

Trade Shows in St-Hyacinthe and Québec

Our prize winners

Once again this year, at the *Salon de l'agriculture* as well as the *Salon de la machinerie agricole*, several dozens of clients won prizes. The PATLQ wheel of fortune was featuring the new RATION'L program : more than 30 clients won a credit for thirty minutes or one-hour of RATION'L advisory service, more than 35 won a feed analysis and several hundred won a PROM-S cap.

Lastly, at the end of each *Salon*, your dairy partners held their well-known joint drawing: \$50 credits at Holstein Québec, CIAQ, and PATLQ, for a total of \$150 at the *Salon de l'agriculture* and of \$100 at the

Salon de la machinerie agricole de Québec (CIAQ and PATLQ only). Here is the list of winners for the main prizes.



February 4, 2006, at the *Salon de la machinerie agricole de Québec*, your dairy partners are once more bringing smiles with drawings of \$100 credits. **Jeannot Côté**, Advisor and **Michel Langevin**, Data Entry Technician (PATLQ), with **Michel Santerre**, District Manager, Rive-Nord and **Yves Taillon**, marketing and services (CIAQ).

Dairy Partners Credits

Winner Farms	PATLQ Advisor
At Salon de l'agriculture	
Eugène Cardinal, Ste-Justine de Newton	Nathalie Rondeau
Ferme de la Pointe inc., Upton Bagot	Michel Gauthier
Ferme Desro enr., Ste-Gertrude	Gabriel Gagnon
Ferme Familiale JD inc., La Visitation	Denis St-Amand
Ferme Fiero SENC, St-Cyrille de Wendover	Richard Dubé
Ferme Jean-Yves Gosselin inc., St-Francois-Rivière sud	René Dumont
Ferme Judard 1999 inc., Ste-Clothilde	Catherine Cross
Ferme Lavalloise, Laval	Christiane Chevrier*
Ferme Macna SENC, St-François du Lac	Claude Huot
Les fermes B. Pitre & fils inc., St-Louis de Gonzague	Richard Primeau

At Salon de la machinerie agricole de Québec

Ferme Albri SENC, Baie St-Paul	Alain Fortin
Ferme de la Tour SENC, St Ulric	Nathalie Ouellet
Ferme Jalco inc., St-Adelphé	Yvon Béland
Ferme Lemery inc., Leclercville	Denis Pérusse
JMP Chrétien et fils, St-Édouard	Denis Pérusse
Ferme Sylvain Sauvageau inc., St-Thuribe	René Brulotte

PATLQ Wheel of fortune

Winners of one hour of RATION'L Advisory Services (a \$40 value)

Winner Farms	PATLQ Advisor
Alfred Sylvain F. Benoit, St-Armand	Ghislain Côté
Ferme Chatana inc., Les Hauteurs	Karine Chenard
Ferme Claude Morneau inc., Kingsbury	Catherine Cross
Ferme Decan, Tingwick	Robert Leclair
Ferme Genevoise 9016-8717 inc., Ste-Geneviève de Batiscan	Steeve Bouchard
Ferme Gerluda, ND Bon-Conseil	Denis Massé
Ferme Gillal inc., St-Hyacinthe	Élisabeth Julien
Ferme Gillene SENC, St-Zépirin	Mélissa Grandmont
Ferme Gilles Landry inc., Rivière-Ouelle	Yvan Lizotte
Ferme Lember (1998) inc., Ste-Cécile	Richard Massé
Ferme Marcoben enr., St-Nazaire d'Acton	Nancy Thibault*
Ferme Mariluc enr., Beauceville	Claudine Roy*
Ferme Réjean Garon inc., St-Denis	Yvan Lizotte
Ferme Sudon enr., St-Charles	Rémi Bélanger
Gilbert Chabot 304 inc., St-Bernard	Germain Lehoux

* Data Entry Technician

Survey on PATLQ services

Five clients receive a \$100 credit

Renée-Claude Frigon, MBA, CRHA, Human Resources Manager

Periodically, PATLQ holds a survey to measure clients' satisfaction with products and services. This year, the return date was February 3. The exact number is not known yet, but your response has been spectacular.

Thanks to all participants: you are contributing to the constant improvement of your Centre of expertise!

We will present the survey's result in an oncoming issue. Meanwhile, as promised, a drawing was held

among participants for five \$100 credits. The winners are:

Ferme du Canton, St-Éloi
Ferme Mario Ayotte, St-Adélphé
Ferme Pierre Trottier, St-Thuribe
Ferme Raymond Hudon, La Pocatière
Ferme Saguenayenne, Jonquière

Results from Quiz No 22:

The drawing was held on February 13. The winners are: **Yvan and Mario Charest**, *Ferme Du Rapide Sud*, La Pérade (Advisor: **Bernard Marcotte**) and **Hugo Fichlin**, Warwick (Advisor: **Martin Côté**). Each win a \$50 credit on advisory services.

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

Quiz N° 23

Answers can be found in this bulletin. You may also ask your Advisor for help. Two \$50 credits on advisory services will be drawn on April 10, 2006.

Question 1

The higher the lignin content in a forage, the less energy a cow can get from it.

- a) True
- b) False

Question 2

In order to make sure that the rumen microbes have enough protein, 24 hours a day, we must watch closely the balance of the ration in Degradable Intake Protein (DIP). How many grams over requirements are we aiming for?

- a) 0 g /d
- b) 100 - 150 g/d
- c) 250 - 350 g/d
- d) 400 - 450 g/d

Question 3

When a ration brings too much degraded protein, what is the effect on Milk Urea Nitrogen ?

- a) Increase
- b) Reduction
- c) No effect

Question 4

For the same production level, a cow giving milk with a higher protein content is more likely to have a deficit in metabolisable protein.

- a) True
- b) False

Entries must be received **prior to April 7, 2006**. Please send to the attention of **France Lauzon**, PATLQ, 555 boul. des Anciens-Combattants, Ste-Anne-de-Bellevue, Québec H9X 3R4 - Fax: 514-398-7963 - E-mail: quiz@patlq.com (You may enter by E-mail. Just write in the subject box "Quiz - 23", followed by your herd number, and give your answers and full name and address as your message).

Reply Form – Quiz N° 23 - March 2006

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



PATLQ

NEWSLETTER

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

A New Team at PATLQ

Milk quality: a priority



trained to provide an accurate diagnostic and help you find efficient solutions.

Left to right, front:
Gilles Laramée, Senior Technician,
Glad'ys Aubé, Technician,
Gérard Nault, Technician,
Émilie Therrien, Technician,
Marcel Thiboutot, Senior Technician;

back:
Guy Boyer, Regional Manager,
Montérégie and Quality Manager,
Luc Charest, Technician,
Normand Séguin, Technician,
Dany Quirion, Senior Technician and
Stéphane Ouellet, Technician.

At the request of the *Fédération des producteurs de lait du Québec*, a new PATLQ task force has just been created to

improve milk quality in Quebec ! Problem with somatic cell count or bacteria ? Our ten **Milk Quality Technicians** have been specially

St-Hyacinthe and Quebec City Trade Shows Your dairy partners are listening



Concluding the *Salon de l'agriculture*, January 12, 2006, here comes the traditional drawing of your dairy partners: **Hélène Drolet**, CIAQ, and **Nancy Lefebvre**, Holstein Québec, are with **Rosaire Chrétien**, Regional Manager, *Les Appalaches*, PATLQ.

We had great chats with clients at the *Salon de l'agriculture* in St-Hyacinthe in mid-January, and at the *Salon*

de la *machinerie agricole de Québec* in early February. Several people expressed their appreciation for the specialized group

training sessions they attended this winter. It is always a pleasure to receive comments and suggestions on how to improve products and services at your Centre of expertise. Rest assured, your dairy partners are listening!

See page 5 for a presentation of the winners in our main drawings.

Summary

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Better rations for better profits

The news has been around for some time: PATLQ Advisors have a new version of the RATION'L application. You may have read the article in the November issue of *Quebec Farmer's Advocate*. At the 2006 *Salon de l'Agriculture and Salon de la Machinerie*, hundreds of producers had the opportunity to discuss about it. You may already know that RATION'L includes an impressive array of new features - far more than could be described in this one page. What matters however is, what this new application will change in the barn? Have you had a look on your Advisor's computer screen since recently? It is worth it, I can assure you. The new RATION'L is far superior to the old version.

Recommendations are more accurate and you now get clear solutions to several previously unanswered questions. We've peaked your curiosity? Take the time to sit with your Advisor upon his next visit. Here are a few points you might want to discuss:

1. Feed energy

As you know, a lot of research has been done on fibre digestibility. It is a very important point, because it can explain why, in some barns, cows remain too thin. For starters, we know that lignin is not digestible. It is important for the plant, because it keeps it upright, and for the cow, because it helps with rumination. However, lignin supplies no energy to the cow. The higher the lignin content in silage, the less energy. RATION'L calculation s now

account for this. See for yourself what happens if the lignin content gets higher- ask your advisor to demonstrate this for you. (figure 1).

Energy	
NEL (Mcal/kg)	1.24
NEM (Mcal/kg)	1.34
NEG (Mcal/kg)	0.76
Fibre	
ADF (%)	37.1
NDF (%)	48.3
FA (% NDF)	90
eNDF (%)	70
Lignin (%)	7.2
Lignin/NDF (%)	14.3
NDF Dig. (%)	42.2

Figure 1. ENL value depends on several factors, including the Lignin content

2. Degradable protein: a must

Rumen microbes do extraordinary work for you: they extract energy from forages and produce vitamins and protein that a cow can transform into lactose, protein or fat. These microbes need protein, but not just any kind: Degradable protein, which is protein that has been simplified, shortened to peptides (a few amino acids) and NH3. These microbes need a continuous supply of degradable protein as they work 24 hours a day. So what happens when microbes have insufficient protein? Fortunately, it does not kill the cow. However will produce less, transform less. This is why DIP (Degradable Intake Protein) is so important. Of course, RATION'L calculates the DIP input and checks if requirements are met. Better yet, available graphs depict whether requirements are being met, as well as the contribution of each feed. Figure 2 illustrates a ration in which the microbes' daily

needs in DIP are not quite met. The requirements would however be met if the cow ate a little bit of her ration every hour. Given that this is not the case, daily requirements must be exceeded by 250-350 grams. In our example, we can see that supplements alone contribute to DIP input by more than 40%.

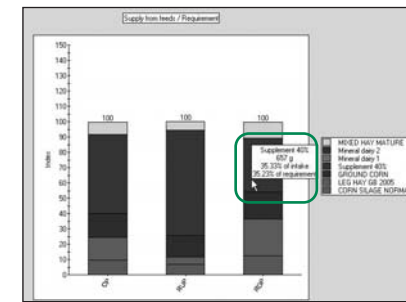


Figure 2. Ration covering degradable protein requirements (grams/24 hours)

3. Degradable protein: enough, but not too much

Should however, the ration supply too much DIP, the consequences can be serious. Increased water intake, increased urine output, runnier faeces and, more critically, high milk urea nitrogen and reproductive problems. Figure 3 shows a ration in which PID requirements are alarmingly exceeded. We can see that the haylage alone meets the DIP requirements. This figure clearly points to where action must be taken in order to lower DIP intake. Changing the supplement will be far easier than trying to combine that particular silage with larger amounts of another feed.

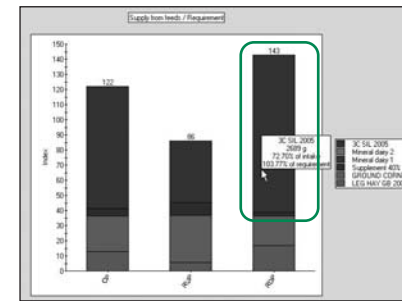


Figure 3. Ration largely exceeding degradable protein requirements

4. Metabolisable protein is very important

A cow needs protein but she does not need degradable protein (her rumen microbes do). She needs metabolisable protein, which are long chains of amino acids. We say it is metabolisable because it has reached the abomasum to be digested by the cow, absorbed into the bloodstream, and ultimately feed the cells of her entire body. The new RATION'L is highly sensitive to these proteins. It takes into account the rate of passage of feeds in the rumen, as well as the rate of degradation of each feed's protein. But, above all, it can calculate a very accurate ration that will cover the cow's protein requirement.

In some instances, it may surprise you to see the program

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by Jean Brisson, agr.
R&D Team



recommending supplements for cows that are not high milk producers. Have a look at the protein test for these animals: you will find those cows that you never manage to slim down. Their metabolisable protein requirements are clearly higher, as shown by their protein test. These cows often yield milk at 3.5 or 4% protein. The new RATION'L will help these cows give their full potential.

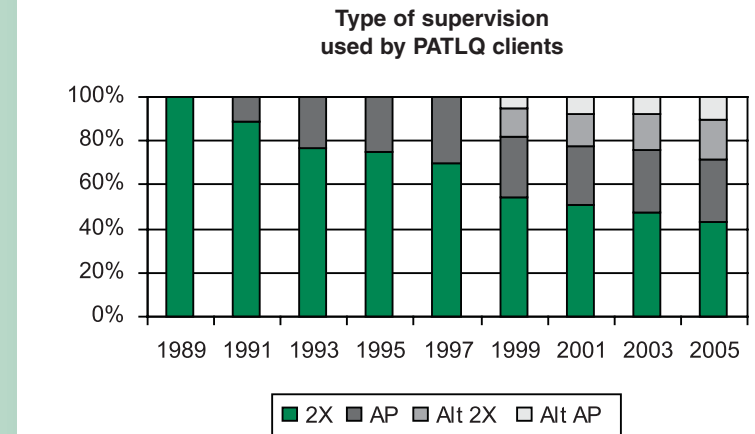
Figure 4 depicts the ration of a cow not receiving the amount of supplement recommended by the program. Supplements have been maximized at 2.5 kg, when the cow requires 3.5 kg. As a result there is a 221 gram deficit in metabolisable protein. Does this threaten the cow's life? No. She will simply decrease her daily milk production by 4 kg.

Description	Evaluation			Supply		Req.	Total	Feeds				Constant		Proportions		Residual
	Index	Conc.	Dif.	Total	Total			Order	Code	Nom	Price	Min.	Max.	Group	Am	
General								1	41099001	LEG HAY GB 2005	120.56	3.000	3.000		3.000	
DMI (kg)	47.70			26.1	27.8			2	51699001	GROUND CORN	150.00				3.800	
Concentrates (kg)	41.5			10.8				3	69999001	Supplement 40%	405.00		2.500		2.500	
Cost (\$/kg)	53.74			4.59				4	79999001	Mineral day 1	650.00		0.000		0.000	
Energy								5	79999002	Mineral day 2	600.00		0.018		0.018	
NEL (Mcal)	100	1.98	-0.1	41.3	41.4			6	32099001	3C SIL 2005	43.84		27.304		27.304	
NDF (kg)	122	31.6	1.5	8.2	8.8			7	34099001	CORN SILAGE	26.98	12.000	12.000		12.000	
ADF (kg)	116	20.9	0.8	5.4	4.7											
NFC (kg)	42.5			11.1												
Total Fat (kg)	3.0			782.9												
Protein																
CP (kg)	108	18.5	352	4817	4485											
RDP (kg)	126	12	647	3173	2526											
Dig. RUP (kg)	86	51.02	-291	1330	1551											
Meat (kg)	93	11.16	-221	2909	3130											

Figure 4. Ration not meeting metabolisable protein requirements (-221 grams/day), resulting in a production decrease of 4 kg per day

Evolution of supervised options in Quebec

Sylvain Biron, T.P., Regional Manager, Les Rives



Given these results, it is clear that data integrity is ensured regardless of the option or type of test.

Table 2 - Production in relation to service option, as a % of milk shipped, Québec, 2005

Options	Average	Standard Dev.
Supervised	102.2	7.2
Alternate	102.2	8.3
Non supervised	99.6	12.9

Table 3 - Production in relation to type of supervised test, as a % of milk shipped, Québec, 2005

Supervised tests	Average	Standard Dev.
24 hours	102.4	7.4
AM-PM	101.7	7.3
Scheduled	101.9	8.0

In 2006, the number of clients on supervised options reached 35% of PATLQ clients. The proportion of client using supervised services has been in constant progression for a decade. It is directly linked to the desire of producers to find efficient solutions at the lowest possible cost.

New supervised options have been available to Quebec dairy producers for 15 years now. Over the years, a shift can be observed in the type of supervision used by clients (see graph). Today, 40% of herds use AM-PM and 29% opt for the Alternate option.

These changes have also been observed in other provinces, in some cases far more pronounced than here. Table 1 compares the situation in Quebec with that of other Canadian provinces. Notice that the AM-PM type of service is used by the vast majority of producers in other provinces.

The mandate given by the dairy industry to milk recording

agencies is to ensure data integrity for genetic and publication purposes. Several verifications are conducted before data is accepted. There are sometimes doubts expressed regarding the precision of data from these different service levels. In response to these concerns, we compared 2005 test day milk production to milk shipped data.

Tables 2 and 3 show production according to service option and type of supervised test, expressed as the percentage of milk shipped. We can see that there is very little difference between service options (table 2), and types of supervised test (table 3).

Table 1 - Current portrait of supervision in Canada* (%)

	Quebec	Other provinces
Herds enrolled with supervised options	35	65
Cows enrolled with supervised options *	40	67
Supervised herds - Alternate Tests	29	12
Supervised herds - Supervised Tests	71	88
Herds on AP supervised options	40	94
Scheduled Supervised Tests	19	23

* data for all breeds, as of November 30, 200