



PATLQ

NEWSLETTER

56 · OCTOBER 2001

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Sainte-Anne-de-Bellevue, Quebec H9X 3R4

Outstanding Young Farmers of Canada - Quebec Section **Ferme Filiber of Petit-Matane is the 2001 winner in Quebec !**

The Quebec Award of the **Outstanding Young Farmers of Canada** contest was presented August 23rd in Quebec City. Among the three finalists were two dairy producers: *Ferme Lesperrons inc.* of Bury, a 300-head Holstein herd known for its superior genetic potential and its keen approach to marketing, and *Ferme Filiber Itée*, of Petit-Matane, a 100-cow herd devoted to organic milk production.

Ferme Filiber, owned by Johanne Dubé and Gilbert Beaulieu, was proclaimed **Outstanding Young Farmers of Canada - Quebec section for 2001**. The entire team at PATLQ wishes to offer its congratulations to the winners. This award celebrates the superior quality of their work, and it will no doubt increase the recognition of organic production in Quebec's agricultural world. PATLQ also wishes to congratulate the other finalists. Animal production is a very demanding field. Being hailed among the best of the younger generation, that is quite an accomplishment !

PATLQ is proud to count these two outstanding farms among its clientele. Both *Ferme Filiber* and *Ferme Lesperrons* are fine examples for Quebec dairy producers: they do not follow trends, they open them up !

We wish the best of luck to *Ferme Filiber* with the next step, the coast-to-coast Canadian contest, which will be held for the first time in Quebec, next December. As a proud sponsor of this event, PATLQ will be right there to cheer the champions !



Organic milk producer *Ferme Filiber Itée*, of Petit-Matane, becomes **Outstanding Young Farmers of Canada - Quebec section for 2001**. Here in centre, winners Gilbert Beaulieu and Johanne Dubé. On the left, Rosaire Chrétien, Regional Manager for *Les Appalaches* at PATLQ. On the right, Gilbert Perreault, from PATLQ Board of Directors. *Ferme Filiber* will represent Quebec at the Canadian Contest, which takes place in Quebec City next December. PATLQ is a proud sponsor of both the Quebec and Canadian **Outstanding Young Farmers Awards**.

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What is the impact of lipid supplementation ?

From now on, in every issue, experts from our R&D Department answer your questions. Keep sending your requests to Bruno Gosselin, agr., at bgosselin@patlq.com or by mail at PATLQ. Every question deserves an answer... and we are eager to provide them !

The use of lipids in the feeding programs of dairy cows has become quite common in the last few years. However, results and profits are not always as expected. The secret is to select a source of fat that will have a minimal interaction with rumen fermentation. Contrary to animal fat, which contains a high proportion of saturated fatty acids, "unsaturated" vegetal fat has markedly negative effects on both the microflora and fiber digestibility.

However, using "protected" sources of fat will have no negative impact on rumen fermentation, as long as the rumen pH remains normal. The expression "protected fat" refers to a property of the fatty acid that allows it to stay chemically inert in the rumen, in order to eventually be absorbed in the small intestine. Fatty acids can be made inert in different ways. The most frequently available on the market are made from calcium salt or through hydrogenation of the fat. Mineral salts have the property of being insoluble in the rumen's pH range (5.0-6.5), but in acidic conditions (pH<4.0) as in the abomasum, the mineral-fatty acid complex breaks down, allowing the fatty acid to be absorbed. As for the hydrogenation process, it consists in increasing the proportion of saturated fatty acids in order to greatly reduce the product's solubility inside the rumen.

Effects on milk production and milk components

The effects of lipid supplementation on milk production vary widely. In general, the addition of fat used to reduce the amount of grains (starch) in rations

high in concentrates, will lead to an increase in the acetic acid / propionic acid ratio. This way, the fat level in milk will tend to increase. Conversely, if adding fat alters the rumen microflora and results in a decrease of fiber digestibility, the level of fat in milk will tend to decrease, along with dry matter intake.

In most cases, lipid supplementation brings about a lower protein level in milk, even with protected fat sources. However, this lower protein level is less apparent at the beginning of lactation. In order to compensate, it is recommended to increase the level of rumen undegradable protein. This makes up for the lower availability of microbial protein, which results from a lower intake and the substitution of fat for carbohydrates. Among benefits are an increase in milk production as well as improved body condition and reproduction.

Fat and first-calf heifers (primiparous)

In general, the milk production increase is lower with primiparous compared to multiparous cows. This is because part of the feed intake still goes to animal growth, and because feed intake has not yet reached its maximum. Adding fat to the ration of first-calf heifers is not considered economical, especially if they represent 35 to 40% of the herd. But such a decision must consider potential benefits, namely a better resistance to the stress of the first lactation, maintaining body condition and consequently getting better performances with future lactations.

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Holstein Picnic 2001

Great fun for all !

This year, the Holstein Quebec Annual Picnic was held on July 15th at Ferme Belle Chasse, owned by **Gérard Laliberté et Fils**, of Honfleur. Toward the end of the morning, a great sunshine took the whole sky and it was a fabulous day, with more than 2000 people attending.

PATLQ exhibit called attention to the company's 35th anniversary by offering a nostalgic view of tools and dairy equipment from yesteryears. Also, thanks to the sponsorship of the Tru-Test company, two full-equipped milk meters were to be drawn. More than 950 PATLQ clients entered, which means just about every family on the premises! The drawing was one of the highlights of the afternoon. The winners are: **Bernard Leblond** and **Sylvie Bellavance**, of *Ferme Berlumil* in St-Lazarre-de-Bellechasse, and **Gilbert Roy**, of *Ferme matinale* in St-Vallier.

Congratulations to *Club Holstein de Lévis-Bellechasse* as well as to the *Laliberté* family for organizing this great event. Thanks to PATLQ teams from *Bellechasse* and *Chaudière-Etchemin*, as well as members of the *Comité stratégies clients*, for their friendly contribution. Many thanks to **Gilles Michaud** and his family, from *Ferme Régika inc.* for graciously providing the memorabilia for the PATLQ exhibit. Lastly, thanks to the *Tru-Test* company for its generous contribution to the milk-meters drawing, and of course to all of you Holstein farmers for your enthusiasm and continuing support. See you next year !



PATLQ's drawing brings happy smiles ! **Mrs Sylvie Bellavance**, from *Ferme Berlumil* in St-Lazarre-de-Bellechasse, wins a *Tru-Test* milk meter. Here with **Rosaire Chrétien**, PATLQ Regional Manager.



Raymond Castonguay, Development Agent, presents the 2nd milk meter to Mr **Robert A. Roy**, father of the winner, **Gilbert Roy**, from *Ferme matinale*, St-Vallier.

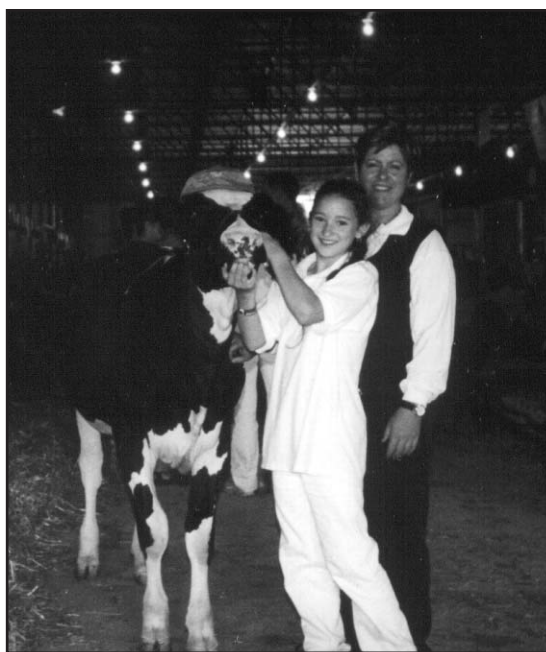
PATLQ Board of Directors for 2001-2002 :

Gilbert Rioux, president, dairy producer and FPLQ Board Member, **Jacques Olivier**, MAPAQ Regional Director for Chaudières-Appalaches, **Yvan Savoie**, MAPAQ Director of Technological services, **Roger Cue**, Professor, McGill University, **Pierre Lampron** and **Luc Quintal**, dairy producers and FPLQ Board Members, **Michel Robert**, dairy producer appointed by the *Conseil québécois des races laitières (CQRL)*, **Gilbert Perreault**, producer and FPLQ Board Member. Absent from the picture: **Kevin Wade**, Professor, McGill University.



Young Farmers Expos **PROM-S** heifers are coming strong !

All around Quebec, *Young Farmers Associations (Cercles Jeunes ruraux)* foster the development of young farmers and present every year a wide array of awards that are much coveted by young enthusiasts everywhere. This year, at several *Jeunes ruraux* Expositions, PATLQ advisors presented **PROM-S** promotional caps to young people with winning heifers that were measured during the 2000-2001 **PROM-S** campaign. It is more and more obvious that heifers raised with the **PROM-S** programme are born champions and young farmers who groomed them have very good reasons to be proud of their job! Here are a few pictures. More to come in December. Congratulations to one and all !



At the Berthier Exposition, **Cynthia Perreault** just received from technical support agent **Jacynthe Lachapelle**, a **PROM-S** cap for her contribution to heifer raising at *Ferme Vieux-Saule*, in St-Esprit, Montcalm county.

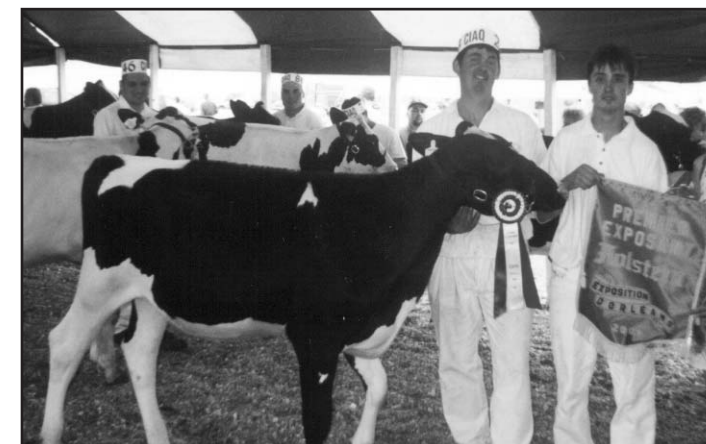


Claire Levasseur (right), of *Ferme Bermond* in Pohenegamook, with advisor **Julie Malenfant** and heifer **Bermond Leduc Mirabel**. At Expo de St-Pascal, Claire and her heifer won 1st *Jeunes ruraux* classe junior and 5th junior heifer. At Expo Notre-Dame-du-Lac : 1st *Jeunes ruraux*, 1st classe junior, 1st showmanship!



Maxime Cossette, of *Ferme J. M. Cossette*, in St-Maurice, triumphs with junior heifer **Mauricienne Jolt Foalyne** : three times 1st place *Jeunes ruraux* at the Expositions of Champlain-Lavolette, Trois-Rivières and Portneuf !

Bernard and **Bruno Blouin**, of *Ferme Belhorizon inc.*, with **Belhorizon Evasion Leduc**, Great champion at *Journée champêtre de l'Île d'Orléans*, July 22, 2001. Their advisor is **Alain Fortin**.



Other Young Farmer pictures and a detailed list of awards in our December bulletin and available right now on our Web site at www.patlq.com

At the Jeunes Ruraux de l'Érable Exposition **Presentation of three IPT 99 Certificates**



Summing up nine essential management criteria, a *Total Performance Index (Indice de performance totale, or IPT)* of 99 means that this herd's management is superior to that of 99% of herds in Quebec. At *Exposition des Jeunes Ruraux de l'Érable*, PATLQ team of advisors *De l'Érable* took the opportunity to proceed with the public presentation of *IPT99* Certificates for the year 2000 to three outstanding producers of the area. Left to right: **Alain Couture**, producer, **Claude Deshaies** advisor, **Albert Donni** and his wife **Simone**, producers, **Daniel Baillargeon** advisor, **Gaétan Labonté**, producer and **Martin Côté** advisor.

Robert Chicoine and Patrice Biron **at the Temple de la renommée de l'agriculture**

Two well known Dairy Industry personalities were admitted last August to the *Temple de la renommée de l'agriculture du Québec*. Congratulations to :

Mr. **Robert Chicoine**, who dedicated more than 30 years to the development of the *Centre d'in-*

sémination artificielle du Québec (CIAQ), of *Boviteq* and, more recently, the *Alliance Semex*. Mr. Chicoine also played a key part in the creation of the *Canadian Dairy Network (CDN)* and of *DairyGen*, the genetic research tool of our industry.

Mr. **Patrice Biron**, dairy produc-

er par excellence, who has been active for decades in several agricultural organizations. Awarded the Gold Medal by the *Ordre du mérite agricole* in 1977, Master Breeder and President of *Holstein Canada* in 1988, Mr. Biron was the founder of the *Temple de la renommée de l'agriculture du Québec*.

PATLQ is present everywhere !

Summertime is an ideal season for country visits and, of course, PATLQ agents are much in view at most expositions, country fairs and other agricultural events everywhere in the province. Those are great occasions to meet our clients and their families.

In addition to these visits on "our own turf", PATLQ participates as a matter of course to Conventions and Meetings at the Canadian and International levels, in order to remain on the cutting edge of the scientific, technical and business developments in the field of dairy production.

Daniel Lefebvre, nutrition specialist, and **Robert Moore**, director of development at PATLQ, went to the *American Dairy Science Association Convention*, the meeting place of dairy sector scientists from many countries. The 2001 edition was held in Indianapolis, and covered several useful subjects to be 'ruminated' by PATLQ's R&D team !

Last July, **Guy Boyer**, PATLQ Regional Manager for Montérégie, went to the Annual Assembly of *Dairy Farmers of Canada (DFC)* in Winnipeg. As befit a centre of expertise, and in order to provide yet better support to its clients, PATLQ is always present at meetings where industry issues are discussed. This year, incidentally, the DFC meeting spent two whole days on the various issues related to milk quality.

Early in September, **Daniel Lefebvre** was at the *American Bovine Practitioners Association Convention*, which was exceptionally held in Vancouver. This Convention brings together veterinarians and specialists from several fields, including cattle nutrition, for highly practical working sessions, including computer applications development as well as the very last findings in nutrition.

This summer also witnessed the launching of the international career of *Vision2000*. At the invitation of officials in the province of Santa Fe, Argentina, and with complete financial support of the *Canadian*

International Development Agency (CIDA), **Daniel Lefebvre**, **Robert Moore** and **Ann Louise Carson**, director of Business Development, shared their knowledge with the producers of this province, which counts 600,000 cows. For some years now, their milk recording officials have had a technology-transfer project in connection with McGill University and CIDA, allowing Argentina representatives to benefit from several training sessions at PATLQ.

It was now deemed profitable by Argentina for our experts to meet the Santa Fe producers. A course on cattle feeding was presented to their technicians and a full day of conferences allowed to explain our way of doing things to more than 500 producers. Meetings with business and political representatives rounded-up the operation. In view of the current crisis striking Argentina and its dairy sector, producers were much interested by the speech of FPLQ Board Member Jean-Luc Leclair, who explained existing structures in Quebec.

More recently, **Gilbert Rioux**, PATLQ President, and **Bertrand Farmer**, General Manager, were present at the inauguration of new offices for *Ontario Dairy Herd Improvement*, our Ontario partner with *Vision2000*.

Lastly, PATLQ personnel and Board members had a gathering at the end of August to celebrate PATLQ 35th anniversary. Saluting "35 years of excellence", the meeting was hosted by prestigious representatives of PATLQ's three shareholders: MAPAQ Minister **Maxime Arseneau**, FPLQ President **Jean Grégoire**, and assistant dean **Marcel Couture** of McGill University Macdonald Campus.

By meeting you at a local country fair, being active participant at a national scientific convention or by seeking international business opportunities, PATLQ's main objective remains the same: always be on the cutting edge and do sound business in order to provide ever more and better services to our main clientele: Quebec's dairy producers!

PATLQ celebrates 35 years of excellence !

Hail to collaborators with 25 years at PATLQ ! Left to right: **Hambert Lafleur**, **Brian Corrigan**, **Cheri Westman**, **Robert Leclair** (25 years next year), **Rémi Bélanger**, **Daniel Baillargeon**, **Richard Primeau** and **Alain Fortin**, along with **Norm Campbell**, who was PATLQ general manager from the beginnings to 1987. Not in the picture : **Bernard Dionne**, **René Dumont**, **Gabriel Gagnon**, **Micheline Lamothe**, **Damien Lévesque**, **Denis Massé** and **Raymond Métayer**.



Internet Reports

Access will remain FREE of charge !

Good news : PATLQ will keep providing Internet access to *Vision2000* reports free of charge! The success of this ultrafast method of communication is truly awesome: in less than six weeks, almost 40% of clients had chosen Internet access !

Everyone agrees: Internet is the future. Since PATLQ is purposefully aiming at the future, it was decided to do everything in order to promote the development of services through the Internet. First step: free Internet access to reports is confirmed. Second step: pushing onward with studies to improve the array of reports available on the Internet.

There will be some new stuff right this fall! Eventually, all reports could travel on the Internet,

including *Certificates of Production*, perhaps even *Barn Cards*. Invoices could also go the same way. The target is clear: simplify and accelerate transmission, while reducing mailing costs.

So, if you were hesitant to call for Internet reports through concern about future costs, rest assured: **Accessing reports by the Internet will remain free of charge !** You currently have two options: " Internet only " or " Internet and Mail ". Right now, both are free, but in the future, the Mail Option will eventually entail some charge. You want to make the right choice right away? Select the "Internet only" option and help reduce mailing costs right now. This way, all PATLQ clients will benefit.

Long live Internet Reports !

Everyone should benefit from PATLQ Herd Management Services

Most PATLQ clients (88%) already benefit from Herd Management Services provided by their advisor. The flip side of the coin is that some few hundred clients, while entrusting their milk analyses to PATLQ lab, still choose to interpret results and take herd management decisions without support from an expert.

Selecting options is of course is the client's privilege! So is changing options when comes the proper opportunity. Well, if you have not yet subscribed to Herd Management Services and wish to do so, the

proper time is now. **Any new subscription to Herd Management Services can save you up to 150 dollars on the first four months of services !** This, in addition to the hard cash benefits that will come your way with the help of your advisor. Subscribing to PATLQ Services is not an expense, it is an investment: you will actually save money in the very first months !

For more information, call your advisor, or check PATLQ's Web site at www.patlq.com

New advisory services for goat herds

You raise goats ? You would like some help ? Well, PATLQ is there for you, too. Four advisors have gone through a special training in order to provide, as of mid-September 2001, tailor-made advisory services to Quebec goat farmers. This program results from an agreement between the *club d'encadrement technique caprin (goat technical support association)*, MAPAQ and PATLQ. The goal is to increase average milk production while reducing feed costs. PATLQ hopes to increase the

number of controlled herds to 50 and the number of supervised goats to 5000.

Interested producers must be enrolled with the *club d'encadrement technique* in order to access some privileges. For more information, please contact the club's President Mr. **Christian Dubé**, at 450-779-6032 or by E-mail at versicol@ntic.qc.ca, or the Vice-President Mrs. **Jeanine Thibeault** at 418-247-7954 or by E-mail at jmjct@globetrotter.net

Lait'xcellent Awards 2001

The Lait'xcellent Awards celebrate Quebec dairy farmers who take special pride in the great quality of their milk. The winners for 2001 were announced last April, at the General Assembly of la Fédération des producteurs de lait du Québec. They are :

Lait'xcellent d'or (gold):

Ferme Daniel Lebel, of St-Fabien

Lait'xcellent d'argent (silver):

Ferme L.R. Pinard, of St-Hugues

Lait'xcellent de bronze :

Ferme R. Lamontagne, of Ste-Élizabeth

Congratulations to the winners, and a resounding bravo to all dairy farmers who devote proper efforts to the production of high-quality milk !

New Quiz :

" The Rapport de production 2000 is a true gold mine ! "

Our next quizzes will tackle the Rapport de production 2000. Look up this precious document to find answers to every question -in the Quiz or out!

Results for Quiz no 4 " I know Vision2000 "

Winners for Quiz N° 4 were drawn on August 20 among 780 entries. Mr. **Stéphane Denis** of Berthier and Mr. **Daniel Schaeer** of Henryville each won three credits adding up to \$50 in advisory services and feed analyses.

Question 1

Knowing that the average forage milk production in the province is 1680 kg per cow, how is it possible to improve this value ?

- d) **A and B are correct**
- a) **By improving the quality of forages**
- b) **By promoting maximum intake of forages**

Question 2

In the *Annual Production Summary*, one can find, among other data:

- d) **All these answers are correct :**
- a) **305-day milk production**
- b) **The latest Genetic Index for each cow**
- c) **The Publishable Record Average**

Question 3

On the Corrected Milk graph (*Performance Record - Herd Summary Report*), the adjustment of production for parity, days in lactation and for the milk energy level allows one to interpret management quality. True or False ?
True

Question 4

Match items in the left column with items to the right.

- | | |
|----------------------|------------------------------|
| a) ADF | 3) Net Energy of Lactation |
| b) Current average | 1) Projected milk production |
| c) Urea | 6) Reproduction |
| d) Protein-Fat ratio | 4) 0.85 |
| e) SCC | 2) VMEM |
| f) Feed costs | 5) Forage Milk |

Quiz No 5 - " The Rapport de production 2000 is a true gold mine ! "

Two more prizes will be drawn on Monday November 19, 2001. Each winner will receive a \$50 credit in **PROM-S** services.

Question 1

How many hours of advisory services (*services-conseils*) are provided every year by PATLQ advisors to dairy producers in Quebec ?

- a) 56,000
- b) 66,000
- c) 76,000
- d) 86,000

Question 3

How many cows were eliminated for reproduction problems in Quebec in 2000?

- a) 14036
- b) 10226
- c) 17270
- d) 8321

Question 2

PATLQ and its employees

- a) contribute to research projects
- b) write articles in *Le producteur de lait québécois* and *Quebec Farmer's Advocate*
- c) give training sessions
- d) all these answers are correct

Question 4

Among the following, mark those belonging to the 9 criteria used in calculating IPT:

- a) protein production
- b) calving interval
- c) weight of the herd
- d) age of heifers
- e) Somatic Cell Count
- f) Price of Milk
- g) Number of days at first breeding

Reply Form - " The Rapport de production 2000 is a true gold mine ! " - Quiz N° 5 - Oct. 2001

Answers: 1 : ___ 2 : ___ 3 : ___ 4 : a ___ b ___ c ___ d ___ e ___ f ___ g ___

Name: _____ Herd N°: _____

Address : _____

Tel.: _____ Fax : _____

E-mail: _____

Please return **prior to November 16, 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 no 5", followed by your herd number, and give your answers and full name and address as your message).