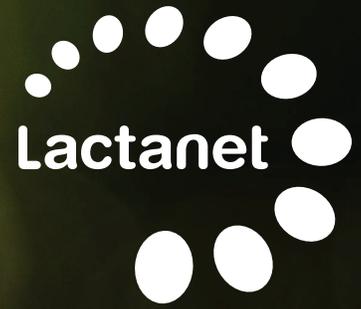


# SUS TAIN ABIL ITY



**2021**  
**ATLANTIC**  
PROGRESS  
REPORT





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# Atlantic Progress Report

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Lactanet customers acknowledge that Lactanet may collect their personal information, including, but not limited to name, address, phone number and unique animal identification numbers when they use Lactanet services. By providing us with any personal information, customers consent to the sharing of information with the responsible administrator for dairy traceability for the purposes of regulatory and/or voluntary reporting.

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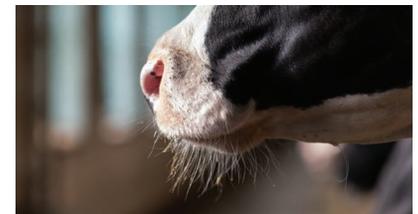
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### VISION

To be the premier source of information and innovative solutions for dairy farmers and industry partners.

### MISSION

To be the leading provider of herd management solutions and knowledge to support the development of a prosperous and sustainable Canadian dairy industry.

### Lactanet Canada

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## A WORD FROM OUR CEO

# Transformation & Evolution

As we enter our fourth year of the Lactanet partnership, it is a pivotal time where all departments and the Board of Directors are involved in strategic planning and identifying the business objectives for our next stage of development. The pace of change, technology, and adapting to uncertainty continues to influence a lengthy list of goals and deliverables.

Lactanet is more than milk recording and while we continue to offer proven, reliable solutions that simply solve challenges for our customers every day, we will also build on advanced solutions to show dairy farmers what's possible. As farms continue to be fewer, larger and more technically advanced, we will evolve and offer a range of options that support all profit models and milking systems to help make your dairy operation better.

Despite two years of a pandemic that kept us on our toes, we have many accomplishments to share in the pages ahead. The introduction and expansion of new products and services gained attention, such as our Selective Dry Cow Therapy report and Feed Efficiency evaluations. We also made enhancements to our software and mobile apps, an improved gateway to access reports via MySite, a new Dynamic Herd Dashboard, and the evolution of our partnership with one unified website.

February 22, 2022, was an iconic celebration in our industry as we recognized the very best herds in the country — all possible with our Herd Performance Index (HPI) that represents six key areas that drive today's dairy farms. If you haven't yet reviewed our list of the

top 1% of some of the finest herds in the country, be sure to visit our website.

A major initiative for the year ahead is to rewrite the rules for production records and their publication. As we adapt to the changes in on-farm technologies, we will work with industry partners to integrate sensor data into records and present the information in a new format.

Collaborations remain important to fulfill our mission in the longer term as alliances extend our reach and improve the speed of what we can offer. With this approach, products, services and tools often become more affordable. We will continue to challenge and identify areas where we can innovate to create better value to meet the needs of Canadian dairy farmers.

I would like to acknowledge the dedication and commitment of our team as they continued to provide services throughout the pandemic. Their efforts are complemented by the leadership of our Chair, Barbara Paquet and the entire Lactanet Board of Directors. They challenge us to be better and are committed to planning for a successful future.

Enjoy our 2021 Progress Report!

Sincerely,

*Neil Petreny*

Neil Petreny  
CEO, Lactanet Canada

### LACTANET VALUES



EXPERTISE



INTEGRITY



INNOVATION



ENGAGEMENT



EXCELLENCE

## A WORD FROM OUR CHAIR

# Communication & Connection



Each year, Lactanet releases four publications that report the performance of dairy herds and our industry. As dairy producers, we all look forward to the Progress Reports that are customized with data relevant to each of us in our respective regions across Canada: West, Ontario, Québec, and Atlantic.

Whether it be through our website, a training workshop, social media, this flagship publication, or by talking to Lactanet staff, as a dairy farmer led organization, we understand the importance of communicating and connecting with the dairy community. Lactanet has many touchpoints with producers but there are a few that I would like to reference.

The first is Lactanet's Best Managed Dairy Herds event, where we gather virtually in February to reveal Canada's best 25 performing herds, as well as top herds by province, reflected by Lactanet's Herd Performance Index. On behalf of the Board of Directors, I would like to congratulate the producers and their teams that demonstrate the discipline, determination, and passion that lead to these exceptional results. If you missed the event, it's not too late to watch the video recordings on our YouTube channel that have reached over 4,000 views in both English and French.

Secondly, in 2021 Lactanet championed a national Resolutions process by developing an on-line platform that accepts resolution submissions and feedback from dairy producers to shape and support the future of our industry. We were pleased with the participation in our first year as we considered 28 resolutions, experienced amazing engagement in the chat forum, and received more than 1,100 votes. The next round of resolutions for 2022 are currently underway and I invite all dairy producers to visit the website and learn about the process at [lactanetresolutions.ca](http://lactanetresolutions.ca).

Thirdly, by expanding Lactanet's on-line training program in 2021/22, we were able to share know-how from our Center of Expertise and connect with

dairy producers across the country. From topics such as optimizing milk fat tests, forage yields, robot feed margins, and the new Sustainability Index, there have been over 1,800 registrations to webinars and virtual workshops. By strengthening the hearts and minds of dairy farmers we can aim for a more profitable business.

At home, it's been 16 months since our farm converted to robotic milking. Our operation has evolved along with the resources we rely on, but our trust in the data and lab services from Lactanet remains. By combining technologies, we have developed a new approach to herd management and tend to spend less time on traditional tasks. Our family is also conscious of today's definition of sustainability and how it goes beyond the environment, and includes animal care, manure management, working conditions, human wellness, workforce shifts, and efficient business models.

Lastly, in early 2021 the Lactanet Board appointed Frido Hamoen as an external Director to the Board. As a resident of The Netherlands, Frido's management and leadership expertise in dairy and animal science, genetics, data management, product innovation and marketing, will provide a strong international perspective.

While we cannot control COVID and its impact on our connection with each other, we can control the information and services we offer to our customers. If you are spending too much time assessing your herd, registering your cows, or complying with proAction® traceability requirements, take a moment to chat with our knowledgeable field staff about the options we can provide at Lactanet. Let us make things easier for you.

Sincerely,

*Barbara Paquet*

Barbara Paquet  
Chair, Lactanet Canada  
Producer from Saint-Côme-Linière, QC



# 2021 ACCOMPLISHMENTS

Serving **8,000+** Canadian dairy farmers from coast to coast

**4.5 million** milk samples collected and analyzed from **70,000 herd visits**



We help dairy producers meet today's challenges with simple, convenient and affordable solutions that work.

Lactanet plays an important role in driving **sustainable** agriculture.



**22,000+** hours of advisory services\*

*\*Québec & Atlantic data*

**120,000+** cows test in robot herds

We can achieve great things when technologies and data are used in combination with one another.

**96,000+** GestaLab milk pregnancy samples tested



**100,000+** electronic animal registrations submitted for customers

**19,000+** Mastitis4 tests conducted\*

*\*Western Canada & Ontario data*



**34%** of herds are enrolled on MUN

**38%** of herds are enrolled on KetoLab



**38%** of farms on test use PROFILab\*

*\*Québec data*

**28** industry resolutions submitted by licenced dairy producers  
**1,100+** votes casted

**17,000+** cows use eDHI

**27%** of customers subscribe to the Lactanet mobile app



**1,000+** participants attended Lactanet's Master Your Feed Margin webinar



**#1** herd management software provider in Canada



**DairyComp**

*\*52% of milk recorded cows in Western Canada & Ontario are managed with DairyComp*

Source: Lactanet Canada 2021

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**PARTNER**  
WITH A DAIRY  
NUTRITION  
ADVISOR



**CHOOSE**  
**PRECISION**  
**NUTRITION**  
FOR YOUR COWS



**GET**  
**RESULTS**  
THAT DELIVER

[YourRobotHerdPartner.com](http://YourRobotHerdPartner.com)

# Sustainability: A Genetics Perspective

By Dr. Filippo Miglior, Senior Advisor, Genetic Strategic Initiatives, Lactanet Canada

As leaders in the global dairy sector, we are proud to offer Lactanet customers with innovative genetics products. Our genetics team provides evaluations for over 100 traits and indexes with a breeding objective that focuses on improving all aspects of the dairy animal. This includes production, conformation, longevity, mobility, disease resistance, fertility and milkability. In 2021, Feed Efficiency was introduced to expand on this objective.

## Sustainability and Genetics

Sustainability has a complex definition. It includes increasing the production of a nutritionally dense, human-edible product to meet the pressure of a growing world population, while also reducing emissions, improving on-farm efficiency, meeting societal expectations, and enhancing animal welfare. Profitability of farms and farmer wellness are also important factors.

In an effort to improve sustainability, producers need to find the optimal balance between all of these aspects of their operation. Genetics plays a role in this process by helping Canadian dairy farmers target key areas of improvement for a thriving herd. By assessing the needs of producers, Lactanet identifies opportunities for future genetic improvement where long-term sustainability is the goal.

## Feed Efficiency Trait

In 2021, Canadian Holstein breeders began to breed for even more efficient cows by making selection and mating decisions using the

new Feed Efficiency evaluations. Feed typically represents more than half of on-farm production costs and as feed costs rise and climate change comes to the forefront, dairy farmers are under great pressure to produce more milk with fewer resources. The Feed Efficiency evaluation can help producers focus on genetic selection for improved efficiency without affecting production levels, body size or stress during the transition period.

## Animal Health and Welfare

Improving the health and welfare of dairy cattle is pivotal to this formula. Our much-anticipated Calf Health evaluations that are currently in beta testing will involve the use of existing farmer-recorded data to improve the well-being of young stock, starting from day one. As we routinely update evaluations for other health and fertility traits, we can further optimize the natural biological function of the animal.

## Managing Animals in a Changing Climate

One of our goals for the future is to breed for a more resilient dairy cow. Lactanet's current international research collaboration projects focus on cows that are able to bounce back from stressful events — be it health, reproduction or the environment.

Going forward, Lactanet also plans to introduce tools aimed at reducing the greenhouse gas output of dairy cattle herds. In a world that keeps getting warmer, we will continue to develop new strategies and products that farmers can use to tackle industry challenges.



## How to Access an Animal's Feed Efficiency Evaluation

### FE REFERENCE

- 1 Indicates the numerical score for the trait. Like all indexes, the average is 100. For every 5 points away from 100 that an animal is, they are 1 standard deviation\* further away from the breed average.
- 2 Indicates the visual presentation of the animal's difference from average. Average is the center line, and every line mark is 1 standard deviation. In general, two-thirds of animals fall within 1 standard deviation above or below average and 95% fall within 2 standard deviations from average. Only the most extreme animals in the breed will reach 3 standard deviations from breed average.
- 3 Indicates the raw value of kg reduction in dry matter intake after peak lactation that we expect daughters of this sire to consume, compared to daughters of a breed average sire with a rating of 100.

To view the Feed Efficiency (FE) evaluation for an animal in your herd, you must be a current milk-recording client, or have paid for that trait to be visible per animal.

For AI companies that are Lactanet customers, the trait is published for all bulls in their inventory. Therefore, selecting for bulls based on FE is easy, regardless if your herd is enrolled in milk recording.

When looking at an animal's Genetic Evaluation, FE will appear at the top of the Functional Traits list, as shown in the bull evaluation example below:

### Functional

	1 Rating	Rel		2 Difference from Breed Average (SD)		Daughter Performance
Feed Efficiency	103 GPA	50%	Poor			Efficient 31.8 kg 3
Herd Life	106 GPA	82%	Short			Long 71%

\* Standard Deviation: a measure of how dispersed the data is in relation to the mean. Low standard deviation means data are clustered around the mean, and high standard deviation indicates data are more spread out. (Source: National Library of Medicine)

# Outlook of the Future: Growing More Perennial Forage Crops

By Jean-Philippe Laroche, agr. M. Sc, Dairy Production Expert, Nutrition and Forages, Lactanet Canada

Canadian dairy producers are fortunate to be able to produce excellent quality forage and with more ease than producers south of the border. One element is our cooler climate, which favors the production of leaves in perennial forage plants. Despite the climate advantage, there has been a decrease in forage acreage over the last 50 years in some Canadian provinces like Ontario, Quebec, and the Maritimes (Figure 1). This phenomenon can be explained by several factors such as the overall decrease in the number of ruminants, the intensification of certain annual crops, as well as the conversion of forage areas to fallow land.

However, we feel the winds of change rising within the industry. More and more voices are being raised for us to maintain (or even increase) the acreage of perennial forage plants in some provinces. There are many reasons for this, such as:

## More Forages for the Environment

The environmental benefits of perennial forages are obvious. Not only do they require fewer inputs, but they also protect our soils from erosion, which has a positive effect on the health of watercourse. Perennials have a significant impact on biodiversity in agricultural settings. Moreover, we cannot overlook the ability of these plants to sequester large quantities of atmospheric carbon in the soil - an indispensable asset in the fight against climate change.

It's a sure bet that in the next few years, we won't hear the last of perennial forages to improve the environmental footprint of agriculture.

## More Forages to Improve Profitability

In dairy production, forage quality has a considerable impact on feed margins. Better quality forages allow cows to increase their consumption and productivity, while significantly reducing concentrate purchases. To take advantage of these economic benefits, an increase in grassland must be planned for, as cows will consume more forages. Fortunately, the economic benefits of perennial forages extend far beyond the barn.

It is well known that the presence of grasslands in the rotation allows for a significant improvement in soil health. What is less known is how it pays off for the producer long term! Several studies report that the presence of a perennial forage plant in a rotation increases yields of other field crops. Some researchers even tell us that a minimum of three years of sequential grassland is needed in the rotation to maximize soil health, which would have a positive effect on long-term profitability.



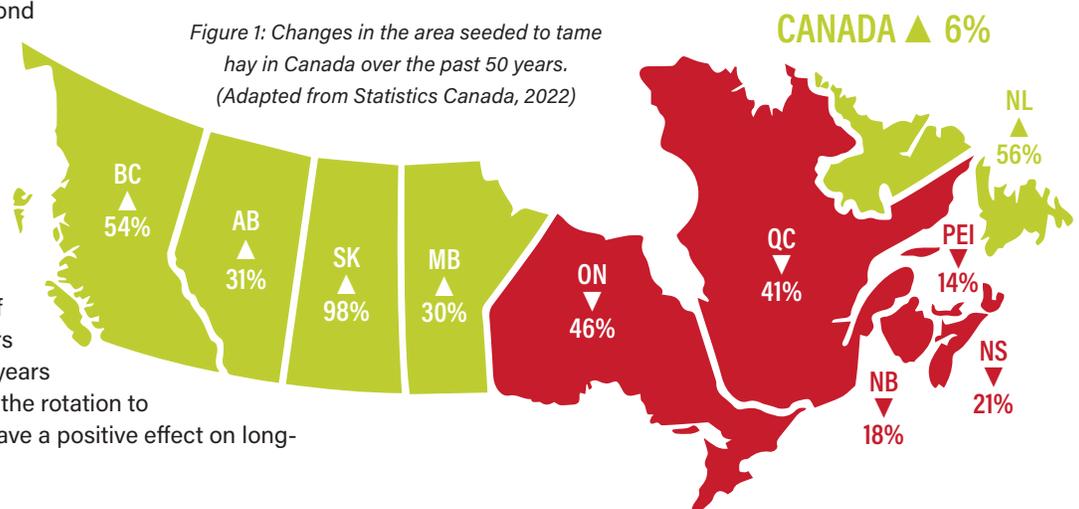
The growing demand for commercial hay also provides other interesting opportunities for producers. It is likely that commercial hay will be looked to more and more as another rotation crop for grain producers in the future.

## More Forages for Social Acceptability

As we have seen in recent years, consumer perception of our production methods is increasingly important. On this topic, let's not forget that the production and use of perennial forage plants represent one of our major assets in dairy production. Hay crops have no nutritional value for humans, but the forage plants themselves have a positive impact on the overall environmental footprint of the farm.

## More Forages for Sustainable Milk Production

In conclusion, the presence of perennial forage plants in rotations is essential for sustainable dairy production. It's important for the entire forage industry to work in harmony to support this production sector. Lactanet will be part of these conversations and this movement for the greatest benefit of producers.



# The Evolution of On-farm Technology

By Mario Séguin, agr., Dairy Production Expert, Lactanet Canada

Lactanet is the number one herd management software supplier in Canada and DairyComp users continue to tell us how much they appreciate its automated capabilities, including the ease of data exchange with their computerized milking system. Producers can manage their entire herd on the DairyComp program and the information is transmitted to the milking system, eliminating the need to re-enter data.

On-farm milking equipment has evolved rapidly over the past 20 years. Many Canadian dairy farms are equipped with milking software that is associated to a robot, a parlour or even to electronic milk meters in tie-stalls. These systems collect a wide range of herd performance parameters on a daily basis, especially with the addition of various electronic sensors.

There are however a good portion of farms that use traditional milking systems with milk meters installed on pipeline, or a milking parlour that is without a computerized system. Regardless of your equipment and management style, Lactanet has evolved alongside new diverse technologies and can accommodate customer preferences and adapt its services to any milking system. In fact, our knowledgeable field representatives have computerized tools and options at their disposal, including the new eDHI service.

## Softwares That Facilitate Data Exchange

DairyComp herd management software and Ori-Automate data transfer software can be adapted to a wide range of milking equipment.

For those without DairyComp, Ori-Automate software facilitates data transfer during milk recording on farms equipped with standard milking software. Ori-Automate minimizes errors associated with manual data entry and has herd event validation functionality. Finally, it can return milk recording component values to milking software to support herd management.

## eDHI Service

Lactanet's eDHI service is used by a growing number of clients who do not wish to sample milk from cows, while enjoying the multiple benefits of staying on milk recording. Since herd data is collected electronically through secure remote access, the presence of a Lactanet service representative on the farm is not required, thus reducing costs. Two service options are available: sensor eDHI and tank eDHI.

The **sensor eDHI** option collects information from robotic systems that have milk component sensors (% fat, % protein, SCC). These component files are used to produce complete milk recording herd management reports. This option also allows individual cow component values to be transferred to DairyComp for detailed analysis.

The **tank eDHI** option uses bulk tank component data to generate herd management reports at milk recording. There is no validated component data, but it counts the milk production of each cow.

There are many other benefits to the eDHI service. By sending herd inventory information to the national

Lactanet database, producers can access genetic improvement tools. This includes the free on-line Compass app, as well as classification, herd management reports, Herd Performance Index's (HPI), and benchmarking results that are generated from this data. Finally, lifetime lactation and total production histories are listed.

Whatever your milking system, Lactanet will continue to innovate and evolve with on-farm technologies, while data is collected, compiled, calculated, and delivered for accurate decision making.

### eDHI Client Statistics in Canada

Number of Herds: 71

Number of Cows: 16,674

Cows per Herd: 235

Source: Lactanet Canada, February 25, 2022

Anton and Sheryl Borst, owners of Halarda Farms in Manitoba, were one of the first herds in Canada to use the eDHI service. Their 1,300+ cow farm is home to 20 milking robots. "The robot component data that is added to DairyComp is very useful to me," says Anton. "I use the production data at milk recording to sell cows to other robotic farms and I get the PRO\$ genetic values that I use for my herd's breeding strategy."



Halarda Farms Ltd., Anton & Sheryl Borst, Elm Creek, MB

# Top Producers Share Progressive Practices

By Steve Adam, agr., Expert in Dairy Production, Comfort and Welfare, Lactanet Canada & Catherine Larivée Bazinet, agr., Knowledge Transfer Advisor, Lactanet Canada

Between April 2020 and January 2021, over 2,000 dairy farmers in Québec participated in two surveys on cow and calf management, and housing. The data collected highlighted the need to emphasize progressive practices for a more sustainable and profitable business.

## Progressive Practices for Calf Feeding

When we talk about calf rearing, we cannot ignore the importance of the environment and of colostrum. In fact, what emerged from the surveys as progressive practices is to:

- Test the quality of the colostrum;
- Give the calf its first meal of colostrum within at least one hour after birth;
- Administer at least four liters or more of colostrum to the calf at its first feeding;
- Have an area for calves that is dry, clean, comfortable and soft, with a thick bedding.

Providing an excellent start and managing thermal stress in calves is a key practice — be it from cold or heat.

## Progressive Practices for a Better Transition

The response from top-performing producers indicated that they strived for next-level transition practices for dry cows, close-up dry cows, and calving pens, such as:

- Adding a feeder liner;
- Adding a secondary source of ventilation;
- Providing deep bedding.

Although some of these practices require a little investment, they all improve the comfort of your herd, which translates into happier productive cows that meet the expectations of their owners. Essentially, having a trouble-free herd contributes to a rewarding work environment.

## Progressive Practices to Reduce the Removal of Animals from the Herd

According to Lactanet's 2020 data, the most important causes of involuntary culling are reproductive problems, mastitis, high somatic cell count (SCC), feet and leg problems, as well as accidents and injuries. Therefore, it's not surprising that feedback from the survey reflected the following progressive practices to reduce the removal of animals in the herd:

- Trim hooves three or more times per year;
- Incorporate a foot bath into hoof health management;
- Run the alley scraper continuously.

## Animal Comfort and Welfare Always Pays Off

Surveys, data collection and analysis provide you with the information you need to compare your typical management practice with progressive methods that have been successful for others. Collectively, this leads to a trajectory of improvement for the entire Canadian dairy industry.

Remember, sustainability is a set of factors that make a business viable and profitable over the long term. And it's most satisfying when best animal management practices can improve farming life for you and your family.



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CANADIEN pour  
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Québec 

*The surveys for the Portrait of Quebec Dairy Farms in Terms of Management and Housing project is funded under the Canada-Quebec Agreement for the Implementation of the Canadian Agricultural Partnership. Together, the federal and Quebec governments have invested \$293 million over a five-year period from 2018 to 2023. This agreement supports strategic initiatives that will help Canada's agriculture sectors grow, innovate, and prosper.*

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## Bethesda Holsteins Ltd.

Grafton, Nova Scotia

Owners: Brian & Michelle Smit

Bethesda Holsteins is owned and operated by Brian and Michelle Smit and was bought from Brian's parents, Arend and Tina Smit, in 1997. Brian's parents immigrated to Canada from Holland in 1955, they purchased the farm in 1958, and started operating the dairy with 15 cows. Since then, the farm has grown and evolved with one thing in mind — cow comfort.

### Good Decisions Start with Milk Recording

Milk recording has been an important management tool for the dairy as the business was growing. "Herd production progressed rapidly from 2014 onward and we realized that we had too many heifers and an issue with selling bull calves," says Brian. "In 2019, we decided to breed the top third of the herd to sexed Holstein semen and the rest to beef. We went on test to identify the top of the herd and it has been a huge asset to know components. With this information, we are also able to know which animals we need to remove from the herd."

### Cow Comfort, A Number One Priority

At Bethesda, cow comfort is a key ingredient to a sustainable high-performing herd. "This is our number one strategy for our animals," explains Brian, "the newest part of our barn is from 1980 but we have made every effort to make the cows comfortable — from sand bedding to every type of fan available, we've made the old barn work."

### The Robot Advantage

In 2014, the Smit's installed their first robot, and then the second in 2015. "The transition to robotic milking was pretty smooth considering how big of a management change it was," states Brian. "Milk production increased almost immediately, and was very noticeable 10 months in. At the time, the main reason to go robotic was labour availability, and even though that's still true, the greatest benefit has been production and cow comfort." The farm uses Ori-Automate to transfer their robots' production data to Lactanet. "Even if there were a few adjustments to be made at the beginning, it's overall an efficient way to move data," adds Brian.

### Advancing Young Stock

The biggest success at the farm over the past few years has been the improvement in their young stock. "With the help of Dr. Stirling Dorrance, our Lactanet advisor, we have totally changed our calf and heifer raising program," says Brian, "and that work has driven our first-calf-heifer production up by more than 3000L per animal." In 2021, the average age at first calving at Bethesda was at 22.9 months, proving that all the attention put into their young animals really pays off.

### Successful Transitions

Another area where the farm excels is in their Transition Cow Index. "The dry cow barn and diet are the most important part of the system, and it seems to take constant tweaking," mentions Brian. "With the help of our advisor, we focus on balancing the dry cow diets and this leads to successful transitions." Going forward, to make their dry cow program better, the Smit's would like to invest in a pack barn to make their close-up dry cows even more comfortable.

### Future Outlook

With great attention to detail, it's no surprise that Bethesda farm is one of the top herds in their province. Progress is also evident in the fields with their forage operation that grows grass, corn, soybean, and wheat for on-farm use as well as selling to others. In fact, the Smit's are switching over to no-till cropping that will be completed in two years.

"In the future," says Brian, "I would like to continue to improve and enjoy the challenge of trying to be better than last year."

#### Ranking:

- #3 in Nova Scotia
- #1 Robot herd in Atlantic region

**Herd Size:** 98 lactating cows

**Barn:** Free-stall

**Milking System:** 2 DeLaval Robots

**Average Age at 1<sup>st</sup> Calving:** 22.9 months

**Calving Interval:** 13 months

#### Lactanet Services:

- Milk Recording
- Ori-Automate
- KetoLab
- MUN Testing
- Management Reports
- Advisory Services
- Lac-T
- Lactanet Mobile

*(Based on data from Lactanet 2021 Herd Performance Index)*



Brian, Ethan & Michelle Smit



## Brophy's Dairy Farm

Daniel's Harbour, Newfoundland

Owners: Leslie, Paula & Leander Brophy

**Ranking:** #2 in Newfoundland & Labrador

**Herd Size:** 210 lactating cows

**Barn:** Free-stall

**Milking System:** Double-10 Boumatic herringbone parlour

**Average Age at 1<sup>st</sup> Calving:** 24.5 months

**Calving Interval:** 12.8 months

**Lactanet Services:**

- Milk Recording
- Ori-Automate
- KetoLab
- MUN Testing
- Advisory Services

*(Based on data from Lactanet 2021 Herd Performance Index)*



Left to Right: Nell, Leander, Leslie & Paula Brophy

Brophy's Dairy Farm was established in the 70s by Leslie Brophy's parents, Stedman and Effie. It all really started when Leslie's father bought four calves: two bulls and two heifers. In 1983, the Brophy's started to grow the herd to milk 40 animals. "We continued to expand over the years and today we milk 200+ cows and raise all our own replacement heifers on farm," explains Leslie.

### Performance Driven Tools

Milk recording and genomic testing have proven to be an efficient way to improve the performance and longevity of the Brophy herd. "We consider these to be the primary tools that help us determine which replacement heifers we keep and raise, and which ones we sell. We genomically test all animals and use the data for our mating program to determine which bull best suits the cow," says Leslie. Genomics has helped the Brophy's see the results of their breeding decisions faster to improve herd production and performance. They know which animals have the greatest potential right from the start.

Another tool used on the farm is Boumatic herd management software. "We use it to keep track of all records on-farm and we have an excellent process to ensure that all data is entered correctly," notes Leslie. "Good record keeping contributes to my own peace of mind."

### The Evolution of Data

As genomics gained popularity within the dairy industry, Leslie believes that the reliability of the information has changed the way the farm has selected their bulls. "When it was first introduced, I used 90% proven bulls," states Leslie, "and have since come full circle in my use and understanding of genomics. We now breed with a stronger emphasis on components than type, and use 90% genomic bulls." The Brophys found that breeding for type resulted in larger cows and this wide-spread trend was evident as Lactanet's genetics team de-correlated Stature from major indexes and composite traits in 2021.

### Future Plans

As the dairy looks at future improvements for their animals, the team is currently planning an expansion to the calf barn. "We believe that a good cow starts with her being raised as a healthy calf," notes Leslie. They are also looking into building a new calf facility and installing computerized calf feeders.

"We have 600 acres of land that we cleared from woodland since 1983. Becoming self-sufficient in forage has been our biggest success, while continuously growing our herd to where we are today. We currently have about a 14-15 month supply of forage each year," adds Leslie.

### Bringing Joy to Their Community

For the past few years, the farm team has been creating round bale sculptures for everyone to enjoy. "My wife Paula started this trend on-farm by seeing different ideas online," says Leslie. "She works hard figuring out the seasonal sculptures that she would like to inspire the community with throughout the year — as you may have seen on our Facebook page."

Whether it's day-to-day farm management or educating their community on dairy farming, the Brophy team is filled with a desire to work hard, have fun, and bring passion to everything they do!



Nephew Jason & Leslie Brophy

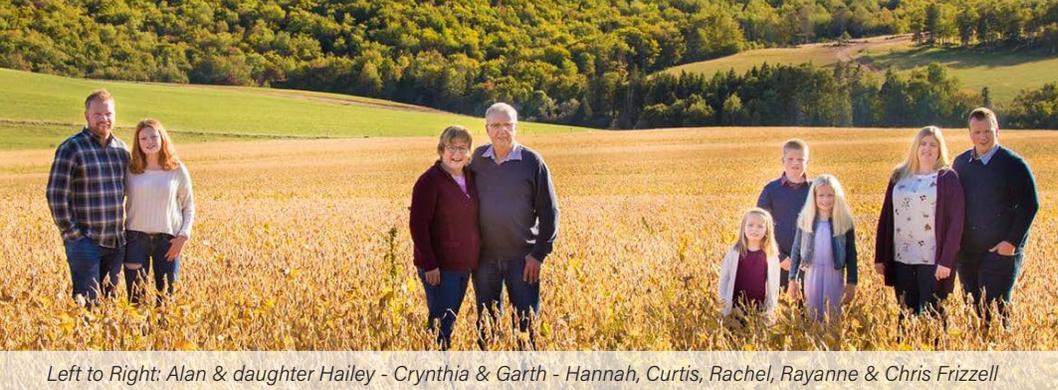


Paula Brophy

## Frizzells Valleyville Farm Inc.

Hunter River, Prince Edward Island

Owners: The Frizzell Family



Left to Right: Alan & daughter Hailey - Cynthia & Garth - Hannah, Curtis, Rachel, Rayanne & Chris Frizzell

Careful changes can make a positive difference, and for Chris Frizzell and his family, positive differences can be found no matter where they stand on their family-managed 1,600 acres. Chris and his wife Rayanne, brother Alan, and parents Garth and Cynthia Frizzell strive to look for even the smallest ways they can make both their herd and their land more productive, rewarding and sustainable.

### It All Starts with the Soil

In 2016, the Frizzells won the PEI Soil and Crop Improvement Association's Soil Conservationist Award, but their work started long before then and has been continued long after. Alan Frizzell manages the cropping acreage — over half of which is hay and grasses. The rest is split between corn, mixed grains, and soy. "We take great pride in soil health and our rotations around it," Chris Frizzell explains. "If the soil is looked after, it makes good feed. And good feed, to good cows, makes great milk." The brothers pay attention to their silage, noting that "an alfalfa silage protein of even 22%, instead of 18%, can do a lot for the ration."

### Genetics for the Future

Since the farm's nutrition and feed constantly set a high standard, the herd keeps up with genetics just as deliberately. Chris is careful with his sire selection noting that he purchases from several different AI companies to broaden his options. As a rule, the goal is more butterfat per cow and higher production overall, and for every cow in third lactation or higher to classify at least Very Good. Chris prioritizes bulls with a Type composite of at least 10, +100kg fat, and exceptional health traits and dairy capacity. "If the bull is BB for kappa casein, that's a huge bonus," he adds. "I have hopes that one day we'll get paid a premium for our milk proteins and I want to be in a good genetic position when that happens."

### Work-Life Balance

In 2014, the farm's double-10 parlour was retrofitted with four Boumatic robot units, two of which have two boxes. "I still have many hours in the barn even with the robots," Chris concedes, "but now I can choose when I can be there. Today, I have more freedom and coach my kids in baseball, but when we had the parlour my father worked incredibly hard to be able to watch me play hockey when I was younger. Farming is a lifestyle for us, for sure," he says, "but there's a value to home life, too. I'm grateful for that flexibility."

The progress the farm has made is a shared family achievement. "I'm thankful for my grandfather moving here in 1949," Chris says, "and that he did all that he did to establish this farm. And I'm grateful for my dad, and all the steps he took to give us a fantastic base today. Hopefully my generation can give back to our children, even if they're too young to know right now. We want the best for their future, no matter what it is."



### Ranking:

- #4 in PEI
- #9 in Atlantic overall

**Herd Size:** 250 lactating cows

**Barn:** Free-stall

### Milking System:

- 2 MR-S1 Single Box Boumatic Robots
- 2 MR-D1 Double Box Boumatic Robots

**Average Age at 1<sup>st</sup> Calving:** 24.6 months

**Calving Interval:** 12.8 months

**Average SCC:** 135

### Lactanet Services:

- Milk Recording
- Ori-Automate
- KetoLab
- MUN Testing
- Management Reports
- Advisory Services
- Lac-T

*(Based on data from Lactanet 2021 Herd Performance Index)*





Left to Right: Guy, Patrick & Richard Leblanc

## Willie A. Leblanc & Sons Ltd.

Memramcook, New Brunswick

Owners: Guy, Richard & Patrick Leblanc

**Ranking:** #3 in New Brunswick

**Herd Size:** 372 lactating cows

**Barn:** Free-stall

**Milking System:** Parlour

**Average Age at 1<sup>st</sup> Calving:** 22.8 months

**Calving Interval:** 13 months

**Lactanet Services:**

- Milk Recording
- Ori-Automate
- Management Reports
- SCC
- KetoLab
- MUN Testing
- Udder Health Report for Selective Dry Cow Therapy
- Lac-T
- Lactanet Mobile

*(Based on data from Lactanet 2021 Herd Performance Index)*

Willie A. Leblanc and Sons was founded in the 1920s by Guy Leblanc's grandfather. Guy is now one of three co-owners of the New Brunswick farm operation, alongside Richard and Patrick Leblanc. The Leblanc legacy is a story of a family that has had dairy farming in their blood for the past three generations.

### The Evolution of Progress

The Leblanc herd has been housed in a free-stall set-up since 1967. "My father built his first free-stall barn with a double-4 parlour and had 60-80 cows milking at that time," says Guy. "Then in 1990, my brother and I installed a new double-12 parlour for 120-150 cows. As we grew, we continued to upgrade and in 2000, we constructed a new barn with a double-16 parallel milking parlour for a herd of 315-325 milking cows."

### Business Growth, A Source of Pride

The biggest accomplishments in recent years have been growing the farm, improving genetics, and increasing herd production. The three owners trust that their milk recording data has helped them keep track of their herd's performance and guide them along the way.

Going forward, the family has multiple projects planned. "We would like to extend the lactating cow barn and also build a new facility for our dry cows and heifers," explains Guy. "Our investment objectives are designed to improve the comfort of the cows, their health, and to expand the space."

Genetics-wise, the business strategy has also changed over the years. "We've taken the bulls physically off the farm and we now do 100% artificial insemination," notes Guy. "We select more for components than anything else, as well as for good feet and legs, and we use a little bit of young sire in the mix."

### The Very Best Calf Care

Calf care remains a priority at the farm of Willie A. Leblanc and Sons, and their low mortality rate clearly shows it. "Calf health is something you have to look at right from birth," states Guy. "In addition to housing them properly, you need someone who is very committed to care for them — especially during those first two months. Calf care also goes hand in hand with animal comfort."

### Dedicated Employees, A Key to Success

Managing a herd of more than 700 animals and milking 372 cows three times a day has its challenges. The Leblanc's can count on their 10 full-time and two part-time employees to help them reach their goals. "We have a very dedicated and hard-working group of people. Everyone has a specific role to play at the farm. Richard, Patrick and I take care of everything related to animal nutrition. Other teams are responsible for milking, rearing, transitioning cows, and field work," Guy explains. The Leblanc's find that improving the comfort of their animals has a positive impact on the workers — an essential balance for farm sustainability.

*For dairy herds on milk recording, Lactanet's new Sustainability Index (updated three times a year) is now available on MySite. Data collected, compiled and calculated provides insight to improve and nurture the productive life of the herd. The Index measures 10 areas of data from animal birth right through to when she leaves the herd. The Leblanc's first index was listed at an outstanding 97 out of 99.*



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# NATIONAL STATISTICS

Province	Recorded Herds		Recorded Cows		Average Herd Size		% Herds > 100 Cows	% Recorded Herds
	2020	2021	2020	2021	2020	2021	2021	2021
Newfoundland	6	9	1,277	1,881	212.8	209.0	77.8	33.3
Prince Edward Island	85	86	7,697	7,744	90.6	90.0	25.6	56.4
Nova Scotia	101	103	10,224	10,317	101.2	100.2	31.1	56.0
New Brunswick	95	84	10,631	9,459	111.9	112.6	35.7	58.6
Quebec	3,180	3,061	243,326	241,759	76.5	79.0	18.9	71.4
Ontario	2,286	2,207	208,504	199,864	91.2	90.6	25.8	66.8
Manitoba	147	139	26,781	26,306	182.2	189.3	54.7	56.8
Saskatchewan	79	76	15,768	13,512	199.6	177.8	77.6	50.6
Alberta	308	295	50,423	49,011	163.7	166.1	75.6	61.2
British Columbia	235	224	45,741	40,645	194.6	181.5	64.3	48.1
Canada	6,522	6,284	620,372	600,498	95.1	95.6	27.7	66.6



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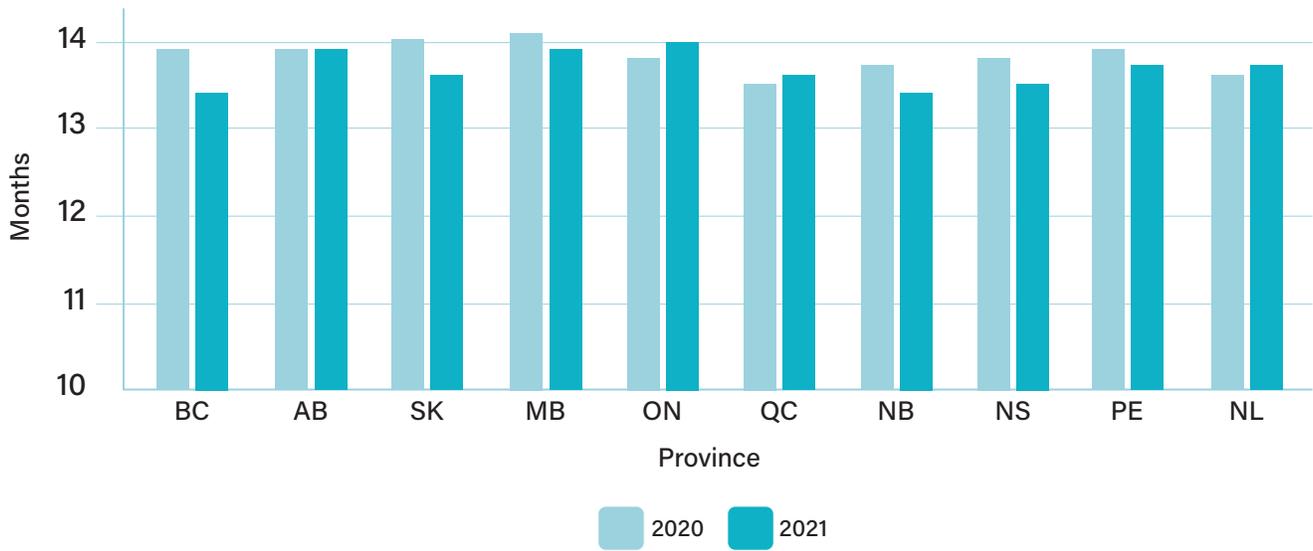
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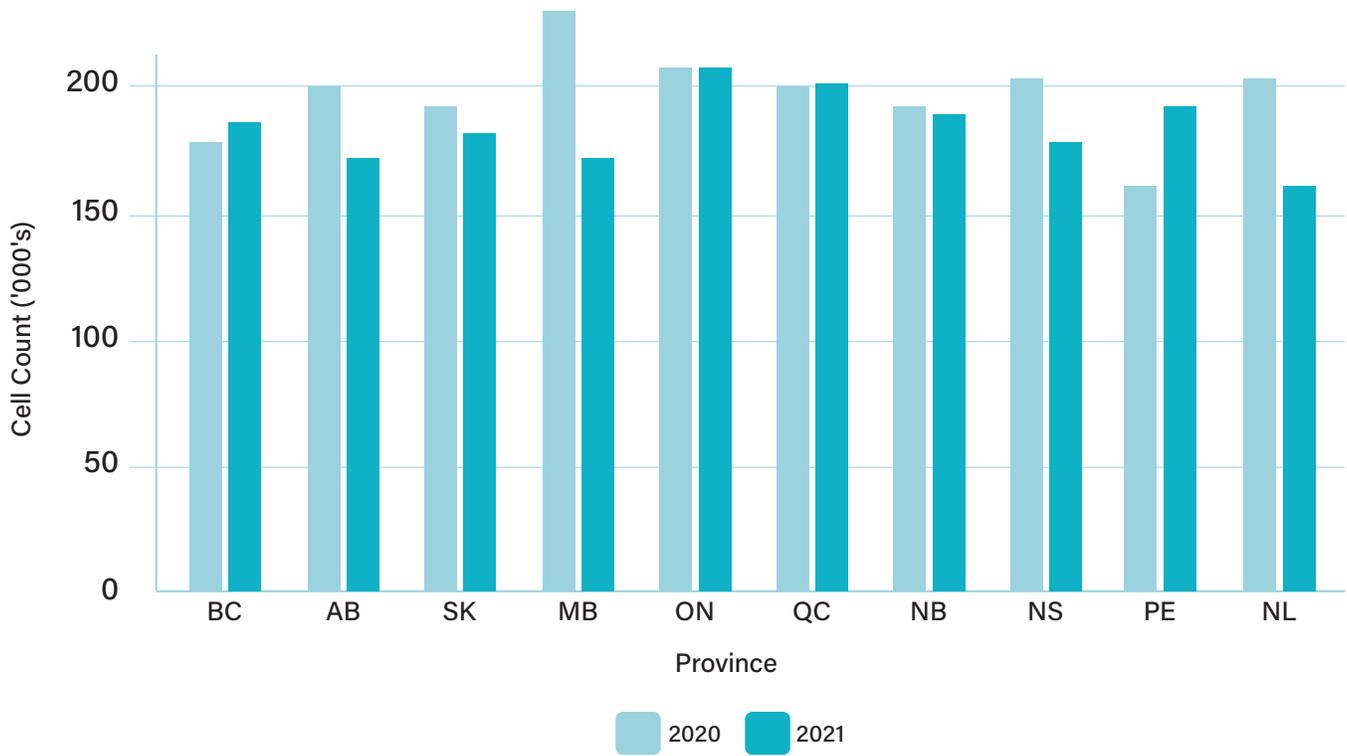


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## Calving Period



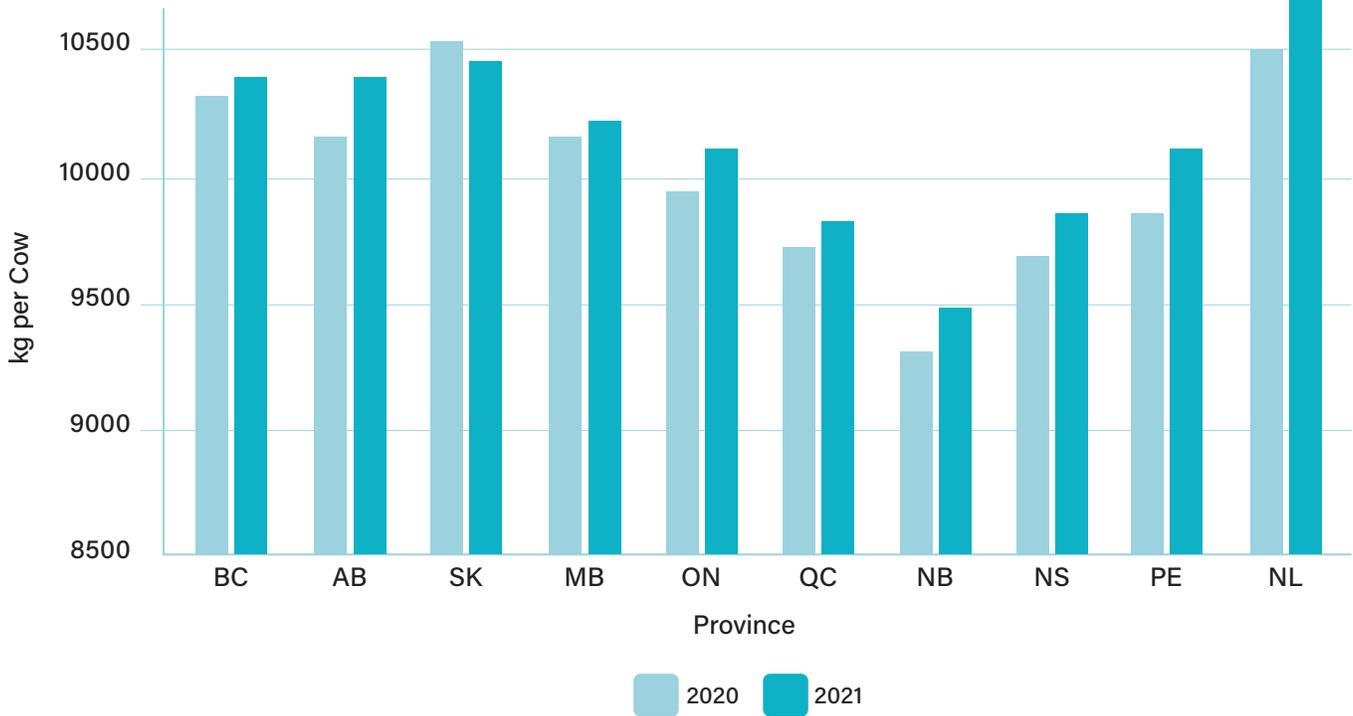
## Somatic Cell Count



## Dry Period



## Milk Production



# PROVINCIAL STATISTICS

## Top 10 Herds for Herd Performance Index (HPI)

Rank	Farm Name	Points						Herd Performance Index
		Milk Value	Udder Health	Age at 1 <sup>st</sup> Calving	Calving Interval	Longevity	Cows in Milk	
<b>New Brunswick</b>								
1	Clarke Farms	489	112	79	24	74	100	878
2	Hazelhill Farms	469	98	76	47	82	100	872
3	Willie A. Leblanc & Sons Ltd	493	78	95	46	49	100	861
4	Pascobac Holsteins Inc	410	149	75	37	86	100	857
5	Clearland Holsteins	389	132	69	50	87	98	825
6	Lawrence's Dairy Farm Ltd	479	124	49	42	25	100	819
7	Top of the Morning Farm Ltd	434	33	90	50	99	100	806
8	Schenkels Farms Inc	462	35	75	50	81	95	798
9	Dairy Sweet Holsteins Ltd	420	122	52	41	57	100	792
10	Walkerville Farms	465	95	73	35	48	75	791
<b>Nova Scotia</b>								
1	Sunny Point Farms Ltd	492	147	98	38	99	65	939
2	Bekkers Farm Inc	496	144	84	30	35	100	889
3	Bethesda Holsteins Ltd	495	75	94	46	87	90	887
4	Black Avon Farms Ltd	482	132	93	50	23	100	880
5	Dalhousie University Ag Campus	451	135	98	49	55	81	869
6	Kipawo Farms Ltd	492	112	79	50	99	36	868
6	Biggs Farms Ltd	490	148	80	47	3	100	868
8	MacGregor Dairy Farm Ltd	500	88	75	50	53	100	866
9	Bokma Farms Ltd	491	62	94	35	91	69	842
10	A & J Bent Farms Ltd	365	150	86	50	100	83	834
<b>Prince Edward Island</b>								
1	Tiny Acres Holsteins	499	147	98	50	3	100	897
2	Jewell Dale Farm Inc	477	134	77	50	49	100	887
3	Carruthers Farms Ltd	500	133	97	42	4	100	876
4	Frizzells V. Farm Inc	499	114	55	50	56	100	874
5	Reeves Farm Inc	480	61	81	48	97	75	842
6	Red Oak Farms	448	146	86	39	1	100	820
7	Dock Road Dairy	498	112	69	32	5	100	816
8	Crasdale Farms	493	78	81	39	24	100	815
9	Port Hill Milking Company	492	56	50	50	59	100	807
10	Karma Farms	451	144	70	50	10	81	806
<b>Newfoundland</b>								
1	Sunrise Dairy Ltd	489	74	95	49	6	100	813
2	Brophy's Dairy Farm	312	108	59	50	54	100	683
3	Nemori Farms Ltd	348	68	66	26	33	100	641

## Percentile Ranks For Atlantic Herds Based on 267 Herd Averages

	MAX	90 <sup>th</sup>	80 <sup>th</sup>	70 <sup>th</sup>	60 <sup>th</sup>	50 <sup>th</sup>	40 <sup>th</sup>	30 <sup>th</sup>	20 <sup>th</sup>	10 <sup>th</sup>
Milk Value/Holstein \$	>10,772	9,385	8,639	8,230	7,814	7,545	7,244	6,823	6,464	5,913
<b>POINTS**</b>	<b>500</b>	<b>475</b>	<b>410</b>	<b>346</b>	<b>264</b>	<b>210</b>	<b>157</b>	<b>103</b>	<b>68</b>	<b>34</b>
Milk Value/Coloured Breeds \$	*	6,961	6,729	6,386	6,187	5,977	5,614	5,344	5,049	4,759
<b>POINTS</b>	<b>500</b>	<b>385</b>	<b>354</b>	<b>288</b>	<b>245</b>	<b>199</b>	<b>136</b>	<b>98</b>	<b>68</b>	<b>51</b>
Udder Health	<61.1	93.0	125.2	137.0	153.2	171.0	184.0	207.0	236.4	276.7
<b>POINTS</b>	<b>150</b>	<b>141</b>	<b>123</b>	<b>112</b>	<b>98</b>	<b>84</b>	<b>73</b>	<b>56</b>	<b>39</b>	<b>21</b>
Age at 1 <sup>st</sup> Calving (months)	*	23.5	23.9	24.4	25.0	25.6	26.5	27.3	28.7	30.3
<b>POINTS</b>	<b>100</b>	<b>84</b>	<b>75</b>	<b>60</b>	<b>46</b>	<b>33</b>	<b>21</b>	<b>14</b>	<b>8</b>	<b>4</b>
Calving Interval (days)	<391	384	390	395	402	407	416	423	434	458
<b>POINTS</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>45</b>	<b>37</b>	<b>31</b>	<b>23</b>	<b>18</b>	<b>12</b>	<b>5</b>
Longevity %	49.2 - 54.9	48.8	45.9	42.5	40.6	39.0	37.1	34.7	32.6	27.5
<b>POINTS</b>	<b>100</b>	<b>99</b>	<b>93</b>	<b>77</b>	<b>65</b>	<b>53</b>	<b>43</b>	<b>32</b>	<b>22</b>	<b>7</b>
Herd in Milk %	86.2 - 90.2	89.5	88.5	88.0	87.3	86.5	85.6	84.4	82.9	81.0
<b>POINTS</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>81</b>	<b>63</b>	<b>39</b>	<b>34</b>

\*Herds being benchmarked in this category did not reach the maximum score \*\*Based on data from Lactanet 2021 Herd Performance Index

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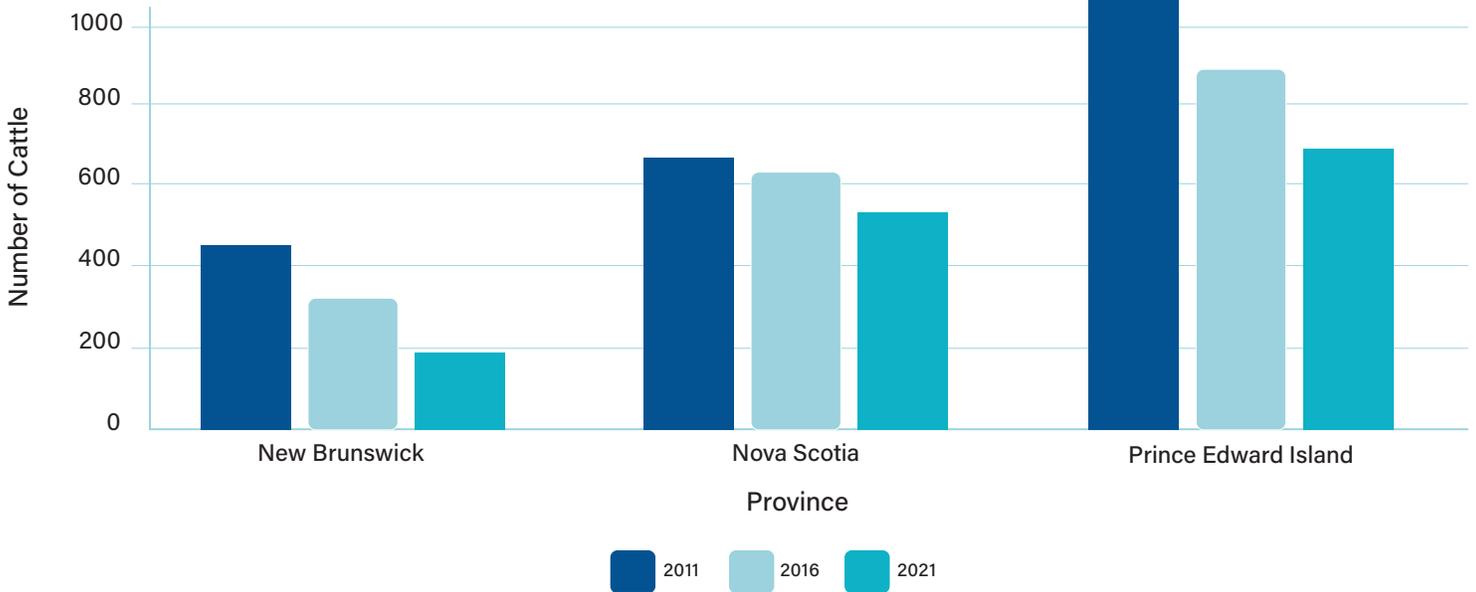
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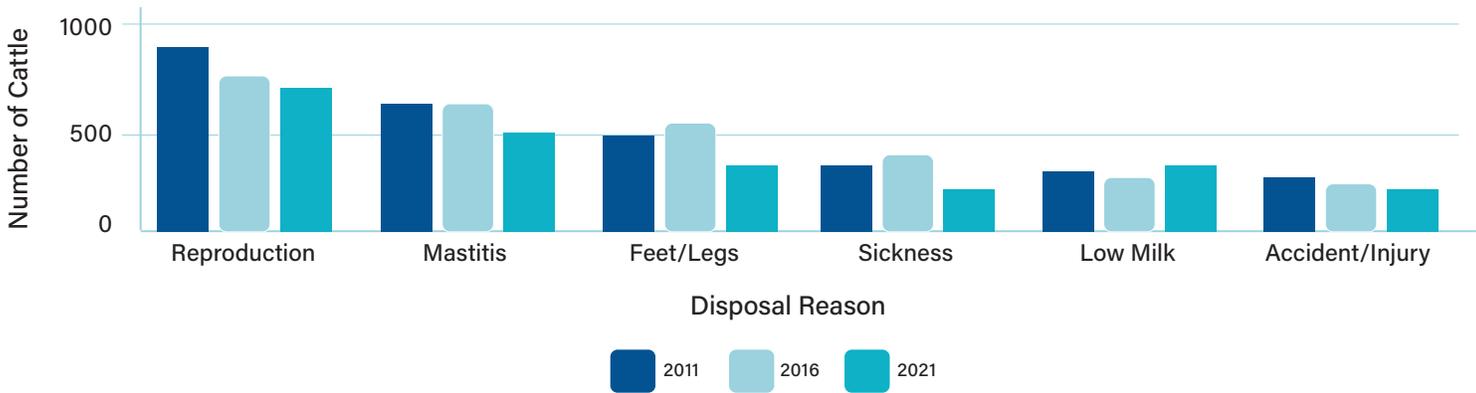


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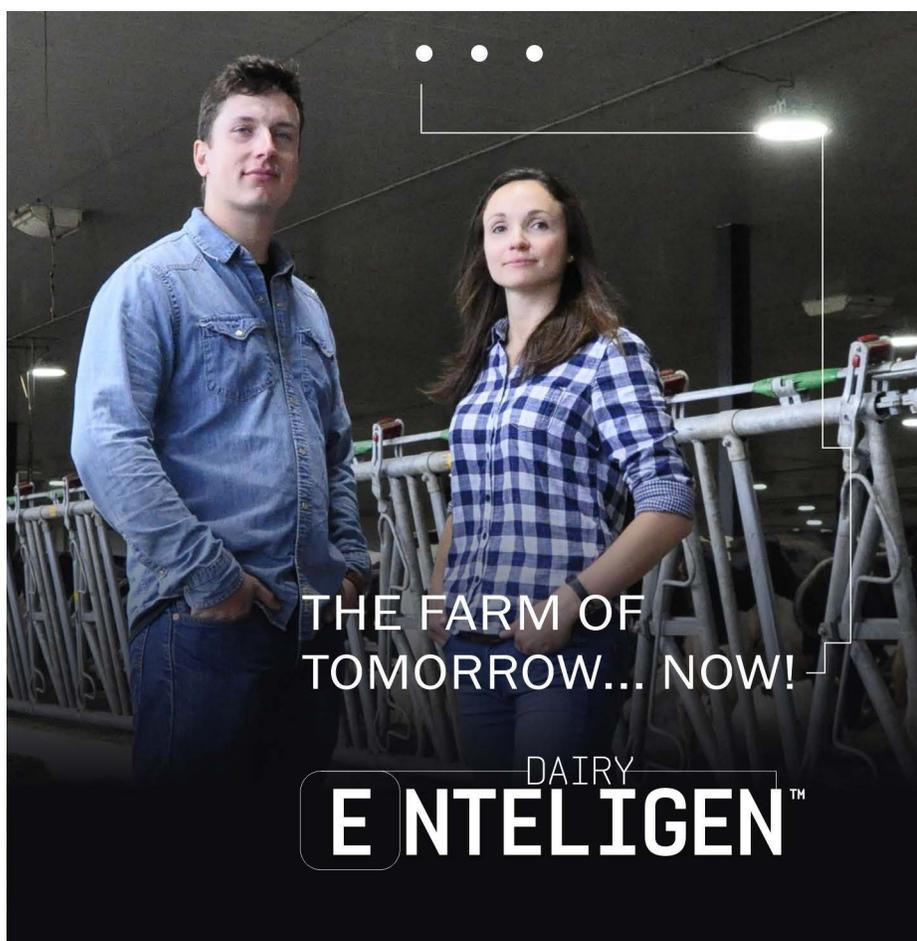


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# PROVINCIAL STATISTICS

## 305-Day Production Average

Service Level	# of Herds	Milk kg	Fat kg	Protein kg	BCA Milk	BCA Fat	BCA Protein	Avg BCA
<b>New Brunswick</b>								
Publishable	72	9,396	387	313	221	233	226	226.5
All	95	9,341	383	311	219	230	224	224.2
<b>Nova Scotia</b>								
Publishable	76	10,262	417	341	234	249	242	241.6
All	112	9,807	398	326	225	238	232	231.4
<b>Prince Edward Island</b>								
Publishable	70	10,414	424	344	235	256	244	244.8
All	85	10,218	416	338	230	251	239	239.9
<b>Newfoundland</b>								
Publishable	5	11,251	461	370	251	277	259	262.3
All	9	10,836	440	358	239	261	248	249.5



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## Annual Herd Demographics

Cows	Herds %	Animals %	Avg Herd Size	Avg Milk Production	Avg Fat Production kg	Avg Fat Production %	Avg Protein Production kg	Avg Protein Production %	Avg SCC ('000/ml)
<b>New Brunswick</b>									
1-39	7.2	2.2	33	8,456	352	4.16	288	3.41	212
40-79	48.2	26.7	63	8,997	370	4.11	298	3.31	169
80-119	16.9	14.8	100	9,203	389	4.23	312	3.39	189
120+	27.7	56.3	229	10,705	447	4.18	360	3.36	178
<b>Nova Scotia</b>									
1-39	8.8	2.5	28	7,657	306	4.00	258	3.37	204
40-79	44.1	25.6	58	9,266	380	4.10	311	3.36	195
80-119	24.5	23.2	95	10,356	417	4.03	344	3.32	215
120+	22.5	48.7	216	11,281	469	4.16	376	3.33	160
<b>Prince Edward Island</b>									
1-39	9.3	3.0	30	8,837	375	4.24	301	3.41	153
40-79	47.7	32.1	59	9,703	400	4.12	323	3.33	170
80-119	25.6	27.2	96	10,178	421	4.14	342	3.36	152
120+	17.4	37.6	190	11,686	484	4.14	390	3.34	149

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*Harm Kelly, Kelly Creek Farms, Dunnville, ON*



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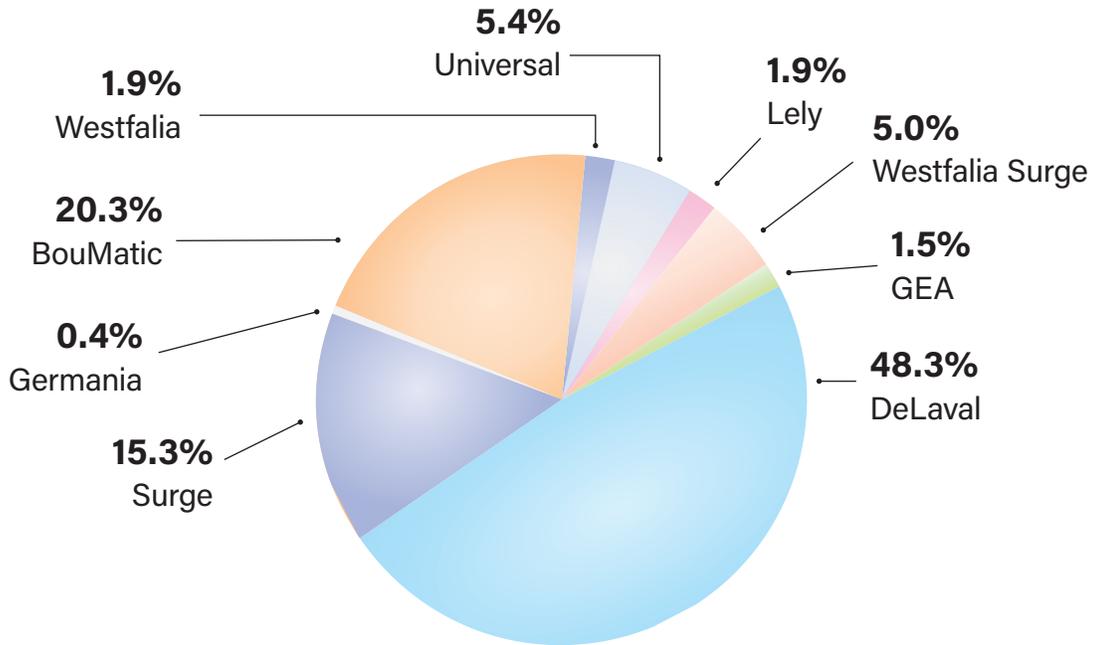


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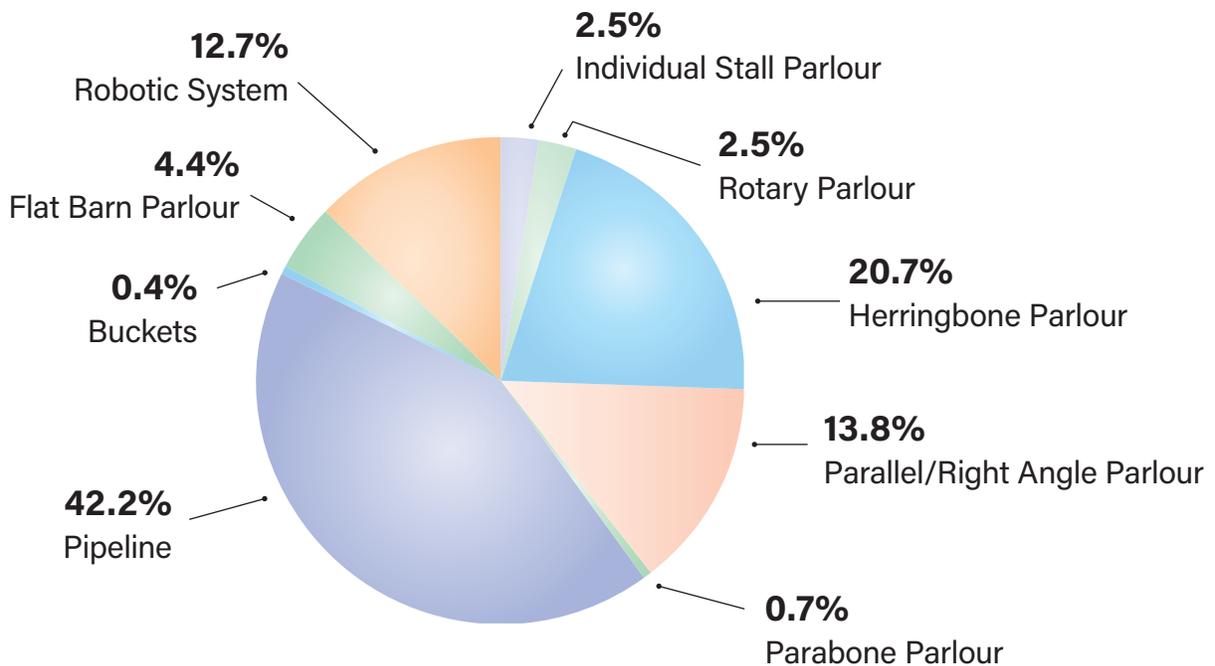
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MILKING SYSTEMS IN ATLANTIC REGION

Milking System Brand

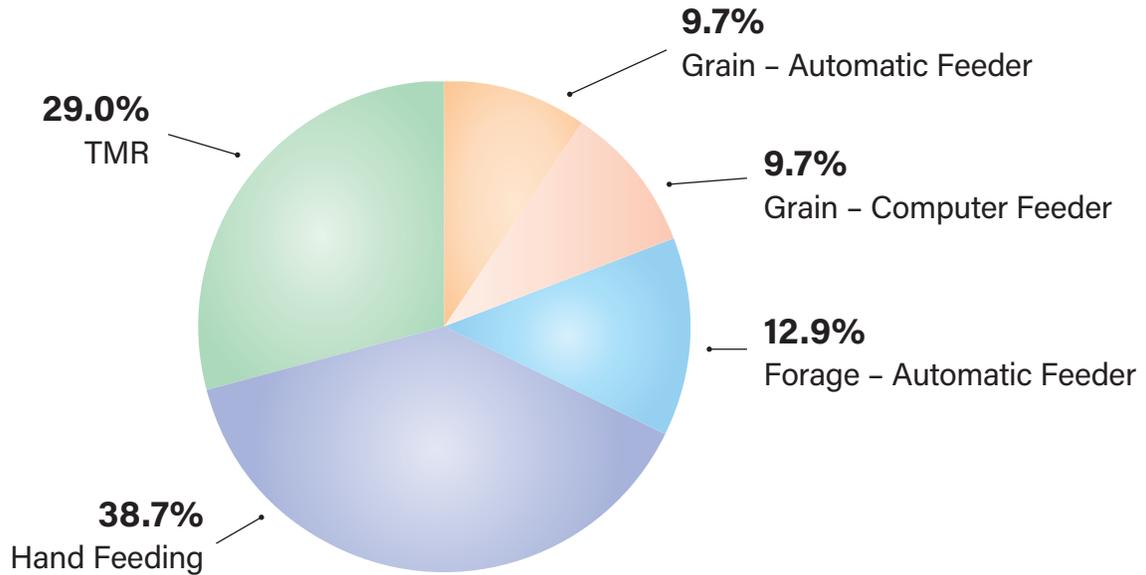


Milking System Type

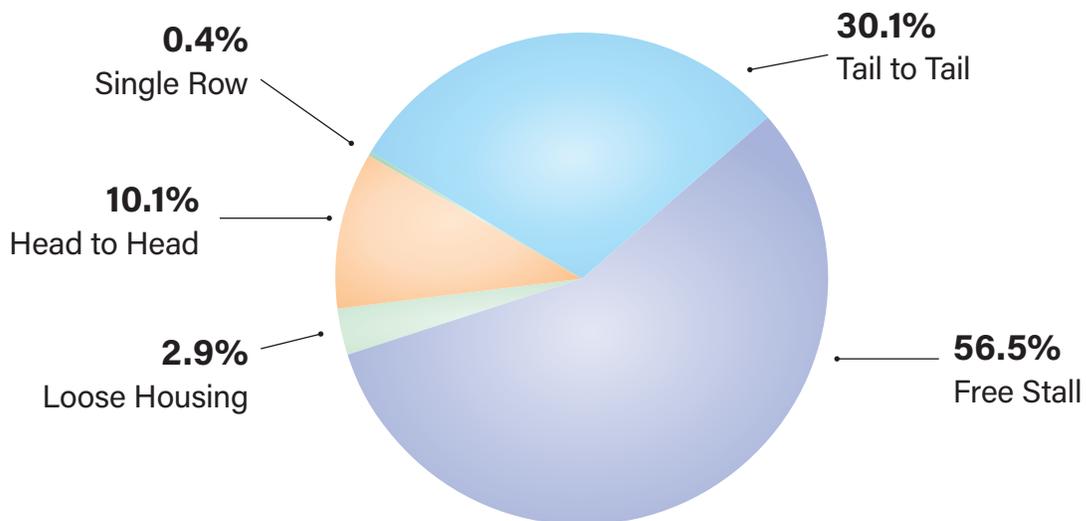


FEEDING SYSTEMS & BARN TYPES IN ATLANTIC REGION

Feeding System Type



Barn Type



## Milk Production Levels for Holstein Herds

Avg by 20% Milk Production Group	0-20	21-40	41-60	61-80	81-100	Total/Avg
Number of herds	49	49	49	49	49	245
Number of cows in the herd	65.7	88.6	83.4	116.3	190.9	109.0
Milk (kg/cow/year)	7,812	9,255	10,168	11,006	12,626	10,174
Butterfat (kg/cow/year)	312	372	417	452	521	415
Butterfat %	3.99	4.02	4.10	4.11	4.13	4.07
Protein (kg/cow/year)	257	306	340	366	422	338
Protein %	3.29	3.31	3.34	3.32	3.34	3.32
SCC ('000 s.c./ml)	212	190	178	151	161	178
Linear score	2.5	2.2	2.2	2.0	2.1	2.2
Corrected milk <sup>1</sup> (kg/cow/day)	28.5	33.4	36.6	39.9	45.6	36.8
Culling %	40.7	35.5	37.1	39.3	41.1	38.7
Voluntary cull <sup>2</sup> %	10.1	6.2	8.4	8.8	9.9	8.7
Involuntary cull <sup>2</sup> %	18.4	19.9	20.9	21.5	23.6	20.9
Cows in lactation %	85.4	85.5	86.3	86.3	86.7	86.0
3rd lactation + %	39.6	37.3	39.5	38.9	37.6	38.6
Average age (year-month)	49.5	47.0	45.7	44.5	42.2	45.8
Age at 1 <sup>st</sup> calving (months)	28.9	27.4	26.1	25.1	23.9	26.3
Calving interval (days)	434	426	414	402	397	415
Days in milk at 1 <sup>st</sup> breeding	100	87	84	85	79	87
Breeding/cow/year	1.82	1.98	1.85	2.00	2.00	1.93
Days dry	72	74	67	66	65	69
Days open	154	146	134	121	117	134
Milk value (\$/cow/year)	5,746	6,888	7,641	8,334	9,620	7,646

<sup>1</sup> Corrected milk is adjusted to 2<sup>nd</sup> lactation, 150 days in milk, 4.0% fat and 3.35% protein

<sup>2</sup> Categories of 'Unkown' and 'Other' are excluded from this field

# PROVINCIAL STATISTICS

## Production & Management Averages by Breed

Breed	Milk Production kg			Fat kg (%)			Protein kg (%)		
	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile
Holstein	10,142	8,052	12,572	414 (4.07)	315 (3.82)	518 (4.33)	337 (3.32)	260 (3.21)	420 (3.45)
Ayrshire	7,165	5,958	8,245	303 (4.24)	259 (4.02)	346 (4.45)	245 (3.44)	218 (3.31)	282 (3.64)
Jersey	6,906	6,038	7,676	352 (5.08)	296 (4.75)	413 (5.36)	264 (3.82)	232 (3.72)	292 (3.91)
All Breeds	9,834	7,640	12,354	406 (4.13)	309 (3.83)	511 (4.43)	329 (3.35)	253 (3.21)	415 (3.49)

Breed	Age at 1 <sup>st</sup> Calving in months			Weight at 1 <sup>st</sup> Calving kg			Average Herd Weight Including Cow-Heifers kg		
	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile
Holstein	26.3	30.3	23.4	644	579	644	679	622	725
Ayrshire	28.6	30.6	25.6	**	**	**	**	**	**
Jersey	26.0	28.3	23.6	**	**	**	**	**	**
All Breeds	26.4	30.3	23.6	634	550	682	669	586	724

Breed	Longevity % in 3rd+ Lactation			Margin Over Feed Cost (\$/cow/year)*			SCC ('000 s.c./ml)		
	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile
Holstein	38.6	27.4	48.6	4,904	4,003	6,116	178	270	93
Ayrshire	46.3	37.4	55.7	**	**	**	155	212	100
Jersey	41.5	25.9	53.1	**	**	**	193	294	135
All Breeds	39.1	27.7	49.8	4,754	3,735	6,006	178	180	93

### Other Parameters (All Breeds)

	Average	10 <sup>th</sup> Percentile	90 <sup>th</sup> Percentile
Cows in Milk %	86	81	90
Replacement Rate %	37.8	52.0	23.1
Dry Period (days)	69	91	53
Calving Interval (days)	414	456	383
Linear Score	2.2	2.8	1.6

\* Milk value minus feed cost.

\*\* A minimum of 5 herds is required to calculate an average; this minimum is not met.

# Management Center Benchmarks

	New Brunswick				Nova Scotia				Prince Edward Island				Newfoundland			
Percentile	25th	50th	75th	90th	25th	50th	75th	90th	25th	50th	75th	90th	25th	50th	75th	90th
Annual Milk Value \$	6,615	7,535	8,443	9,057	6,515	7,383	8,473	9,588	6,617	7,702	8,365	9,333	8,346	9,562	10,443	11,402
Somatic Cell Count ('000 s.c./ml)	210	173	138	105	243	180	135	104	207	154	118	77	203	170	137	115
Udder Health (SCC linear score)	2.5	2.2	1.9	1.7	2.5	2.2	1.9	1.6	2.4	2.0	1.7	1.5	2.2	2.1	1.9	1.9
Age at 1 <sup>st</sup> Calving (year-month)	2-3	2-1	2-0	1-11	2-3	2-1	1-11	1-11	2-3	2-1	2-0	1-11	2-2	2-1	2-0	1-10
Calving Interval (months)	13.9	13.4	12.9	12.5	13.9	13.3	12.9	12.7	14.2	13.4	12.9	12.6	13.5	12.9	12.8	12.6
Longevity (% of herd in 3+ lactation)	37	40	45	50	34	40	45	50	29	36	42	47	34	35	38	40
Herd Efficiency (% of cows in milk)	85	87	88	90	83	86	88	90	83	87	89	90	84	87	88	89
Herd Turnover (% of cows removed)	39	34	29	23	45	38	30	23	48	40	31	26	38	33	14	8
Number of Cows	59	75	123	200	53	73	108	155	51	73	101	140	103	193	243	323
Management Milk kg*	31.6	36.0	39.6	42.9	31.6	35.6	40.7	45.8	33.5	37.4	40.8	45.3	34.9	40.0	45	46.1
Days Dry	70	62	58	53	77	66	59	53	79	65	56	53	73	62	60	57
Days to 1 <sup>st</sup> Breeding	88	81	75	70	95	84	77	71	96	83	72	66	84	83	80	63

\* Management milk measure brings age, stage of lactation and energy-corrected milk to a standard number for comparison purposes.

## Feed Efficiency of Holstein Herds Based on Milk Production<sup>1</sup>

Production (20% ranking)	0-20 <sup>2</sup>	21-40	41-60	61-80	81-100	Total/Avg
Number of herds	531	532	532	532	532	2,659
Number of cows in herd	63.5	70.8	80.3	82.6	104.0	80.3
<b>PRODUCTION</b>						
Milk (kg/cow/year)	8,025	9,514	10,222	10,868	11,901	10,107
Butterfat (kg/cow/year)	331	393	418	444	484	414
Butterfat %	4.14	4.13	4.09	4.09	4.06	4.10
Protein (kg/cow/year)	270	321	346	366	399	341
Protein %	3.37	3.38	3.38	3.37	3.35	3.37
SCC ('000 c.s./ml)	224	200	183	174	160	188
Linear score	2.5	2.3	2.2	2.1	2.0	2.2
Corrected milk <sup>3</sup> (kg/cow/day)	30.0	34.8	37.1	39.3	42.7	36.8
<b>DEMOGRAPHICS</b>						
Culling %	31.0	34.3	34.6	34.2	37.5	34.3
Voluntary cull <sup>4</sup> %	3.5	5.4	5.9	6.2	8.9	6.0
Involuntary cull <sup>4</sup> %	17.2	18.6	19.5	19.4	19.8	18.9
Cows in lactation %	86.0	86.7	86.8	86.8	87.1	86.7
3rd lactation + %	41.4	41.0	41.1	41.9	40.5	41.2
Average age (year-month)	4-0	3-10	3-9	3-9	3-8	3-9
Average bodyweight (kg)	675	690	693	700	713	696
Age at 1 <sup>st</sup> calving (months)	27.0	25.4	24.9	24.7	24.2	25.2
Bodyweight at 1 <sup>st</sup> calving (kg)	623	640	638	649	658	643
<b>REPRODUCTION</b>						
Calving interval (days)	429	410	405	401	400	409
Days in milk at 1 <sup>st</sup> breeding	82	77	74	74	76	76
Breeding/cow/year	2.13	2.16	2.24	2.24	2.20	2.20
Days dry	66	64	63	62	62	63
Days open	149	130	125	121	120	129
Milk value for all herds (\$/cow/year)	6,154	7,237	7,680	8,144	8,870	7,617
<b>FEED &amp; COSTS</b>						
Number of herds with feed	115	115	116	115	115	576
Milk value for herds with feed (\$/cow/year)	6,410	7,248	7,728	8,120	8,806	7,663
Milk for herds with feed (kg/cow/year)	8,496	9,640	10,242	10,858	11,812	10,210

Production (20% ranking)	0-20 <sup>2</sup>	21-40	41-60	61-80	81-100	Total/Avg
Margin over feed cost (\$/cow/year)	4,104	4,835	5,263	5,636	6,318	5,231
Feed cost (\$/hl)	27.98	25.91	25.50	24.73	24.11	25.65
Forage cost (\$/cow/day)	2.95	3.03	3.09	3.15	3.19	3.08
Concentrates cost (\$/cow/day)	3.14	3.43	3.57	3.73	4.06	3.59
Minerals, vitamins & additives cost (\$/cow/day)	0.36	0.33	0.43	0.42	0.46	0.40
Forage milk <sup>5</sup> (kg/cow/year)	3,219	3,992	4,081	4,503	5,060	4,240
Forage (kg dry matter/cow/year)	5,168	5,349	5,643	5,814	5,918	5,578
Concentrates (kg dry matter/cow/year)	2,393	2,550	2,562	2,680	2,727	2,582
Total dry matter intake (kg/cow/year)	7,561	7,899	8,204	8,493	8,645	8,161
Energy supplement (kg dry matter/cow/year)	1,832	1,869	1,700	1,816	1,764	1,796
Protein supplement (kg dry matter/cow/year)	560	681	862	863	963	786
Feed efficiency <sup>6</sup>	1.15	1.25	1.29	1.32	1.39	1.28
Standard milk/concentrates ratio <sup>7</sup>	3.20	3.43	3.59	3.64	3.84	3.54
Concentrates cost (\$/hl)	15.14	14.33	14.35	14.03	14.12	14.39
Milk value (\$/hl)	77.81	77.51	77.79	77.10	76.87	77.42
Margin over feed cost (\$/hl)	49.83	51.60	52.29	52.37	52.76	51.77
Margin over feed cost (\$/kg butterfat)	11.74	12.21	12.34	12.49	12.63	12.28

1 Lactanet customers (Quebec), with validated data for the 12 months ending at the last test prior to December 31, 2021

2 The 0-20 ranking gives the average of the 20% of herds with the lowest milk production, etc.

3 Corrected milk is adjusted to 2nd lactation, 150 days in milk, 4.0% fat and 3.35% protein

4 The category "Other" is excluded from these fields

5 Based on energy and protein

6 The calculation (standardized milk kg/dry matter kg) includes all cows (not just milking cows)

7 As fed

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# 2021-2022: LACTANET AT A GLANCE

## INVESTING IN DAIRY, INVESTING IN YOU



### EXPANSION OF SERVICES



#### UDDER HEALTH REPORT

Selective Dry Cow Therapy (sDCT) is a growing practice with 50% of the herds in Canada being good candidates. The first step for a proactive sustainable approach to dry-off is to identify eligible animals. Using test day SCC results, our Udder Health report provides data to reduce antimicrobial resistance, control mastitis, and support producers and veterinarians in implementing sDCT. The report is available at no charge to Lactanet customers.

#### ROBOT REPORTS

More than 900 of our customers have robotic systems milking more than 19% of the milk recorded cows in the country. With nearly three barn conversions to robots per week, we offer the Robot Production and Efficiency Report at the herd level. An additional report will be released in the future for individual cows. Both reports measure efficiencies beyond typical robot data and are great for benchmarking to get the most out of your investment.

#### HERD SUSTAINABILITY REPORT

Imagine having insight where you could make better herd management decisions and reach for greater success and work-life balance. By integrating herd data and benchmark information, our Herd Sustainability report, launched earlier this year\*, brings together indicators that help dairy farmers evaluate on-farm practices, animal health and welfare, and ruminomics, to develop meaningful goals that are right for their operation. (\*available in select provinces)



### TECHNOLOGY

#### ONE-STOP-SHOP

To serve dairy producers better, in June 2021 Lactanet rolled three partner websites into a one-stop-shop.

Enhancements to our popular mobile app are currently in beta testing for additional functionality and a better user experience.

#### MYSITE & DYNAMIC DASHBOARD

To help your herd reach its full potential, all Lactanet customers now have access to MySite, our secure portal that hosts producer data, internet reports, and a Dynamic Herd Dashboard where you can watch your herd data come alive.

#### EDHI

As automated milking systems and the use of integrated sensors and technologies continues to grow, our eDHI service is ideal for farms that do not wish to participate in the collection of milk samples - yet want to enjoy the benefits that milk recording has to offer.

### GENETICS



#### FEED EFFICIENCY EVALUATIONS

Lactanet's new Feed Efficiency (FE) Evaluation speaks to sustainability and was developed to improve profit margins and reduce your carbon footprint. FEs are available for all sires and female animals in herds enrolled on milk recording and can also be purchased by herd owners who do not participate in Lactanet's milk-recording services for Holstein heifers and cows.

#### GENOMIC VISUALIZATION TOOL

Genotyping allows us to be more confident with genetic evaluations and breeding decisions. In response to a submitted resolution in spring 2021, a new Genomic Visualization Tool was created to provide a visual representation of how your heifer's genetic evaluation has changed after genotyping to benefit selection.

#### A2 PROBABILITY REPORT

What is A2? How do I know if my cows have the A2 gene? Testing for the A2 genotype is gaining interest and our new A2 Probability Report is now available. Reports will be hosted on customer MySite accounts for all registered females in the Lactanet herd inventory.



### SUPPORT

#### ON-LINE LEARNING

From DairyComp software webinars to sustainability workshops, to-date thousands of dairy producers have participated in our on-line learning programs in 2021-22. All you need is an internet connection! Impressive attendance and engagement tells us that the dairy community is hungry for knowledge, connection, solutions, ideas, and strategies to support a high performing herd.

#### THE SYNERGY OF ALLIANCES

By connecting and integrating data sources, we can alleviate the burden of duplication, mundane data entry, manual reporting, and paperwork within the livestock industry. As a farmer-run organization, Lactanet represents the voice of dairy producers within the International Dairy Data Exchange Network (iDDEN) to transform practices, technical systems and information flow to ensure that herd decision-making tools make sense and shape the future of dairy.

#### PROACTION® ASSISTANCE

Whether it be on-farm validation or animal traceability, Lactanet works collectively to support the dairy community to protect farmers, dairy herds, consumers, and the Canadian dairy industry at large.

Our knowledgeable staff can help simplify your proAction® experience and build prosperity and peace of mind for a better bottom line.

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To contact Lactanet's customer service, call 1-800-266-5248.



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