. Here are our winners:

Miss Lyne Brodeur, full-time student at the *Institut de technologie agricole* in Saint-Hyacinthe for suggesting a service to improve the environment of dairy cows, encompassing new buildings, stabling and health.

Mr. Francis Boutin and Mr. Guillaume Lebel, full-time students at Victoriaville CEGEP for describing a *Staphilococcus Aureus* analysis service.

These two suggestions met all the selected criteria and are of real interest to dairy producers.

Congratulations to the winners!

Jocelyne Bouchard



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