



# PATLQ

## NEWSLETTER

# 53 · DECEMBER 2000

John E. Moxley Building · 555 Des Anciens-Combattants Blvd.  
Sainte-Anne-de-Bellevue, Quebec H9X 3R4

*Our gift to you for 2001*

## PATLQ is there for you !

**N**ow more than ever, PATLQ is there for you. We offer our clients excellent management tools, great services, plus a top-of-the-line team of advisors and we want to share all of this with you !

This is the reason why you will see PATLQ ads in industry magazines, such as *Quebec Farmer's Advocate*, *Le producteur de lait québécois* and *La Revue Holstein Québec*. You will also meet a PATLQ exhibit and representatives at Fairs, Trade Shows and Symposiums throughout Quebec.

At *Exposition Internationale Holstein Quebec*, held in St-Hyacinthe November 3<sup>rd</sup> and 4<sup>th</sup>, the PATLQ exhibit emphasized heifer raising, featuring of course the **PROM-S** programme. With the collaboration of the *Institut de technologie agroalimentaire (ITA) de St-Hyacinthe*, which provided a superb calf, and of the *Centre d'insémination artificielle du Québec (CIAQ)*, which sheltered and groomed the animal for the duration of the show, PATLQ offered visitors a friendly challenge: guess the weight of the calf. The prizes were two sets of *Vision2000* barn cards (see page 3).

The contest was a great success. Young *Maskita Progress Flore* was quite an attraction with nearly 250 producers taking part in the drawing. The winners were: **Isabelle Pépin**, from Warwick and **Martine Rainville**, from St-Hyacinthe. And the actual weight of the calf ? 115 kgs ! Thanks to all participants !

Overall, the show was a superb event with many delegations from around the world and superior quality animals displayed in the very best conditions, with all the pomp and circumstance. A great opportunity for us to chat with our clients.

During upcoming weeks, PATLQ will be at the following events:

- Purina's Brunch-Conferences** in Montérégie, December 8 and 12, 2000
- AgriVision**, St-Hyacinthe, December 14, 2000
- Salon de l'agriculteur**, St-Hyacinthe, January 9 to 11, 2001
- Salon de la machinerie agricole**, Quebec City, February 1<sup>st</sup> to 3<sup>rd</sup>, 2001

Please drop by and see us ! Meanwhile, please accept our very best wishes from your PATLQ team for the Holiday season as well as for the incoming Millenium (this year, it's for real !).

**Bertrand Farmer, agr.**  
**General Manager**



Guy Boyer, regional manager for Montérégie, and St-Valérien dairy producer Martin Baudry discuss options available with *Vision2000* barn cards.

### Summary

Update of Nutrient Requirements of Dairy Cattle ..2	
PATLQ Barn Cards .....	3
"I know <i>Vision2000</i> " Contest no 2 .....	4

## **Animal Nutrition**

# **Update of the Nutrient Requirements of Dairy Cattle Guide**

**J**anuary 16 and 17, 2001, in a satellite-broadcast from the University of Iowa, the 7<sup>th</sup> Edition of the American National Research Council's **Nutrient Requirements of Dairy Cattle** Guide will be launched. Cattle nutrition specialists from around the world are invited to join intensive training sessions to get up-to-date. In Quebec, this event is organised jointly by PATLQ and Université Laval. Trainers will be Yvan Chouinard and Doris Pellerin, both professors in Animal Science at Laval, and PATLQ nutritionist Daniel Lefebvre. Along with 40 other trainers, Mr. Lefebvre was in Kansas City last October for the advanced preparation.

This new edition of the Guide, which is the "Bible" for any dairy ration, will include an update of currently-used 1989 references. During the last 10 years, dairy production in Quebec for Holsteins increased by 1338 kg per cow ! It goes without saying that our cows' feeding requirements have also changed.

With next January's training session, which will be attended by a strong PATLQ contingent, Quebec's animal nutrition specialists will gain updated tools to advise dairy producers. And since one of the persons in charge of their training is himself one of PATLQ's specialists, our personnel and clientele will have access to the very best information.

## **Daniel Lefebvre, Ph. D., agr., member of an international elite**

By the way, Daniel Lefebvre's leadership in the area of animal nutrition has just been confirmed by his peers. Indeed, this experienced nutritionist from PATLQ's R&D team was admitted last September to the American

College of Animal Nutrition (ACAN), with the title "Board certified diplomate". Granted after a very demanding examination process, this recognition celebrates long years of work and dedication in the pursuit of excellence. Presently, only 250 people from around the world have been granted this distinction and, to our knowledge, Daniel Lefebvre is the first Canadian admitted in the field of dairy cattle nutrition.



**Our congratulations to Daniel Lefebvre for his ACAN nomination, and for his important contribution to PATLQ.**

### **PATLQ News • N° 53 • December 2000**

**Tel.: (514) 398-7880 • Fax: (514) 398-7963 • Voice Box: 1-800-BON-LAIT • [www.patlq.com](http://www.patlq.com)**

The content of this document is the property of PATLQ and cannot be used or reproduced without the written authorization of the management.

**Depot:** ISSN 1496-2748  
Bibliothèque Nationale du Québec (1984)

**Design and printing:** CIDMA Imprimerie & Design • Tel.: (450) 424-4274

## PATLQ Barn Cards

# Saving time... with elegance

This past September, our impressive calculation software *Vision2000* celebrated its first anniversary. The wide range of improvements for dairy farmers of course includes all those great production reports and their tremendous analysis potential. But *Vision2000* also brought about a tool so convenient and attractive that you just feel like hanging it up ! No problem, since it is made for this purpose. We are of course talking about PATLQ's barn card.

Thanks to *Vision2000*, a huge amount of information about your herd is available in a single database. One can extract data to get reports, lists, graphs, but also a tailor-made individual file for each cow: complete, clean, elegant and highly personalised. The result : a green and white barn card which is pleasing to the eye, saves you the time required to write them yourselves, and which will come handy to everyone working in the barn. Last but not least, if you happen to go to a show or an auction, PATLQ's barn cards are just the right ticket !

And there's more ! Our new barn card is very *flexible*. You can select the information that you want displayed: best lactation, two best lactations, best and current lactation, or no production data at all. Also, you choose the best moment to order or refresh your cards: at the end of a lactation, upon arrival of new cows, or event between tests (for instance, after a new classification).

And the best thing: PATLQ barn cards come real cheap ! For a 40-cow herd, starting cost for the herd (excluding updating) is just \$60 (plus tax). Writing out 40 barn cards takes quite some time: to

gather all the necessary data, then to fill in the cards. Here is an investment well worth your while !

**Cattle identification is important for everyone** (not only for producers involved in marketing). The pride you show towards your herd, an opportunity to stimulate interest among all family members, a professional look, a handy tool to ease the work of employees and weekend helpers, a great help for veterinarians and inseminators and, most importantly, an addition to your management tool box... so many good reasons !

With your November or December reports, PATLQ clients received an example of the new barn card with a reminder of its benefits. Try it in your barn. And remember the new cards are just \$1.50 each (which is cheaper than most Christmas cards bought at the counter!). So, offer your herd your best wishes for the New Year, individually printed on handsome PATLQ barn cards.

BLOUIN BARONNE GRAND FINALE						GENETIC INDEX			
<b>BARONE</b>						MILK	FAT	PROTEIN	CONF
1994 Sep 09		GP				+1075	+30	+31	+2
CALVING AGE		305 DAY PRODUCTION IN KG			PERCENT		BCA		
Year	Mth	MILK	FAT	PROT	FAT	PROT	MILK	FAT	PROT
3	05	10368	398	339	3.8	3.3	219	229	226
4	05	11672	435	375	3.7	3.2	230	234	236
LACTATIONS		LIFE TIME PRODUCTION							
3		33868	1316	1146	3.9	3.4	218	226	229
SIRE ARNELL GRAND FINALE								KG PER DAY	
DAM BLOUIN BERLINE BUCCANEER								17.1	
4 LACT 246-227-226 G								\$ PER DAY	
<small>Chain #      Ear Tag      Reg #      Issue Date      Herd      Comp#      Dim      R      I</small> <small>                    69      HOCANF6148924      2000 Nov 07      470      01      N</small>								10.31	

## How well do you know your Vision2000 Interpretation Manual and Reports ?

# Quiz number 1 was a great success...

**M**ore than 900 PATLQ clients entered the first *Vision2000* Quiz in our September issue. The drawing took place at the *Exposition internationale Holstein Québec*, in St-Hyacinthe on November 3<sup>rd</sup>. Congratulations to our winners: **Mr. Gilles Garneau**, from St-Apollinaire and **Mr. Jean-Robert Daigneault**, from St-Hyacinthe, who will each receive a PATLQ sweater, along with \$20 in **URÉELAB** services, for a total value of \$50 each.

Correct answers to Quiz number 1 were :

### Quiz # 1 - Question 1

What does Linear Score do?

- b) Evaluate loss of production

### Quiz # 1 - Question 2

The result of milk urea analysis:

- d) Both answers A and C are true  
a) when high, indicates a waste of dietary nitrogen  
c) allows verification of dietary energy and dietary protein synchronisation.

### Quiz # 1 - Question 3

The annual average:

- b) allows evaluation of the herd's real productivity

### Quiz # 1 - Question 4

Your feed costs can be found on your **Feed Report -Herd Summary report.**

## Here is Quiz number 2 !

Two prizes will be drawn on January 26, 2001.  
Each winner will receive \$50 worth in barn cards.

## "I know Vision2000" Contest - Quiz no 2

### Question 1

My herd's breed is \_\_\_\_\_. For this breed, the targeted weight after first calving (24 months) is \_\_\_\_\_kg and the actual weight for my first lactation cows is \_\_\_\_\_kg.

### Question 2

On your *Cow Profile* report, the Lactation Rating represents:

- a) The breed class average  
b) The level of reliability of the lactation data  
c) The reference curve's number selected by MTP  
d) The persistency of the lactation



### Question 3

How can I raise the milk urea nitrogen level in my herd?

- a) Offer better forages  
b) Increase the amount and protein content in concentrates  
c) Choose protein feeds with a higher rumen degradability  
d) All the above answers are correct

### Question 4

On the *Cow Management Report - Cow Monitor*, the *Cow Rating* :

- a) Compares the production of each cow on an adult basis  
b) Compares the cow's production to the provincial average  
c) Takes into account the protein level of the milk  
d) Favours first lactation cows

### Answer Form "I know Vision2000" Contest - Quiz no 2 - December 2000

Answers: 1 : \_\_\_\_\_ 2 : \_\_\_\_\_ 3 : \_\_\_\_\_ 4 : \_\_\_\_\_

Name : \_\_\_\_\_ Herd N° : \_\_\_\_\_

Address : \_\_\_\_\_

Tel : \_\_\_\_\_ Fax : \_\_\_\_\_ E-mail : \_\_\_\_\_

Please return **prior to January 26, 2001** to the attention of Julie Charlebois, PATLQ, 555 boul. des Anciens-Combattants, Ste-Anne-de-Bellevue, Québec H9X 3R4 • Fax: 514-398-7963 • E-mail: jcharlebois@patlq.com (You may enter by E-mail. Just write in the subject box "Quiz #2" followed by your herd number, and give your four answers and full name and address as your message).