



PATLQ

NEWSLETTER

62 - MARCH 2003

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

33% off the regular price !

Until the end of March, PATLQ feed analyses cost \$10 per sample - 33% off the regular price. For a 45-cow herd, an undetected 3% variation in the protein level of any silage can translate into a \$1300 production loss in just one month! The key is the ability to act quickly. PATLQ infrared analysis is the only way to get results in 24 hours.

Feed Analysis in 24 hours

Adjust the ration right away !

Situation:
The protein of your hay silage goes from 18% to 15%

Solution:
Ajust concentrates

Cost	\$300
OR ELSE:	
Loss of production !	-\$1300

YOU SAVE IN A SINGLE MONTH **\$1000**

Your centre of expertise: quick, reliable, profitable !

PATLQ makes your life easier

Permanent ID and Registration

by your advisor

A new service is coming your way this spring. Thanks to a new module in **Agri-Lacta**, your PATLQ advisor will soon have the ability to process the permanent ID and registration of Holstein cattle directly from your farm. This new service is highly expected by all PATLQ clients. Go for it!

This year's "Famille agricole"

The family of Gemma D'Anjou and Alphonse-Roger Pelletier, from La Pocatière, is celebrated as this year's "Famille agricole" by the Fondation de la Famille Terrienne on March 15.

Congratulations from all of us at PATLQ, specially from their advisors Denis Morneau and Julie Malenfant, and their technical support agents Simon Beaulieu, Steeve St-Pierre and Paule Pelletier.

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Honouring *Holstein* and *Ayrshire* producers

Here are the new *Holstein Master Breeders* and *Ayrshire Elite Breeders* in Quebec for this year. Congratulations to these proud families as well as their advisors (Adv.) and technical support agents (TSA).

Holstein Master Breeders

All three farms belong to the **Club Holstein des Laurentides**.

Ferme Blondin:

Simon Lalande and Maryse Girard, St-Placide
Adv.: *Michel Bergeron, TSA: Yvon Raymond*

Ferme Mystique:

François Paiement and Nadine Lalande, St-Benoît
Adv.: *Michel Bergeron, TSA: Richard Cadieux*

Ferme Vachalé:

Guy, Pierre, Daniel, Benoît Charbonneau and Richard Maheu, Ste-Anne-des-Plaines
Adv.: *François Lemaire, TSA: Marie-Pier Bernier*

Ayrshire Elite Breeders

Ferme Philippe Marcoux:

Philippe Marcoux and Martine Roy, Ste-Marguerite
Adv.: *Hélène Tremblay, TSA: Marco Rhéaume*

Ferme St-Martin:

Marcel and Danielle Dubeau, St-Félix de Valois
Adv.: *Pierre Dionne, TSA: Claudiene Picotte*

Ferme François Beaudry:

François Beaudry and Hélène Tremblay, Granby
Adv.: *Elisabeth Julien, TSA: Daniel Dextrateur*

Ferme Thomas-Louis Denis et fils, St-Ubalde

Adv.: *Steeve Bouchard, TSA: Yves Marchand*

Also, Ayrshire Canada grants Honorary membership for Life to:

Terrace Bank Farms, Robert Ness, Howick
Adv.: *Jean-Philippe Thibault, TSA: Danielle Savich*

Armand Bilodeau, St-Agapit

Salon de l'agriculture 2003

Once more a great success

The great annual *rendez-vous* of Quebec farmers was held in St-Hyacinthe last January. Under its new name of **Salon de l'agriculture**, the show once again drew some 12 000 visitors in three days. Meeting hundreds of PATLQ clients at the same place is always a great pleasure for our personnel !



You're never too young to enter the dairy partners' drawing!

Dairy partners drawing

Just like every year, your dairy partners - CIAQ, CIQ, Holstein Quebec and PATLQ - held a joint drawing for 10 prizes worth \$200 each in credits on their services. The winners and their agents are:

Producers

Agents

Ferme Belgica inc.

Clarenceville

Ghislain Coté, Adv.

Omer Levasseur

Pointe-du-Lac

Simon Smith, Adv.

Laurent Brochu

St-Christophe d'Arthabaska

Robert Leclair, Adv.

Julie Lafontaine, TSA

Ferme Champlever

St-Fabien

Carol Beaulieu, Adv.

Sylvain Déry

St-Stanislas

Steeve Bouchard, Adv.

Stéphanie Godin, TSA

Richard Robert

St-Eugène-de-Guigues

Josée Belhumeur, Adv.

Sylvie Lupien, TSA

Gilles Lemire

Baie-du-Febvre

Catherine Cross, Adv.

Ferme MRD inc.

St-Simon

Carole Laliberté, Adv.

Margo Bohemen, TSA

Sylvain Habel

Parisville

Richard Massé, Adv.

Jocelyn Lemay, TSA

Paul Gélinas

St-Sévère

Yvon Béland, Adv.

See you next year !

Developing expertise in organic dairy production

A partnership between PATLQ and Club L'Envol - lait biologique

By Rosaire Chrétien, Regional Manager, *Les Appalaches*

Organic production seems to be a lasting trend for the future. So, PATLQ decided last year to develop advisory expertise specifically for organic dairy production. A pilot project is currently going strong with *Club L'Envol - lait biologique* in the Bas-St-Laurent region.

According to FPLQ, as of December 31st, 2002, there were 46 dairy producers accredited "organic" in Quebec, which means one or two in every region, with 5 in Côte-du-Sud, 9 in the Québec region, 10 in Centre du Québec and 13 in Bas-St-Laurent. If you include producers applying for accreditation, plus those attracted to the idea, Côte-du-Sud and Bas-St-Laurent already represent a pool of 31 producers, located between Montmagny and Amqui, by way of Matane.

In 2001, these producers created *Club L'Envol - lait biologique* dedicated to finding and sharing information for better production management, better animal health through feeding, and better milk quality. Organic advisory resources being still scarce, *Club L'Envol* and PATLQ came to an agreement stating that:

- PATLQ agrees to provide club members with two advisors interested in organic production,
- *Club L'Envol - lait biologique* and PATLQ will work together in order to develop the expertise of these two advisors.

As early as September 2002, advisors Julie Malenfant and Gratien Tremblay received basic training from their colleague Sonia Gosselin, herself a dedicated organic advisor, and a consultant for *Club Lait Bio du Centre du Québec*. Since October, Julie and Gratien have been servicing the 31 herds of *Club L'Envol - lait biologique*, while developing their own expertise in the organic field.

Individual advisory service is given at the farm, on the day of the monthly milk recording visit (which is more convenient for logistics purpose as well as availability of advisory material). More than 155 hours were thus provided between October and January 2003. Clients and advisors also attended group training sessions such as *Managing the young calf* (with Mr. Lorentz Andress), *Quality and microbiological performance* (with Mr. Bernard Berthet, Pharmacist and Microbiology Analyst from France). Lastly, club members and advisors attended the Organic Farming Meeting in Trois-Rivières last December.



In order to develop advisory services customized for organic production, an agreement was signed last December between PATLQ and *Club d'encadrement l'Envol - lait biologique* (Bas St-Laurent).

Back: Christian Joncas, Marc Beaulieu and Régis Denis, Club Officers.

Front: Gilbert Beaulieu, Club President (and *Outstanding Young Farmer of Canada* in 2001) and Bertrand Farmer, agr., General Manager of PATLQ.

What about the future ? Organic dairy production will most likely keep expanding and PATLQ will keep helping along, specially when and where groups of producers gets organized and show some interest.

Such a partnership approach helps provide well-adapted advisory services to organic club members, while being flexible enough to meet the needs of regular producers with an interest in organic farming. Producers from any region wishing for more information are welcome to ask their PATLQ advisor or contact Bruno Gosselin, agr., liaison agent with PATLQ at: bgosselin@patlq.com.

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McGill University and PATLQ win a national award for innovation

PATLQ and McGill University jointly won one of the six national awards for innovation granted in Winnipeg last October by the *Natural Sciences and Engineering Research Council of Canada* (NSERC) and the *Conference Board of Canada*.

The 2002 **Synergy** Award for innovation celebrates 36 years of partnership, which resulted in the expansion of the original University program designed by Dr. John E. Moxley of McGill to help dairy farmers, into a world-renowned centre of expertise, an acknowledged decision-making resource for the entire Canadian dairy industry. Today, PATLQ is the focal point for data processing and analysis of 13 000 herds in Canada, including 725 000 cows, and 1.2 million production records every year.

The prize includes a \$25 000 research grant, accepted by Deborah Buszard on behalf of McGill, and an original sculpture accepted by Robert Moore on behalf of PATLQ.



Left to right: Thomas A. Brzustowski, President, NSERC, Gilles Rhéaume, Vice-President, Policy, Business and Society, Conference Board of Canada, Robert Moore, Scientific Director, PATLQ, Deborah Buszard, Dean of the Faculty of Agricultural and Environmental Sciences, McGill University.*

**NSERC : Natural Sciences and Engineering Research Council of Canada*

Data Protection

Make it your own business!

PATLQ offers several services over the Internet, including on-line access to Vision2000 reports, access to TIP files for use with commercial software, and XML-TIP files used to update the data base of owners of the Agri-Lacta program.

On-line access to *your* data must remain under your control. Upon your enrolment, you are issued a contact number and password (PIN). Just like your bank account PIN, this identification is confidential and should be shared only with trusted family members. PATLQ strongly recommends that you:

- never give your identification numbers to anyone outside the farm
- download your own PATLQ files and, if needed, send them by E-mail to your chosen partners (vet, feed representatives, etc.)
- change your password (PIN) regularly

This way, your data will remain confidential.

Special authorization to partners

If you choose to authorize direct data download by a partner or service provider, you should:

- provide him with a copy of the *Information Transfer Authorization* form completed and signed (see below)
- ask him to enrol with PATLQ's *on-line access to data services* in order to be issued his own Contact number and Password.

This way, your partner or provider becomes a fully authorized PATLQ client. If he has authorization do download information from several producers, he can conveniently access their data with a single Contact number and Password: his own.

Enrolment procedures and Authorization Form are on our Web site at www.patlq.com. Just follow the link *On-line data access*, section B- TIP Files.

The ABC of infrared analysis

Daniel Lefebvre, agr., Ph.D.

While most dairy producers agree with the necessity of feed analyses, many still wonder whether or not infrared analyses is truly more profitable than regular chemical analyses. Well, the answer is yes.

Infrared feed analysis appeared in the 70s. This technique completely transformed animal nutrition formulation and brought about a spectacular increase in the number of feed samples analysed in North America. In short, infrared analysis has three major assets : it is accurate, quick and economical. It is also environmentally friendly (no chemical by-products).

How does it work ?

This technique uses the reflection of light to measure the chemical components in an organic product. The absorption and reflection level of infrared light is directly related to chemical bonds inside the product. For instance, protein absorbs a certain wavelength and reflects another, while cellulose reacts to a different range.

When an infrared beam hits a forage sample, the pattern of the reflected light represents a very specific signature. A computer matches this signature with that of calibration samples, which have been previously obtained by the systematic analyses of a wide range of feeds, measured concurrently by infrared and chemical methods with a high degree of accuracy. The sample components are thus identified with a great level of reliability.

Furthermore, as time goes by, each laboratory complements its calibration values with an ever-growing database of measurements that reflect the farm crops and seasonal conditions of its client-territory. The same way each lactation contributes to provincial and national averages, each forage sample that gets analysed helps refine the global picture.

Two requirements: a top-notch laboratory and a representative sample

As with any measurement technique, infrared analysis requires accuracy. PATLQ laboratories

are ISO 17025 accredited, which ensures the very best quality. However, the reliability of any analysis depends first of all on the sample itself (this is true for chemical as well as infrared analysis!). If the sample is not representative of the lot, the results will be of little value.

Recommendations

Take samples preferably with a core sampler. Take them from at least 10 different balls of the same crop. Mix thoroughly. Fill the sample bag to 3/4 capacity. Identify the vegetal species (sample is considered pure if there is at least 80% of the same species. Otherwise, it is a mix. Warning, some mixes cannot be analysed by infrared, notably those containing corn or other cereals, as well as TRM. For more information, contact your agent or send an E-mail to: analyse2@patlq.com.

Why choose infrared over chemical analysis ?

For a 45-cow herd, our calculations show that an undetected 3% variation in the protein content of any silage can translate into a \$1300 production loss in a single month. At that price, every day means money!

The most obvious advantage of infrared is speed. While chemical analysis requires a minimum of several days, infrared analysis bring results in only 24 hours. When you change the ration, it is good to know that your advisor and you can make any required adjustment in a cinch.

Infrared feed analysis at PATLQ costs \$15. When you consider the benefits, it is quite simply a great deal.

Until March 31st, get infrared analysis at the special low price of \$10 per sample.

Contact your advisor.

Our contest for March !

Results for Quiz Number 10

The drawing was held on January 13 among several hundred entries. The winners are: **Ferme Hautcote**, St-Fortunat (advisor: Jeannot Coté) and **Ferme Vaudal**, Vaudreuil (advisor: Nathalie Rondeau). Each won a \$50 credit on PATLQ services.

Correct answers were:

Question 1

PATLQ offers analysis services for:

- a) milk
- b) feed
- c) water
- e) toxins
- f) grains

Question 2

How many days are necessary to receive feed analysis results from PATLQ (infrared method) ?

- a) 1 day

Question 3

Underestimating the protein level of silage by 2 % for a year, means that 40 cows will receive how much extra protein supplement?

- d) 5800 kg

Question 4

What factors influence the nutritional value of feeds ?

- d) all of these:
- a) temperature
- b) light
- c) rain

Here is Quiz Number 11 !

Answers can be found either in this issue, on your *Annual Herd Management Report*, or by asking your advisor. Two \$50 credits on PATLQ advisory services will be drawn on April 28, 2003.

Question 1

In the next few weeks, your advisor will facilitate your life by processing the permanent ID and registration of Holstein cattle directly from your farm.

True or False ?

Question 2

What is the % of Quebec cows with 3 lactations and more? (Choose one breed)

Holstein (HO):

- a) 42.2%
- b) 46.9%
- c) 51.2%
- d) 55.4%

Ayrshire (AY):

- a) 39.8%
- b) 43.5%
- c) 45.8%
- d) 53.5%

Question 3

According to your *Annual Herd Management Report*, what is the management parameter that shows the best improvement over the last three years ?

Question 4

For a 45-cow herd, an 3% undetected variation of the protein content of any silage can cause a production loss of:

- a) \$700
- b) \$900
- c) \$1100
- d) \$1300 in a month.

Please return **prior to April 25**, 2003 to the attention of *Julie Charlebois*, PATLQ, 555 boul. des Anciens-Combattants, Ste-Anne-de-Bellevue, Quebec H9X 3R4 -- Fax: 514-398-7963 - E-mail: jcharlebois@patlq.com (You may enter by E-mail. Just write in the subject box "**Quiz - 11**", followed by your herd number, and give your answers and full name and address as your message).



Reply Form - Quiz Number 11 - March 2003

Answers : 1 : _____ 2 : _____ (race : _____) 3 : _____ 4 : _____

Name : _____ Herd Number : _____

Address : _____

Tel : _____ Fax : _____

E-mail : _____