



Are Lactanet's Workshops for me?

November 24, 2022

Do you like to compare your results with other producers, exchange ideas with advisors, and learn from our experts? Do you want concrete strategies to have a more sustainable and profitable farm? Look no further, our workshops are for you!



THE SECRETS TO PROFITABLE MILK

Do you control your costs?

Let's be honest. The dairy industry is competitive. There are many external factors you can't do anything about, but you can reduce and control your costs. Easier said than done? Here is the first question to ask yourself: Do I really know what my costs are on the farm? It's essential to be able to compare your costs with those of previous years, but also with those of other dairy operations (this is called *benchmarking*). This step helps you determine the expenses to reduce as a priority and, ultimately, implement an action plan adapted to your environment.

Did you know that applying best management practices could lead to

savings between \$50,000 and \$80,000 per year on production costs?

How are your farm's costs broken down?

Your cost of production is broken down into several expenses. And these expenses do not have the same financial weight for your business. Feed remains the most important item, followed by mid- to long-term assets, rearing costs and, finally, labour. Also, don't forget quota management, which is an important part of your profitability and can maximize your revenue.

The choice is yours!

Our [*The Secrets to Profitable Milk*](#) workshop is a group discussion. You will choose from a list of topics and YOU will decide the direction of the discussions. Each session will be unique and tailored to the needs of participants! Join the discussion and let us help you find the management strategies that are right for you.

“A vision without action is an illusion.” – Vern Osborne, PhD, Professor, University of Guelph, 2022 Dairy Cattle Symposium

THE STORY BEHIND YOUR HEIFER INVENTORY



GET IT RIGHT, BE MORE PROFITABLE!

What is YOUR story?

Before you continue, ask yourself this question: Does each of the heifers I have kept have a story? Do you make sure that every heifer you raise generates revenue for the farm? Let us help you write YOUR story, because no two stories are alike.

Why write MY story?

As mentioned above, rearing is one of the biggest expenses for a dairy operation. In 2021, the average rearing cost was \$4,258¹ per heifer. It goes without saying that knowing your replacement needs should be the first chapter of your story. This information will allow you to determine if

savings could be made (e.g., forage, milk powder, bedding) or if strategic decisions could be taken to improve your farm's return on investment.

During this workshop, we will talk about key elements to help you raise quality heifers, but also produce an adequate number of heifers with the least amount of resources.

The second chapter of your story should be entitled *How can I improve management and genetics to optimize my rearing program?* We will highlight several tools to help you reflect on the subject: genetic inventory, Compass, Herd Summary Report, Growth Monitoring application, etc.

Remember that, for an animal to reach its full genetic potential, it must be raised in a healthy and comfortable environment.

Finally, your third chapter is about your breeding program. How do you know which heifers should be bred and what strategy to use? Does your farm have a selection plan? Our workshop entitled [*The Story Behind Your Heifer Inventory*](#) will help you answer all these questions.

Sexed, conventional or beef semen? Knowing the different breeding strategies will help you optimize your rearing program.

How do I register for a workshop?

You can register now via your online [MySite account](#). Simply click on *Register to a workshop* in the upper right corner of your home page and select the date and time that suits you from the table. You can also talk to your Lactanet advisor or technician or call our [customer service](#) department.

Testimonials from 2021-2022 workshop participants

“While participating in the sustainable and profitable workshop, we realized that some of the data we were compiling was not accurate. We have since corrected the situation to better analyze our performance. Karen Bergeron also gave us a lot of tips on how to keep our animals healthy longer and therefore have more money in our pockets because, after all, it is by keeping cows in the herd for a long time that they become profitable. We will also use tips and suggestions from the participant’s workbook when we reflect on a transition to free stall. It’s the little details that add up to make a difference. We also really appreciated the butterfat test workshop because we were able to speak with other Ayrshire farmers and discuss best practices based on what we feed the animals to optimize our performance. I think these two workshops went well together: to have a good butterfat test and be profitable, you need to have animals that stay in the herd for a long time.”

Alexandre Bernier, Ferme des Mésanges, Normandin

“We signed up for the forage workshop because we needed independent advice on feeding and field management. We learned many things that we will be able to apply to our business. For example, it’s important to have a more precise technique to better evaluate the volume of forage harvested for all the types of crops that we have (e.g., round bales, Ag-Bag for hay or corn silage). Knowing your forage yield is very important! Other aspects of the workshop that we appreciated were tips for adapting to weather conditions such as choosing the species and number of varieties to plant or the option of always leaving a vegetation cover. Bottom line, we enjoyed participating in discussions with the other farmers and our instructors, Annick Desjardins and Jean-Philippe Laroche.”

Véronique Raymond et Pascal Langevin, Ferme Rayverland, Saint-Edwidge

“Catherine Cross’s workshop with Quebec farmers gave me a new perspective. She indicated that some herds could be overspending on feed and that, while they were

producing more milk per cow, they sometimes were not as efficient in terms of feed margin. It was a completely new perspective for me.”

Kevin Jones, Shady Glen Farms, Ontario

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¹*Agritel 2021*

By Catherine Larivée Bazinet, agr.

With an B.Sc. in Animal science from McGill University and having worked previously in the beef & veal industry, Catherine has a strong passion for knowledge transfer and brings creative ways to favor interest and understanding to the center of expertise projects.