

Holstein Québec Picnic, July 16, 2005, Ferme Lolisée, Chatham

Winners of the two milk-meters

At the traditional PATLQ drawing, the winners of the two milk meters - sponsored by Tru-Test - were : **Mario Lauzon**, Ferme Lauzonnière, Les Becquets, (client of **Richard Massé** and **Régula Schaeerli**), here with **Roger Cue**, PATLQ Board Member, and **Hélène Therrien**, Ferme Du Galet, Rigaud, (client of **Nathalie Rondeau** and **Josée Lavallée**), here with **Michel Robert**, PATLQ Board Member.



Salutations to our hundreds of visitors and special thanks to Ferme Lolisée and to Club Holstein des Laurentides for a wonderful day!

Results from Quiz N° 20 :

Winners for the May contest are: **Sylvain Benoît**, of St-Armand (Advisor: **Ghislain Côté**) and **Pierre Villeneuve**, of Chicoutimi (Advisor: **Gilles Chayer**). Each wins a \$50 credit on advisory services.

The correct answers were: Q-1 : d Q-2 : b Q-3 : c Q-4 : d

Quiz N° 21

Answers can be found in this bulletin or in the PATLQ article in the September issue of *Le producteur de lait québécois* and *Quebec Farmer's Advocate*. You may also ask your Advisor for help. Two \$50 credits on advisory services will be drawn on November 7.

Question 1

Everything else being equal, a 550 kg cow needs less metabolizable protein than a 750 kg cow. Her requirements are lower by:

- a) 0.5 %
- b) 5.0 %
- c) 10 %

Question 2

Since her energy requirement is lower, the less heavy cow needs less grain.

- a) True
- b) False

Question 3

What effect(s) can be attributed to a high milk urea nitrogen level?

- a) Increased embryo mortality
- b) Increased level of nitrogen waste
- c) Improper use of feed served, hence higher feed costs.
- d) Increased energy requirement
- e) All of the above

Question 4

Which factor converts MUN results into nitrogen excretion through urine in grams of nitrogen/day?

- a) 10.00
- b) 12.54
- c) 16.00
- d) 21.30

Entries must be received prior to **November 4, 2005**. Please send to the attention of **France Lauzon**, PATLQ, 555 boul. des Anciens-Combattants, Ste-Anne-de-Bellevue, Quebec H9X 3R4 -- Fax: 514-398-7963 - E-mail: quiz@patlq.com (You may enter by E-mail. Just write in the subject box "Quiz - 21", followed by your herd number, and give your answers and full name and address as your message).

Reply Form – Quiz N° 21 - September 2005

Answers: 1 : _____ 2 : _____ 3 : _____ 4 : _____
 Name: _____ Herd Number: _____
 Address: _____
 Tel.: _____ Fax: _____
 E-mail: _____



PATLQ

NEWSLETTER

72 - SEPTEMBER 2005

John E. Moxley Building • 555 Des Anciens-Combattants Blvd.
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Making the difference... today and in the future

Impelled by its shareholders (FPLQ, MAPAQ and McGill University), PATLQ is striving to build what will soon become a Centre of Expertise. Our goal? - to ensure the development of our dairy industry by providing profitable knowledge in collaboration with industry partners. To this end,

we encourage you to benefit right now from the expertise of our Strategic Advisors, either in group sessions, workshops or with a personalized consultation at your farm. In this newsletter, read about two producers recounting how they got profitable results. Also, we are proud to announce the release of

RATION'L, a software designed to improve the nutrition of your herd. More than ever, our commitment is: We can make the difference at your farm, today, and even more in the future.

Bertrand Farmer, agr.
 General Manager

Take full advantage of Strategic Advisory Services right now!



In 2004-2005, more than 1400 producers took advantage of our specialized **group** training sessions. But do you know that our five Strategic Advisors also provide **personalized** on-farm consultations and specialized **workshops** on the subject of your choice?

See page 2.

Gilles and Clément Ouellet, proud owners of Ferme Clovis, in St-Alexandre, with Claude, Simon and Mathieu, sons of Clément. Ferme Clovis recently had the benefit of a personalized on-farm consultation. "This visit was a real bargain!" says Clément Ouellet.

Announcing the release of RATION'L !

As of mid-September, PATLQ advisors will be working with a new version of our feeding software **RATION'L**, which will better respond to the nutritional requirements of today's cows,

Integrated into the **Agri-Lacta** suite, the new **RATION'L** is a great tool for herd management under current constraining conditions. Your advisor will be able to help you even more efficiently, especially with:

- Cow grouping management and optimal use of feeds
- Choosing the most efficient feeds

- Optimal management of energy, with an expected positive effect on reproductive performances

As with **Agri-Lacta**, **RATION'L** was developed in partnership with **Agri-Gestion inc.**, with financial support from the *Fonds d'action québécois pour le développement durable (FAQDD)*.

PATLQ thanks all dairy producers in advance for their understanding and support when first using **RATION'L** at the farm. Your advisor will have to transfer the information on feeds

by **Daniel Lefebvre**, Ph.D., R&D Team and rations - an operation almost entirely automated, but which nonetheless requires some human intervention! This transfer will take place only once and the cost will be entirely covered by PATLQ.

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Take full advantage of Strategic Advisory Services right now!

by Ann Louise Carson, agr., Business Development Manager

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A **personalized on-farm consultation** is done on request, in order to solve a particular problem or to perform an assessment on a major expansion project, a change in feeding strategy or any other complex issue. According to your need, the Strategic Advisor will perform a general overview of your farm in order to point out possible improvements. The Strategic Advisor works in close collaboration with your regular Advisor, who knows your objectives and can help you to do a proper follow-up of

any recommendation, so that you get quick, long-lasting results.

Producers using Strategic Advisory services see a quick return on their investment. At the suggestion of his PATLQ Advisor **Judith Francoeur, agr., Clément Ouellet**, of Ferme Clovis, in St-Alexandre, recently requested a personal consultation and so was visited by Strategic Advisor **Jean Brisson, agr.**

"Our Strategic Advisor listened very carefully," says Mr. Ouellet.

"We presented our farm, our objectives, our work habits and the problems we encounter. He questioned us at length and did several checks (Penn State separator, water output in the barn, body score condition, etc.) Then, after his visit, we received a complete report, very thorough, giving a precise summary of our conversations and providing detailed recommendations. We have followed several of his suggestions and it was a great help to the farm. In short, this visit was a real bargain!"

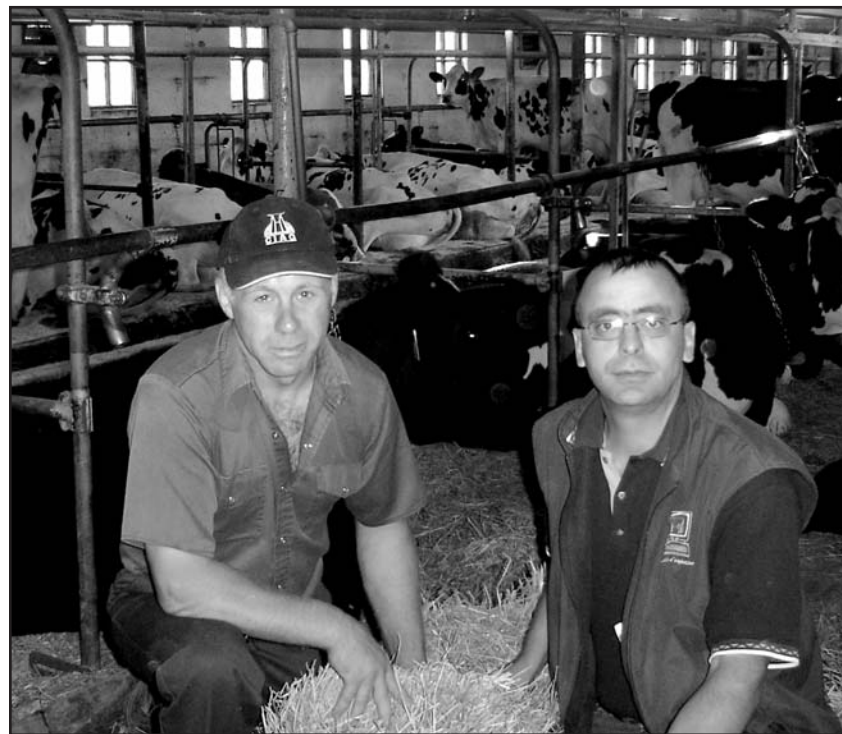
(See family picture on page 1)

Specialized workshop

Sharing experience is profitable for all

In the Lac-St-Jean region, a workshop was held on the importance of dry hay in a balanced ration. By focusing on the efficient fibre content, Strategic Advisor **Clément Blais, agr.** urged participants to wait for the right harvesting time. Advisor **Serge Fortin**, notes: "In this area, you generally have to target the end of June, beginning of July. Earlier, the grass is too young. Later on, it becomes too fibrous and cows won't eat it."

After this workshop, **Laval Laroche**, of St-Prime, took action: "Rather than buy a \$20,000 harvester, I chose a \$6000 model, which is less aggressive on the hay. This way, you get the best of the leaves". **Mr. Laroche** also comments the workshop process: "We are a group of people who trust each other. We have no qualms about sharing results, good or bad. This way, everybody makes progress. I am ready to do another workshop anytime!"



Laval Laroche, dairy producer of St-Prime, Lac-St-Jean, with his Advisor Serge Fortin.

A specialized workshop with a Strategic Advisor?
"I am ready to do another one anytime", says Mr. Laroche.

For more information about Strategic Advisory services, please contact your regular Advisor or call PATLQ customer service. Our toll free number is 1-800-266-5248. E-mail: service.clientele@patlq.com.

Body weight and nutrition

Reliable informations mean reliable recommendations!

by Jean Brisson, agr., R&D Team



Dairy cow feeding strategy now enters the high tech zone. The new version of the RATION'L program now allows for sharp fine-tuning of the ration. We are talking about grams of metabolisable protein or methionine, about milligrams of zinc or selenium... But in order to benefit from such precise dosage, it is mandatory to have the proper information on every cow: production level, percentage of fat, protein and lactose and, most importantly, the body weight of the animal.

Indeed, for the same production level, a heavier cow will:

- " Eat more
- " Have higher maintenance requirements
- " Have a larger rumen volume, which means:
 - o Higher microbial population, hence higher requirements in degraded protein
 - o Higher microbial protein production
 - o Slower rate of passage of feed in the rumen
 - o More cellulose digested in the rumen, etc.

This makes body weight a very important variable. As shown in Table 1, a 550 kg cow, by comparison with a 750 kg cow needs 2.4 Mcal less, close to 200 g/d degraded protein less and 107 g/d metabolisable protein less. On the other hand, she needs more undegraded protein, because she produces less microbial protein. And why does she need more corn than the heavier cow if her energy requirements are lower?

Simply because she eats less forages, and forages are known to provide energy... It follows that recommendations (corn, supplements, minerals) are very different according to the cow's body weight.

Recommendations being different, so will be the feeding costs. Taking as a reference the market prices of the last months, the heavier cow costs \$0.26 less per day in concentrates, which comes to a little more than \$1 per 100 litres of milk (Table 1, green lines). Does this mean that we should eliminate all cows below 700 kg? Not at all. Because heavier cows also eat more forages, and those cost money, too...

PATLQ is working hard to help

clients reach the performance level that they hope for. The new version of RATION'L is a fine example. But reliable recommendations need reliable basic information. So, do not be surprised when your advisor will ask you: "What is the weight of that cow?" It is just as important to use the measuring tape as it is to know the milk yield of each animal.

Table 1.

Impact of body weight on nutritional requirements, recommendations and cost of concentrates, for a daily production of 25 kg, at 4% fat, 3.5% protein and 4.5% lactose (source : new version of RATION'L)

	Body weight (kg)				
	550	600	650	700	750
Corn silage (kg/cow/day)	12,0				
Hay (kg/cow/day)	2,0				
Hay silage (kg/cow/day)	19,8	22,8	25,8	28,8	31,8
Shelled corn (kg/cow/day)	4,0	3,5	3,1	2,5	1,9
Supplements (kg/cow/day)	1,44	1,24	1,07	1,07	1,05
Minerals (kg/cow/day)	0,33	0,36	0,39	0,42	,46
Energy requirement (Mcal/d)	27,6	28,2	28,8	29,4	30,0
Degraded protein requirement (g/d)	1759	1810	1860	1908	1955
Metabolisable protein requirement (g/d)	1885	1912	1939	1965	1992
Rumen undegraded protein requirement (g/d)	980	973	967	961	956
Cost of concentrates (\$/cow/day)	1,24	1,17	1,10	1,04	0,98
Cost of concentrates (\$/hl)	4,97	4,67	4,38	4,15	3,92

RE: summer 2005 market

PATLQ News • N° 72 • September 2005

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Depot: ISSN 1496-2748 - Bibliothèque Nationale du Québec (1984) and National Library of Canada

Design and printing: CIDMA Imprimerie & Design • www.cidma.ca