



2022 PROGRESS REPORT ATLANTIC CANADA



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LACTANET CANADA PRIVACY POLICY SUMMARY

The information collected by Lactanet, voluntarily provided by producers through the use of services, is available to customers in paper and electronic forms. Access to information by advisors and/or any other parties via mail, email, website, or otherwise, requires explicit customer consent.

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.

Further, herds enrolled on Lactanet services may have information published for awards and recognition purposes with annual summaries and year-end

publications. Additionally, selected information from all customers will be provided for the calculation of genetic indexes and sire proofs. Where applicable, information is provided to various breed associations for recognition and breed improvement programs.

Participation in Lactanet testing programs implies consent for the release of data to these third party organizations, unless otherwise stated to Lactanet. From time to time, Lactanet provides marketing services to third party agricultural organizations. All methods of distribution of marketing materials maintain producer confidentiality. No producer information is sold, traded or otherwise shared.

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This is a summary of the Lactanet Privacy Policy. For the complete statement, please visit lactanet.ca.

Our Mission

The leading provider of services, knowledge and progressive herd management solutions for Canadian dairy farmers and industry partners.

Our Vision

To be a driving force for a sustainable and prosperous Canadian Dairy industry.



A WORD FROM OUR CEO

Progress Doesn't Always Roar

Welcome to our much-anticipated annual Progress Report that celebrates producer achievements, communicates the success of our industry, features innovation and new developments, and highlights inspiring data.

The theme of this issue is 'the perfect balance' as we bring perspective to herd performance, productivity, and profitability for a sustainable resilient dairy operation. Over time, these attributes have all improved in herds across the country, alongside technology, information exchange, and tools that enable data-driven decision making on the farm.

Each province throughout Canada is unique not only in terms of geography and weather, but in farm size and management practice. As dairy farming continues to evolve, we also notice that our customers share many of the same goals, whether it's managing feed costs, improving milk quality, or investing in their infrastructure. Lactanet strives to provide the tools that better accommodate all dairy producers with practical, easy, and convenient solutions that work for that ultimate balance.

As you read the farm profiles in the pages ahead, balance is also about cultivating teams, investing in the next generation, affording a satisfying farming experience, securing economic growth, taking care of the environment, and putting animal care first. In addition to highlighting some extraordinary data, this edition also

gives us the opportunity to tell you more about Lactanet, our accomplishments, and emerging tools to better serve you. Imagine, the first milk recording test in a Canadian robot herd happened just over 20 years ago, and today over 1,000 farms with robotic milking systems use milk recording services – a significant milestone! That represents 16% of our dairy farms and more than 20% of all cows enrolled on milk recording. There is little doubt that we will reach over 30% of cows being milked in robot herds by 2030!

In closing, I would like to thank our Chair, Barbara Paquet, and the Lactanet Board of Directors, who are committed to representing the best interests of all Canadian dairy farmers. The quest for balance also comes from within, and I would also like to acknowledge the dedication of our Lactanet team as they stand behind our customers to help them achieve their goals. Progress doesn't always roar - but there's always a better way and we are here to support you.

Sincerely,

Neil Petreny
CEO, Lactanet Canada



A WORD FROM OUR CHAIR

The Way Forward

As we reflect on the progress that our industry has made in the past year and celebrate our wins, the economy continues to recover and stabilize. Like all business owners, we look at our strengths, identify opportunities, work through our challenges, and let our data guide us.

Many of us have experienced volatile economic conditions before and we often need to reference those unpredictable times. With eight Bank of Canada policy rate increases behind us, as we moved from 0.25% at the beginning of 2022 and settle in at 4.5% in February 2023, the upward pressure on input and borrowing costs means that the value of information and the time for change management has never been better.

With our new industry objective of *Net-Zero 2050*, we want to be there to help everyone reach this important goal. Together, we must make progress with our herds by using insights from data and applying the tools that exist to work towards what it means to be sustainable. Lactanet's new genetic evaluations for Feed Efficiency, and now the world-leading introduction of Methane Efficiency, can support your efforts. As the supply of food and feed is impacted by multiple factors that include extreme weather, fuel costs, and global disruptions, a balanced approach to herd management and sustainable practices can also ensure we don't compromise the needs of future generations.

With over 3,800 views to-date, thank you to everyone who joined us on February 21, 2023 as we celebrated Canada's Best Managed Herds in 2022 at our online premiere event. On behalf of the Board and entire Lactanet team, I would like to congratulate Ferme Karibel, located in St-Paul-de-Joliette, Quebec, for reaching the number one spot with a Herd Performance Index of 976 points. This is an outstanding accomplishment, and we salute you! In case you missed the event, a short video recording can be seen on our YouTube channel.

Lastly, Lactanet's two online training sessions, delivered earlier this year, did not disappoint as more than 500 dairy producers and advisors across the country attended 72 different workshops and discovered the secrets to profitable quality milk and what to consider for a strong heifer program. Practicing new ways and applying new tools is the way forward to reach a productive, profitable and high performing herd — let our Lactanet family help you with that.

Sincerely,

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

We empower, inspire and educate Canadian dairy farmers and industry partners with insightful solutions that drive business success.



Technology

- #1 herd management software provider in Canada
- 52% of milk recorded cows are managed with DairyComp (Western Canada & Ontario)
- 24% of customers subscribe to the Lactanet mobile app
- 20,000+ cows are enrolled in our innovative eDHI service
- 80,000+ electronic animal registrations were submitted on behalf of customers

Lab Analysis

- 5.2 million milk samples analyzed
- 76,000+ GestaLab milk pregnancy samples were tested
- 19,000+ Mastitis4 tests conducted (Western Canada & Ontario)
- 38% of farms on test use PROFILab bulk tank fatty acid profile (Quebec)

Milk Recording

- 125,000+ cows are tested in robot herds
- 41% of herds are enrolled on KetoLab
- 20% of herds subscribe to our MUN service
- Introduced the Sustainability report to support sustainable dairy practices (select regions)

Genetics

- Released A2A2 Probability report to select for Beta Casein
- Launched Genomics Impact tool to identify animals that rank higher or lower with the increased accuracy of genomic testing
- Enhanced Feed Efficiency evaluations

Knowledge & Support

- 25 Lactanet experts participated in 8 podcasts, 35 conferences, and 5 online workshops/webinars, reaching over 15,000 attendees
- 150 producers attended DairyComp training workshops (Ontario)
- 20,000 hours of advisory services provided (Quebec & Atlantic Canada)

Source: Lactanet Canada 2022

Statistics may vary according to the products and services available in each province within Canada.

Trust your herd to DairyComp

The industry's leading herd management software.



BOOST HERD PERFORMANCE

Receive clear, practical information and improve decision making for profitability, production, herd health, breeding, and more.



WORK SMARTER

Whether you're working from a desktop or cowside from a mobile device, software features and reporting are easily customized to meet your needs.



SAVE TIME

DairyComp organizes your herd tasks, traceability events, health protocols, and animal registrations to help you save time, money, and work efficiently.



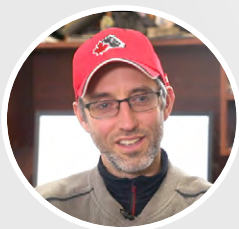
INTEGRATE EASILY

Share data between on-farm systems, including parlours, robots, and activity monitoring systems, and store it all in one convenient software platform.



EXPERT SUPPORT

From technical help to training, DairyComp users have free access to our knowledgeable staff on-site, toll-free, or remotely.



"On our farm we use DairyComp as it makes herd management easier and is a practical way to keep track and share information. We enter things once or it automatically captures data from our other on-farm systems, and DairyComp links it together. It's a one-stop software that does everything for us."

Chris McLaren
Larenwood Farms, Drumbo, Ontario
Milking 120 cows ♦ Farming 600 acres

#10 Best Managed Herd in Canada in 2022
according to Lactanet's Herd Performance Index.



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A & J Bent Farms Ltd

Lawrencetown, Nova Scotia

Owners: Allen & Jacqueline Bent

“We give every possible opportunity to our cows in terms of health and comfort. We believe that if we can offer our best, our cows will give us their best in return.”

– Jacqueline Bent



Left to right: Jenn, Chesley, Jonathan & Clara Crouse and Jacqueline & Allen Bent

Ranking

#3 in Nova Scotia
#4 in Atlantic

Herd Size

150 lactating cows

Barn Style

Free-stall

Milking System

DeLaval double-10 herringbone

Average Age at 1st Calving

23.4 months

Calving Interval

12.9 months

Cows in 3rd Lactation or Higher

54%

Average SCC

68

Lactanet Services

DairyComp
Lactanet mobile
Milk recording
Management reports
SCC
KetoLab
MUN
Transition Cow Index
Advisory services

Source: Lactanet Canada 2022



Valued Advice Offers Immense Success

Having grown their operation from a herd of 50 in the mid-1990s to 150 in 2022, Allen and Jacqueline Bent know how to combine passion, ambition, and dedication for long-term success. The couple emphasize that hard work towards offering the best to their herd, opportunistic management, and comprehensive approaches allow their cows and family to thrive.

Excellence Starts with the Earth

“We believe that true quality starts in the fields,” Allen explains, “our goal is to have healthy soil forever.” The farm is self-sufficient in grains and forage and has worked closely with Perennia consultants Jack van Roestel, Sonny Murray and Caitlin Congdon to employ both progressive and sustainable cropping practices, resulting in premium feed and healthy soil.

The farm sits on rolling silty clay, meaning nutrient runoff, soil compaction, and erosion are concerns. A seven-year crop rotation is applied in each parcel, involving four years of forages (of which 40-50% are usually grasses) followed by corn/bean or wheat/corn rotations. “We try not to do corn back-to-back, since it increases the risk of nitrogen runoff and soil compaction,” Allen adds. The farm implements no-till practices where possible and also started cover cropping in 2016, favouring winter wheat and frost-seeded clover, with additions of ryegrass on corn. Combined with the recent purchase of a boom-style air seeder, the opportunities for sustainable practices have only expanded.

Trust in Partnerships

In the barn, similar holistic principles apply. “We wouldn’t be where we are today without our team of advisors,” Jacqueline says. Advisor Jeff Walton from Beslile Nutrition and Lactanet Advisor, Stirling Dorrance, DMV, combine their expertise to identify every opportunity for herd improvement. Feed analysis and regular milk testing allow the pair to provide the best advice possible. The combination of milk quality and herd health data, as well as feed sampling and rationing data, has the herd completely covered. “We have a lot of confidence in our advisors,” Jacqueline elaborates, “our herd is in great hands with them.”

Jacqueline applies the same thoroughness in environmental management to the milking barn and parlour, along with herdsmen Jonathan Crouse and Peter Roosje. Sand-bedded and regularly scraped stalls are featured in the well-ventilated structure, complemented by their multi-step preparation and post-milking sanitary routine to keep SCC and stress low.

Synergy in Genetics

Equal attention is given to aligning the farm’s mating program with their management approaches. For Jacqueline, choosing proven sires allows high reliability. She prioritizes somatic cell score, then balances Type and Production traits.

“I want my genetics to come from a long-lived and healthy cow,” Jacqueline elaborates, “herd life and udder health are very important to us.” The top end, selected from the most durable animals, is bred to sexed semen while the bottom is bred to beef. This program has had excellent success, as over half their herd is composed of mature (3rd lactation+) cows with excellent component balances and shows no signs of slowing down.

“The herd really does wonders,” Jacqueline says, but notes that it’s not without dedication and care from everyone involved. Whether it be in the parlour, in the fields, or in the milk testing data, the farm team examines every opportunity for improvement. From ensuring the sustainability of their soil, the health of their herd, and their long-term genetic goals, A & J Bent Farms are paving the way to a vibrant future with a progressive present.

Karma Farms

Albany, Prince Edward Island

Owner: Cole Noonan

“We keep our milk recording routine pretty simple — components, SCC and MUN — and I would find it very difficult to make herd decisions without the information it provides.”

– Cole Noonan



Left to right: Emmett, Cole & Erica Noonan

Ranking

#5 in Prince Edward Island
#10 Free-stall in Atlantic
#18 in Atlantic

Herd Size

70 lactating cows

Barn Style

Free-stall

Milking System

Single-6 step-up parlour

Average Age at 1st Calving

23.3 months

Calving Interval

13.3 months

Average SCC

79

Lactanet Services

Milk recording
Management reports
KetoLab
MUN
Transition Cow Index
sDCT report

Source: Lactanet Canada 2022



Whirlwinds of Change Challenge Consistency

While Karma Farms may be relatively new, having been founded under the PEI New Entrant program in 2012, Cole Noonan has never been a stranger to agriculture. The Noonan family has been in PEI for decades farming beef, potatoes, and other crops long before Cole started his dairy herd. Karma Farms began on a parcel of land Cole purchased from his uncle, after rebuilding the old structures that had been lost to fire in 2009. In addition to one full-time and one part-time employee, Cole’s father Gerard is still involved and assists in the barn and fields as well.

Aligning Herd Goals

“We focus a lot on herd comfort,” says Cole, emphasizing a recent changeover to sand bedding that has reduced SCC and increased overall production trends in the herd. The farm has also noticed an improvement in comfort, health, and mobility. This complements the farm’s overall goals of supporting an early first breeding, as well as increasing longevity and production.

“We work closely with our Select Sires rep to put the appropriate bulls in the tank, and I’ve started paying much closer attention to those animals that really last, and what sets them apart. We really want to identify their superior traits and select for those,” mentions Cole. Though the approach may change every few years, the goal itself remains the same: high-component, mobile, and durable cows.

Cow Manager for Cow Management

To help track their progress, Karma Farms makes use of the Cow Manager activity system as well as data provided by milk recording. Integrating the information together allows for effective short-term and long-term management responses. Cow Manager provides information on activity, nutrition, rumination, health status, and temperature alerts, while the farm’s milk recording data provides components and udder health information.

“Cow Manager is the best money we’ve ever spent”, states Cole, “and now most heifers are monitored using the system too.” The heifers are housed off-site and Cole is easily able to keep tabs on each animal no matter where they are.

Fortune Favours the Collaborative

Though perhaps unintentional, the remote activity monitoring system has played an essential role in managing the herd following Hurricane Fiona’s destruction across the Maritimes in September 2022. While Cole says his farm was fortunate as there were no fatalities, only the milking herd was able to stay on-site.

“We ended up milking without a roof for about a month,” Cole recalls. “It was completely torn off, but otherwise the damage to the structure was minor. We lost our dry cow and fresh cow barns completely though.” A neighbour was able to lend barn space for the farm’s dry cows, where they’re currently still housed while their home is being rebuilt.

“We’re very lucky, as we still have our milking barn,” Cole concludes. “I’m thankful we were able to keep producing, even with no roof. We should be able to move most of the animals back home this summer. I’m very thankful for good neighbours and the communities that surround us. The outpouring of support has been amazing.”

Oceanview Farm

Bay Bulls, Newfoundland and Labrador

Owners: Darryl Walsh, Richard & Marge Walsh

“Growth has been one of our biggest accomplishments over the years, when many other farms in the province are closing.”

– Darryl Walsh



Left to right: Darryl, Ava, Isla & Courtney Walsh

Ranking

#2 in Newfoundland & Labrador

#21 in Atlantic

#11 free-stall in Atlantic

Herd Size

180 lactating cows

Barn Style

Free-stall

Milking System

Double-10 herringbone parlour

Average Age at 1st Calving

25.4 months

Calving Interval

13.3 months

Average SCC

105

Cows in 3rd Lactation or Higher

39.7%

Lactanet Services

DairyComp

Milk recording

Management reports

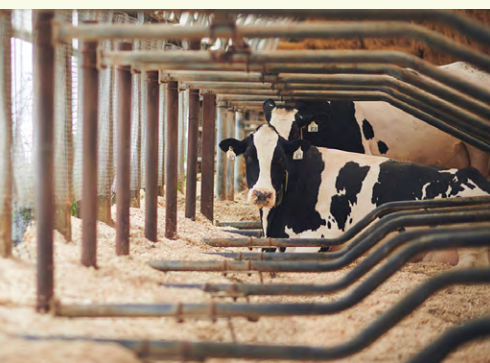
SCC

KetoLab

MUN

Transition Cow Index

Source: Lactanet Canada 2022



Farming in Newfoundland and Labrador

Oceanview Farm, located in an area that is known for its harsh conditions, is a story of growth and resilience. It began in 1977 when Richard Walsh acquired a 30-acre, 50-cow, single-barn facility in Bay Bulls, Newfoundland. The business has since grown to 500 acres and a herd of 180 milking cows, in addition to multiple building and equipment upgrades. Today, the farm is owned and operated by Richard, his wife Marge, and their son Darryl who joined the family business in 1998. The Walsh's successfully manage their farm operation with a team of six employees, making sure all farm tasks and responsibilities are shared.

Tools for Success

As with every dairy farm, Oceanview Farm's priority is to produce more litres per cow. Special attention is paid to forage quality, cow comfort and health, including sand bedded stalls to maintain a low somatic cell count. The Walsh's lean on genetic evaluations and DairyComp for herd decisions related to their mating program and to excel the genetic potential of their herd. "These tools are important to help us with sorting and managing our top-performing animals," explains Darryl. Oceanview Farm also works with Lactanet Advisor Dr. Stirling Dorrance and Quality Milk Management Consultant, Don Anderson, to reach their herd objectives.

When it comes to equipment, Oceanview Farm has invested in a Jaylor mixer and Valmetal Autoration, an automated feed kitchen, to monitor feeding activities. This technology, along with increasing feeding to three times a day, has resulted in not only time saved but an improvement in milk production and herd health. "Autoration makes mixing and feedout simple for us and I can check in remotely to monitor the process and inventory levels while managing other parts of the farm," explains Darryl.

Natural Heats and High Conception Rates

The Walsh's exemplary feed protocol allows them to support a breeding program based on natural heats. "We like to avoid Ovsynch programming to minimize the need for animal handling," states Darryl, "and we have a much higher conception rate on natural heats." For selection decisions, a combination of production traits and good feet and legs with a mix of conventional, sexed and beef semen are considered.

Overcoming Obstacles

With its geography, unique terrain and climate, farming in Bay Bulls has come with no shortage of challenges. "Living on an island requires most feed stuffs, equipment, and expertise to be shipped in, with a high cost to pass on the ferry or arrive by air if urgent," says Darryl, "not to mention the daily issue of Newfoundland weather and rocks!" With a short growing season, tricky soil conditions, and the demand for housing developments, Newfoundland farmland has dropped 50% over the past 20 years.

Despite these hurdles, Oceanview Farm has continued to expand their operation and maintain high milk quality. As the second-best managed herd in Newfoundland, it's evident the Walsh's are on the right path to long term success!

Top of the Morning Farm

Holmesville, New Brunswick

Owners: Karen & Matthew Guest
and Robert & Donna Speer

“I think a lot of things have come together to make our cows successful. We are working to balance a productive, long-lived cow with enough production to keep us profitable.”

– Karen Guest



Left to right: Robert & Donna Speer and Aven, Rainy, Karen, Matthew, Ki & Tali Guest

Ranking

#1 Robot in New Brunswick
#4 in New Brunswick
#18 in Atlantic

Herd Size

115 lactating cows

Barn Style

Free-stall

Milking System

3 Boumatic robots

Average Age at 1st Calving

23.2 months

Calving Interval

13.2 months

Cows in 3rd Lactation or Higher

57.1%

Lactanet Services

Milk recording
Management reports
SCC
KetoLab
MUN
Transition Cow Index
Profilab

Source: Lactanet Canada 2022



The Roots of Diversified Farming

Originally purchased in 1986 by Donna and Robert Speer, Top of the Morning Farm started as a 20-cow tie-stall barn. Since then, the farm has seen substantial growth including transitioning to a free-stall setup in 1998. After returning home from university, the Speers' daughter Karen married potato farmer Matthew Guest, and the pair took over the farm with dreams of potato farming alongside dairying. In 2009, their dream became a reality when they moved the dairy 80 km to an ideal location: a free-stall parlour barn built in a potato field.

Retrofitting

When the farm relocated, Karen and Matthew kept their eyes on the future and purchased the property with its design in mind. Though robots were not feasible initially, they knew that the barn would work well for a retrofit and made the transition in 2015. They started with two robots and purchased one more a year and a half later.

The transition to milking robots has reduced labour, however, Karen emphasizes that changes in herd management were needed in response. “We need to check the cow reports, activity, eating time, and attention lists more closely,” she explains, “as we no longer go in and move every cow daily, I need to watch for problem cows more carefully.”

The Perfect Balance

For the Speer-Guests, Lactanet reports like the TCI, MUN and various SCC reports help monitor metrics closely. Samples taken via Ori-Sampler provide representative values for each cow where the robot cannot. The TCI report especially helps the team monitor their dry cows through freshening and peak milk for success.

“Our close-up pen has also made a huge difference in helping all our cows transition better,” Karen adds. Sand bedded stalls in the main barn allow for traction and comfort and help keep SCC under control, in addition to other management attention points.

Breeding for Robot-Friendly Cows

Robotic milking requires a unique approach to conformational breeding, “We started breeding for milking speed when we got the robots,” explains Karen. “This has reduced box time per cow and increased profitability surprisingly quick considering we don’t cull much — we just work with the cows we have.”

The farm also breeds for components using a combination of LPI, Pro\$ and their own observations, aiming for a functional, profitable cow. “I want to maintain a strong healthy herd that lives a long, productive life,” adds Karen. With over half their herd well into their third lactation or higher, their ambitious goal is more than achieved.

A Family Affair

Karen’s parents, Donna and Robert, are still involved in the operation and she’s grateful to have them. “We’ve been very lucky to have both mom and dad here to help us manage our farm and our family,” Karen says. Matthew currently works between the potato farm and the dairy, while their four kids, Ki, Aven, Rainy, and Tali chore as well. With the entire family contributing to the continual success of the herd and farm, Top of the Morning Farm has earned an impressive ranking as the fourth best dairy and the number one robot herd in New Brunswick in 2022.



Leading with traceability

For the team at Summitholm Holsteins, traceability is important to build public trust and ensure that our industry can thrive by providing protection, prosperity, and peace of mind. What does traceability mean to you?



“

Herd management software allows us to easily input our data in seconds, and then it sends the data directly to DairyTrace.

”

Ben Loewith, Summitholm Holsteins (Joe Loewith and Sons Ltd.)
Milking 480 cows in Lynden, Ontario



Meet dairy producers across Canada in our video series as they share why and how they implement traceability on their farm.

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Sustainability: Let's move into high gear!

By Dominique Maxime, Ph. D., Dairy Production Expert, Sustainability and Environment, Lactanet Canada



The issue of sustainability must no longer be addressed today, as it was the case in the past, in a fragmentary or partial manner. When raising questions about the sustainability of milk production, we must consider the economic, societal, and environmental ecosystem in which producers and their stakeholders, not only contribute, but how they are each affected or constrained.

This systemic and multidimensional perspective may seem complex, even blurred, and it makes sense to question its interest when one wants to be pragmatic, stay close to the field, and evaluate if the sector or a specific organization “is sustainable or not”.

Today, when a dairy farmer produces quality milk from a healthy herd and the financial management of the operation is at the heart of the plan, then the farm team is already incorporating a good number of factors that contribute to sustainability — perhaps without knowing!

Is the sector, or a specific organization, sustainable?

To be honest, no one can answer such a question. If the question is asked differently, for example whether a producer or an organization takes the right action or makes the right decisions towards sustainability, it is then probably easier to provide an answer to this question or at least to validate that the action aligns with economic, social, and environmental sustainability.

But does that mean that they are going in the right direction or doing enough? And how can farms promote, for example, the sustainable attributes of milk or dairy products to processors and consumers. Do the benefits of sustainable practices meet



today's requirements and are we sufficiently prepared for the ones to come?

Lactanet's Commitment

In this context, where the producer needs ongoing recognition and guidance to improve performance, Lactanet is committed to supporting the industry on the issues and the challenges of sustainability. By moving into high gear, Lactanet sets objectives to provide new services to producers, while expanding its toolbox in terms of sustainability indicators and benchmarks.

Our Approach



Lactanet will develop a framework for analyzing the components of sustainability relevant to the economic, societal, and environmental dimensions of the dairy production sector. The development of this science-based analytical framework will be done in partnership and in consultation with industry stakeholders, of which producers are already involved:

- ▶ For example, we know that the dairy sector has committed to reaching net-zero greenhouse gas emissions by the year 2050. As such, the greenhouse gas balance of a dairy farm, as well as the carbon footprint of its milk, are two key indicators affected by climate change. Offering relevant and transparent solutions to help guide producers will be key.
- ▶ Many government and businesses (processors, distributors, restaurateurs) have adhered to the Sustainable Development Goals (SDGs) of the United Nations to address the three dimensions of sustainability. Beyond climate change, the SDGs also include animal welfare, employment of foreign workers, reduction in consumption and water pollution, improvement of soil quality, protection of ecosystems, and biodiversity – just to name a few. Producers have already connected many of these indicators and as an industry leader, we will provide the information and support to enable progress.



The reflection on the information and data collection and management framework: the quantity of data already collected is significant, but not always accessible, and the flow will increase with time and technology. While the demand and the generation of field information is accelerating, valorizing, and sharing existing data is important to facilitate progress and to reduce the burden on producers. This aspect raises privacy, accessibility, and governance discussions that Lactanet will be part of to identify and provide robust and reliable data that supports on-farm sustainability decisions and practices.



Finally, in parallel, Lactanet must lead or contribute to various research projects, that address sustainability issues. Enriching, refining, and communicating the understanding of the connections between on-farm

practices and their environmental and economic impact is vital. In fact, several projects regarding methane emission reduction have begun. Together, these projects will contribute to developing more reliable and complete sustainability indicators.

When it comes to sustainability, we all have a role to play, including Lactanet. We must reframe our thinking and consider the circular impact of our day-to-day practices and business model. By evaluating the environmental footprint of our operation, we will identify the areas for improvement without compromising the quality of the services provided.



When it comes to sustainability, we all have a role to play, including Lactanet. We must reframe our thinking and consider the circular impact of our day-to-day practices and business model. By evaluating the environmental footprint of our operation, we will identify the areas for improvement without compromising the quality of the services provided.



The key to profitability in 2023

By Simon Jetté-Nantel, agr., Ph.D., agroeconomist, Lactanet

Sustainability requires change and adaptation. This is particularly true when you consider that your farm’s sustainability is fundamentally dependent on its economic viability. Hence it is important that your farm’s resources, both labour and capital, are adequately covered to ensure they can be renewed, to enable you to reinvest in your farm, and, in the long run, ensure that the next generation will be able to earn a decent living from it.

That said, what can you do in this difficult economic context to make your farm more profitable and more sustainable?

Two steps to profitability!

Control your operating costs

To ensure profitability, every dollar of revenue generated must provide you with an adequate profit margin. To make that happen, you need to keep your direct costs, such as feeding, under control. Remember that if you want to manage something well, you need to measure it. One of the best ways to control costs is to choose an indicator — for example, your margin over concentrate costs — that you can monitor and use for comparative purposes.

Figure 1 shows an example taken from the Feed Margin Report, available to all our Lactanet advisors. In this example, you can see that despite the increase in the cost of concentrates, this farm remains among the top 25 per cent for margin over concentrate costs. A more detailed analysis might make it possible to identify potential areas for improvement.

Forage quality is another important element to consider when trying to keep your feeding costs under control, as explained by Jean-Philippe Laroché on page 18. As input prices remain high, this aspect is even more critical.

Other indicators for direct expenses (labour, heifer rearing, etc.) can be monitored as well. With rearing costs representing 15 per cent of your production costs, optimizing your heifer inventory can help improve your profit margin, as Rodrigo Molano explains on page 20.

Do more with less

The second important concept in this challenging context is asset use. Owning assets in 2023 is a costly business! Not only has the price of buildings and equipment increased significantly over the past few years, but interest rates have tripled over the past 12 months! The message is clear, given how much your assets are costing you, it’s best to maximize their use.

Indeed, the most profitable farms are those that make the most efficient use of their assets. Figure 2 presents a comparison of asset turnover, the value of a farm’s assets per dollar of gross revenue, between the most profitable farms (top 20 per cent) and the Agritel data average. The top farms are thus able to generate the same revenue with fewer assets. In 2023, that means lower interest payments and less financial pressure.

So how is it done?

In practical terms, this means optimizing the use of your fields, equipment and buildings. The first areas to focus on for greater efficiency are crop selection, yields, and planning according

Figure 1. Margin Over Concentrate Costs

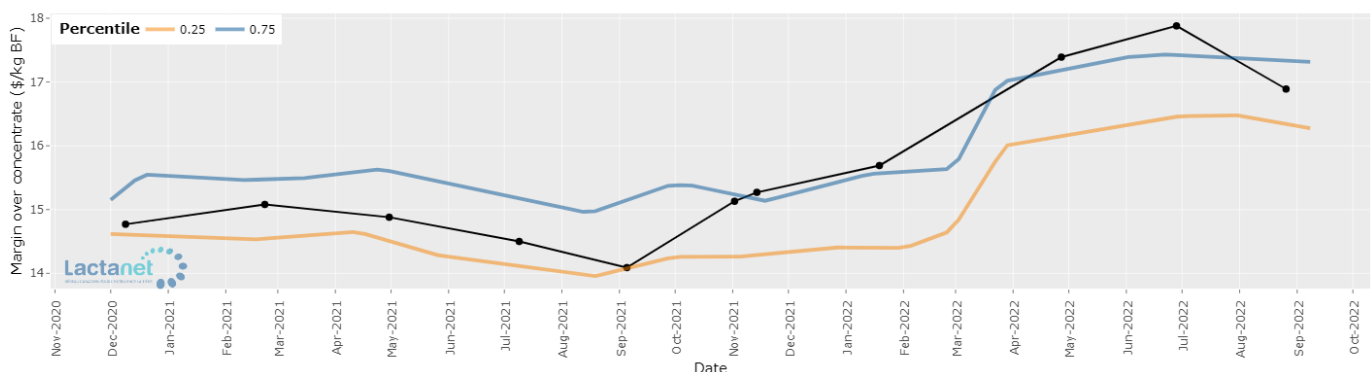
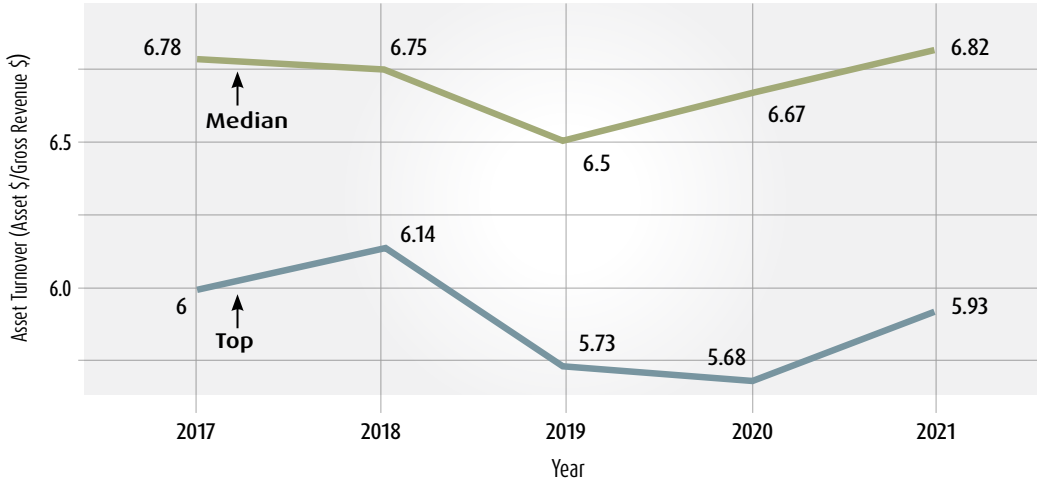


Figure 2. Asset Turnover



to the needs of your herd. It may also mean reorganizing your assets and exploring partnership opportunities to optimize their use.

Likewise, it is becoming increasingly difficult to justify buildings that are not used to full capacity, or equipment that is underutilized. As the value of every stall and every square foot rises, it is important to make sure your assets are used in the most productive way possible.

In this challenging economic environment, no one can afford to let opportunities slip away. That's why it's important to take the time to reassess how you use each of your assets, to ensure they are being used to full advantage.

And sustainability? Who is that for?

Assets and production costs are all very nice, but in 2023 the human element is important as well. Given the tight labour market, employee management is even more crucial. The high cost of assets is an incentive to explore partnership possibilities. Input prices and credit costs highlight the importance of maintaining good relations with your suppliers. Look around you - you have allies. Cultivate your garden!

Visit lactanet.ca to find out how to improve the profitability and performance of your dairy operation, or get in touch with a member of our advisory team.



Scan the QR code for more information.





Three ways to improve your farm's profitability with forage crops

By Jean-Philippe Laroche, agr., M. Sc., Dairy Production
Expert in Nutrition & Forage, Lactanet Canada

Farms with well-managed forage systems often stand out from others in terms of profitability. There's a reason that forages are considered "green gold" for a dairy operation! Here are three ways you can fine-tune your forage system to improve profitability:

1. Optimize your land use

As the cost of farmland continues to rise, it is more and more important to optimize your acreage by getting the highest possible yields from your corn, soybean or cereal crops. But what about perennial forages? Do they get equal attention? Not always unfortunately, and yet optimizing forage yields can have a significant effect on your farm's finances.

A comparison of farms according to their forage production costs clearly shows that those with lower production costs have lower machinery costs, but they also have better yields (Table 1). The difference between the average and the top farms can amount to a saving of \$87 for each tonne of DM harvested. Higher forage yields have the added benefit of freeing up acreage that can then be used to produce other crops.

It is entirely possible to improve forage yields without sacrificing quality. Soil pH, fertilization, choice of forage mixture, and establishment conditions are among the avenues for improvement. And the good news is that investing in lime, fertilizers, and good quality seeds will have little impact on your per-tonne production cost, so long as it leads to better yields!

It is also important to plan how much of your acreage you intend to devote to forage crops. When the acreage is

insufficient, you risk having to depend in part on forages available on the market. On the other hand, if you produce too much forage, you'll need to sell off your surplus at a price that is often below your real cost of production. Moreover, some of those hectares could have been used for another crop. Hence the importance of planning your land use to ensure that each hectare is exploited to full advantage.

2. Harvest good quality forage to improve feed margins

Some producers are reluctant to harvest their forage crops earlier, because a higher fibre content benefits rumen health. While it is important to provide enough fibre to maintain good rumen health, it doesn't mean that harvesting forage plants at maturity is the only way to do that.

In fact, the most cost-effective way to ensure your animals are getting enough fibre is to harvest your forages at the optimum growth stage and then increase the proportion of forage in the diet. By feeding a larger quantity of forage with a lower fibre content, you can maintain the quantity of fibre in the diet. Table 2 presents an interesting simulation with a group of highly productive cows that were fed a ration comprised of 33% corn silage (DM basis). In this scenario, the improved quality of the forage allowed us to add 0.8 kg (DM) more grass silage to the ration, thus replacing 0.8 kg of

Table 1: Yield, acreage requirements, and machinery costs in relation to forage production cost (grass silage and hay).

	Lowest 20% ¹	Average ¹	Top 20% ¹
Production cost (\$/t DM)	384	255	168
Yield (t DM/ha)	5.1	6.1	7.1
Acreage required for an average herd (ha)	93.7	78.3	67.3
Machinery (\$/ha)	808	635	508

¹ Agritel data for Quebec (2017 to 2019).

Table 2: Scenarios aimed at improving forage quality in a group of highly productive cows without affecting productivity and while maintaining the fibre content of the ration.

	Average forage (ADF = 33%)	Optimum forage (ADF = 30%)
aNDFom of the ration (% DM)	30.5	30.5
Forage DMI (kg/d)	16.4	17.2
Component-corrected milk yield (kg/d)	40.1	40.1
Milk/concentrates ratio (kg/kg)	4.56	5.01
Cost of concentrates (\$/hL) ¹	14.97	13.84
Cost of forages (\$/hL) ²	8.42	8.89
Feed costs (\$/hL)	23.39	22.73

¹Ground corn (\$396/t), soybean meal (\$758/t), minerals/vitamins (\$1,525/t). ²Hay crop silage (\$220/t DM), corn silage (\$180/t DM).

concentrates (DM) while providing the animals with the same level of energy and metabolizable protein. The overall result corresponds to a saving of \$0.66 per hectolitre of milk, with no effect on productivity. Not too shabby for a 3% difference in ADF, would you say?

3. Include hay crops in your rotation

The advantages of planting perennial forage plants are significant but sometimes underestimated. Including hay crops in your rotation plan is one of the most efficient strategies for increasing the organic matter content of your soils. Organic matter plays a crucial role in soil health, affecting water retention capacity, fertility, and structure, among other soil properties. While the economic benefits may be difficult to evaluate precisely, they are indeed real!

Hay crops also return a considerable amount of nitrogen to the soil and that nitrogen is then available to the next crop in the rotation. In fact, a Quebec study estimated that mineral

nitrogen fertilization could be reduced by 50 to 150 kg N/ha in a corn crop preceded by hay crops, with no subsequent effect on corn yield. Yes, you read that right! And with a unit of nitrogen costing \$2.50, that's equivalent to a saving of \$125 to \$375 per hectare.

Another important point to underline is that including hay crops in your rotation helps to break the cycle of certain diseases, thus reducing the costs associated with phytosanitary treatments (for mycotoxins, pests, etc.).

Grow green gold!

Looking for opportunities to improve your forage system can certainly pay off. That's why it's important to work together with a multidisciplinary team of advisors who can help you put farm-appropriate strategies in place. Don't hesitate to contact us!

We wish you a great growing season in 2023! Visit lactanet.ca for more information on forage management or to get in touch with an advisor.





Heifer rearing strategies to lighten the carbon footprint and the financial load of dairy farms

By Rodrigo Molano, Ph.D., postdoctoral fellow, Heifer Nutrition and Management, Lactanet Canada

In the current environmental and economic context, the dairy industry is being called upon to be more efficient and aware of the resources it uses. Not all determinants are controllable, of course, but there are some factors directly related to your dairy operation that can be optimized to increase both profitability and sustainability. Is your safety margin for heifer rearing too high? Could you be operating more efficiently?

Your heifer rearing program is an area that offers significant potential for savings and efficiency gains. For example, better evaluating the quality of your heifers and reducing your inventory are two measures that can help reduce your carbon emissions and increase the overall profitability of your farm. From a financial and environmental perspective, rearing replacement heifers represents 18 per cent of your production costs and accounts for nearly 20 per cent of your herd's total carbon emissions. While neither of these parameters can be eliminated entirely, the best way to minimize them is to rear only the number of heifers you need and to make sure that those that do enter the milking herd are the most productive and the most likely to remain so in the long term.

Reassess your heifer inventory

A useful indicator for assessing your heifer inventory is the replacement heifer-per-cow ratio, which should ideally be between 0.5 and 0.6 heifer per cow. To reach that target, however, you first need to optimize two other criteria:

- 1) age at first calving should be between 22 and 24 months; and
- 2) the culling rate should be around 25 to 30 per cent.

When these two criteria are met, herd longevity should improve.

In Quebec, in 2022, the averages for the Holstein breed for these three indicators were a 0.72 heifer-per-cow ratio, 25.2 months for age at first calving, and a 34.3% removal rate.

Heifer quality

The next step is to carefully evaluate the quality of the heifers you want to rear. Despite the substantial resources allocated to heifer rearing, rarely is the performance of heifers evaluated during their development or once they have begun producing

milk. Although there are a number of parameters that can be considered, two of them are particularly easy to measure:

- 1) maturity at calving; and
- 2) first-lactation performance as compared to mature cows.

To maximize their first-lactation performance, heifers should ideally calve at a weight equivalent to at least 82 to 85 per cent of the herd's average mature weight. Their first-lactation milk yield should thus be equivalent to at least 82 per cent of that of the mature cows.

Lactanet data indicates that Holstein heifers on Quebec farms weigh slightly more at calving (88% of mature cow weight) and produce slightly less milk in their first lactation (80% of mature cow yield).

Better managing your heifer inventory and optimizing first-lactation performance are two areas that offer realistic opportunities for both financial and environmental efficiency gains. Given how closely heifer rearing interrelates with the other components of a dairy operation (forage, cereal and milk production), the benefits of rearing fewer and better quality heifers could be surprisingly substantial.

Here are some of the potential advantages:

- Reduced operating costs;
- Increased calf sales;
- Healthier calves;
- More room in the barn for animals of other categories;
- More efficient use of farmland;
- Earlier return on your investment in heifer rearing;
- Increased herd longevity;
- Greater lifetime profitability;
- Lower carbon emissions.

So where do I start?

Here are some strategies you can consider implementing, as appropriate to your circumstances:

- ✓ Review your herd replacement needs;
- ✓ Select the heifers you intend to keep as early as possible, even before birth. Use genetic criteria relevant to your herd to rate your heifers. Finalize your grading with health and performance data early in life, whenever possible;
- ✓ Determine the best proportion of dairy semen (sexed and conventional) and beef semen to use to meet both your replacement needs and your genetic requirements;
- ✓ Weigh your mature cows, first-lactation heifers, and heifers to determine if you are meeting your maturity targets or if further adjustments are needed;
- ✓ Reassess heifer management and nutrition during the last trimester of pregnancy and in early lactation if first-lactation performance is less than optimal;
- ✓ Make sure your colostrum and transition milk protocols are effectively protecting your calves against disease and enhancing their growth;

- ✓ Set a realistic removal rate – analyze your reasons/ causes for culling and determine which cows could have remained in the herd longer.

Regardless of the strategy you focus on, taking action, even in small steps, will lead your operation towards greener and more profitable avenues. Use the data available to evaluate your replacement program and identify the most promising opportunities for improvement.

Lactanet has the expertise, resources, and information required to support your efforts. We're here to help you!



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Lactanet’s sustainability traits didn’t come by chance

By Hannah Sweett, Genetics Knowledge Transfer Advisor, Lactanet Canada, Filippo Miglior, Senior Advisor, Genetic Strategic Initiatives, Lactanet Canada, and Brian Van Doormaal, Chief Services Officer, Lactanet Canada

When it came to the development of Lactanet’s sustainability traits — Feed Efficiency and Methane Efficiency — nothing came by chance. Prior to the implementation of any new genetic evaluation, we must first identify what traits may be important to the industry in the future and conduct exploratory research on the trait of interest. In fact, the infrastructure for Lactanet’s genetic evaluations for Feed Efficiency and Methane Efficiency was built over years of several research projects and collaborative efforts.

The Evolution of Milk Mid-Infrared Data

Researchers around the world first demonstrated the value of using milk mid-infrared (MIR) spectral data to predict various traits. This sparked the interest of Canadian researchers who started to use MIR spectral data to predict other milk component traits.

What is milk mid-infrared spectroscopy?

The mid-infrared (MIR) spectroscopy analysis determines a milk sample’s chemical composition by measuring the absorption of light through the milk.

MIR spectral data was already being used for a variety of milk parameters (Fat, Protein, Somatic Cell Count, etc.) but the global research led Canada’s milk recording partners to decide to save all MIR data for each milk sample analyzed.

The Value of Data Collection

To develop a genomic evaluation, Lactanet needs phenotypic data on many animals and a reference population with thousands of genotyped cows. Through its DairyGen Council, Lactanet was a key source of industry funding for several projects that were instrumental in gathering this data. Significant and much appreciated matching support

from Genome Canada or Agriculture and Agri-Food Canada (AAFC) was also received.

Phenotypic and genotypic data on feed efficiency and methane was collected from research herds under the international Efficient Dairy Genome Project (EDGP) and Resilient Dairy Genome Project (RDGP), both of which were led by Canadian scientists. To reflect the different environments in a commercial dairy herd in Canada, Sunalta Farms was also a critical collaborator in both research efforts. Under these projects, University of Guelph researchers also identified novel methodology to predict a cow’s methane production using the milk MIR spectral data.

Progressive Partnerships for Implementation

In 2019, the Lactanet partnership brought Canada’s milk-recording organizations, namely CanWest DHI and Valacta, together with Canadian Dairy Network (CDN) as the national genetic evaluation centre for dairy cattle. This vision created a unified Canadian-based organization for the delivery of both herd management and genetics services to dairy farmers across the country.

Lactanet geneticists utilized the existing research data and methods to develop its sustainability trait genetic evaluations. Feed Efficiency evaluations were launched in 2021 with a

Timeline to Lactanet’s Sustainability Traits



focus on selection for decreased feed intake without affecting production levels, body size or the transition period. In 2022, Semex and Lactanet joined forces in terms of expertise and resources and worked together under one vision to develop genomic evaluations for Methane Efficiency based on methane phenotypes predicted from milk MIR data. That vision became a reality in 2023 with the launch of the first ever national genetic evaluation system worldwide aimed at reducing methane emissions from dairy cattle. With genetic evaluations for Methane Efficiency, producers can select for reduced methane emissions without sacrificing production traits.

These sustainability traits can be used to reach Dairy Farmers of Canada’s goal of net-zero greenhouse gas emissions from farm-level dairy production by 2050.

Planning for the Future

Now that these genetic evaluation systems are in place, a pipeline for the continuous collection of new data is required. Lactanet has invested in several long-term strategies to collect data from commercial dairy farms in Canada, including the installation of feed intake bins at Sunalta Farms for the continued collection of feed efficiency data. In addition, methane sniffers will be installed in various commercial dairy farms to gather actual methane emission data.

Lactanet’s MIR predictions were calculated using data from two Canadian research herds. As a starting point, this includes mid-lactation data from only first lactation Holstein cows. The objective is to have predicted methane data across the full lactation and ideally for at least the first three lactations. Data from other dairy breeds would also be optimal to maximize the accuracy and robustness of the prediction equations. The continued collection of methane data from commercial herds across Canada will therefore improve Methane Efficiency evaluations over time. Lactanet’s Genetic Evaluation Board (GEB) may also decide to include Methane Efficiency in the national selection indexes, LPI and Pro\$, to achieve industry goals and improve the profitability for every dairy farmer in Canada!

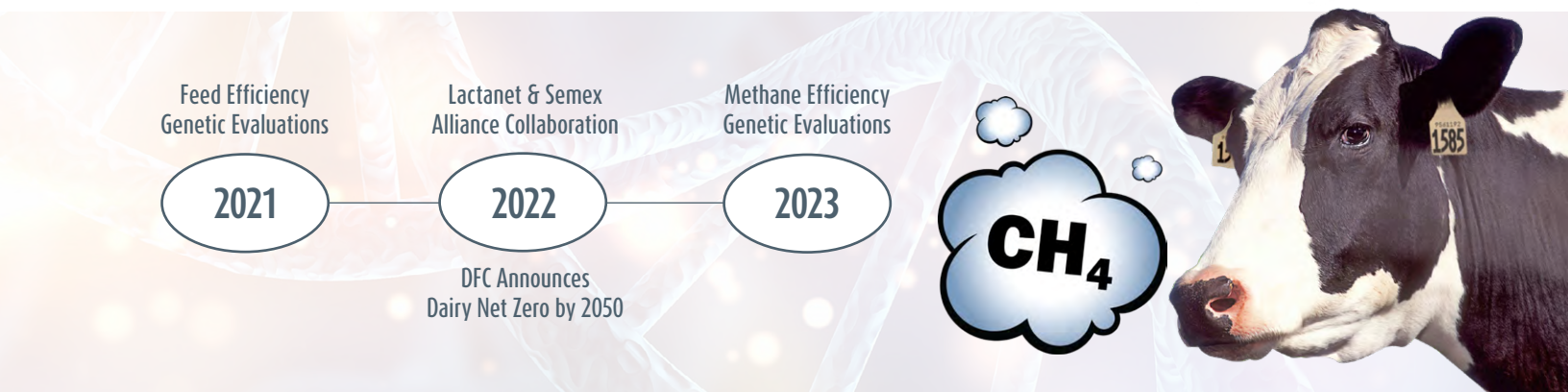
In the coming years, Lactanet also plans to study both genetic and nutrition mitigation strategies and quantify their impact on methane reduction and the interaction between them. For example, can implementing a different feeding ration to a genetically low emitting cow produce even less methane?

Lactanet’s success in being the only country in the world currently offering genetic evaluations for both Feed Efficiency and Methane Efficiency is the product of years of planning, industry and government-funded research, and collaborative relationships globally and within the Canadian dairy cattle industry.



What is a Sniffer?

Sniffers are sensors for measuring gases such as methane and carbon dioxide (CO₂). They were originally developed for industrial purposes to measure warehouse leaks, like the CO₂ sensor in your home. It’s a sensor with a computer data logger and electrical switches inside a stainless steel box. A pipe goes from the sensor to the feeding trough component of a milking robot. When a cow goes to get milked, she eats the feed and while breathing her methane concentration is measured.





Striking a balance for a growing goat dairy sector

By Caroline Brunelle, agr., Provincial Goat Dairy Production Advisor, Lactanet Canada

The Quebec goat dairy industry has gone through some hard years during which both the number of companies and provincial production dropped drastically. Considering the new milk pricing agreement, the promise of a longer-term contract and better relationships with buyers, the future looks brighter for goat milk producers. The goal for the next few years is to increase production in Quebec to better meet the needs of the market.

For this growth to happen, a balance must be struck between optimizing and/or expanding existing farms and starting new farms. To do so, many factors must be considered, including profitability.

Feeding costs account for 41% of the cost of production of a hectolitre of goat milk, so they are an integral part of the discussion when examining cost reduction.

What actions should be prioritized to improve feeding management?

- **Improving productivity:** Feed costs can be spread over a greater number of litres of milk.
- **Optimizing the feeding program for each production stage:** The feed requirements of goats change throughout lactation. Rations can be reviewed regularly to maximize the milk potential of goats while avoiding over or under-feeding.
- **Analyzing forage frequently:** Each forage batch should be analyzed, and the feeding program should be reviewed every time a change is made.
- **Weighing the concentrates offered regularly:** When a new feed batch is received and/or when goats change pen, ensure the goats are provided with exactly what they need.
- **Evaluating forage consumption:** Knowing the amount of forage consumed makes it easier to prepare a balanced, economical ration containing the necessary amount of concentrates.
- **Making informed choices about feed:** Evaluate the price you pay for feed based on its nutritional value.
- **Managing supplies wisely:** The price of a specific feed can change depending on storage type, volume ordered and payment method.

Feeding goats is part of the daily routine, and this activity must be well managed. Because each farm is unique, each one will have a different strategy. The goal is to optimize the feed cost per goat based on the feeds available, their cost and the production potential of the goats.



How to maximize your income through milk sales

The sale of milk is your main income. A study conducted by the Centre d'études sur les coûts de production en agriculture (CECPA) and released in 2019, showed that production can vary by as much as double, and from one farm to another. So, what can be done to reduce this variability and maximize the productivity of the goats in a herd?

- **Selecting replacement goats carefully:** Only kids from the best goats in the herd should be kept.
- **Rearing goat kids successfully:** Good rearing practices lead to goats kidding sooner and to an efficient first lactation. These goat kids also have better health and longevity. They are therefore less likely to be culled at a young age. All this should decrease the replacement goat inventory and, consequently, the rearing costs within the herd.
- **Culling less productive goats:** The objective is to prioritize the young goats with high potential.

- **Minimizing animal stress:** The most profitable goats are those that are healthy. Kidding, environmental conditions, comfort and feed quality are all factors that impact the stress put on animals.
- **Offering a balanced ration:** Feeding goats good quality forage and a well-balanced ration maximizes their production potential.
- **Focusing on the transition period:** Kidding preparation and the beginning of lactation are crucial periods for achieving optimal milk performance. Proper management of these critical periods reduces health problems and increases productivity.

Goat productivity can be increased through sustained work and the analysis of various farm parameters. And the gains can be significant. It's worth the time because every extra litre of milk per goat increases your business income. Start checking off actions on your to-do list now!



Feeding goats good-quality forage and a well-balanced ration maximizes their production potential.

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Feed Efficiency evaluations are automatically reported for all females linked to a DHI herd inventory and for bulls marketed by an A.I. customer of Lactanet.

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National Statistics by Province

Province	Recorded Herds		Recorded Cows		Average Herd Size		% Herds > 100 Cows	
	2021	2022	2021	2022	2021	2022	2021	2022
BRITISH COLUMBIA	223	195	40,581	36,963	182	190	64	67
ALBERTA	295	289	49,011	48,288	166	167	75	75
SASKATCHEWAN	76	70	13,511	13,279	178	190	76	86
MANITOBA	139	130	26,306	25,149	189	193	53	54
ONTARIO	2,192	2,089	198,854	192,699	91	92	26	26
QUEBEC	3,064	2,913	240,627	237,030	79	81	18	20
NEW BRUNSWICK	92	91	9,341	9,363	102	103	33	30
NOVA SCOTIA	104	105	10,159	10,975	98	105	31	33
PRINCE EDWARD ISLAND	86	83	7,684	7,752	89	93	26	29
NEWFOUNDLAND	9	9	1,876	1,900	208	211	78	89
CANADA	6,280	5,974	597,950	583,398	95	98	27	29

Province	Calving Interval (Months)		Dry Period (Days)		Milk Production kg		Average SCC	
	2021	2022	2021	2022	2021	2022	2021	2022
BRITISH COLUMBIA	13.9	13.8	67	67	10,396	10,551	171	157
ALBERTA	13.6	13.5	73	74	10,383	10,445	182	180
SASKATCHEWAN	13.9	13.7	82	78	10,435	10,537	176	176
MANITOBA	14.0	13.9	82	81	10,203	10,321	209	209
ONTARIO	13.6	13.6	67	66	10,110	10,177	202	188
QUEBEC	13.4	13.4	64	64	9,813	9,864	190	183
NEW BRUNSWICK	13.5	13.5	65	63	9,466	9,390	178	182
NOVA SCOTIA	13.6	13.6	71	69	9,846	9,907	193	188
PRINCE EDWARD ISLAND	13.7	13.7	71	72	10,090	10,070	160	162
NEWFOUNDLAND	13.4	13.6	68	63	10,807	10,293	186	184

Percentile Ranks for Atlantic Herds

Based on 259 Herd Averages

	MAX	90 th	80 th	70 th	60 th	50 th	40 th	30 th	20 th	10 th
Milk Value/Holstein \$	>11,263	9,641	8,971	8,376	8,061	7,751	7,313	6,874	6,457	5,903
POINTS**	500	471	413	325	267	210	148	94	58	32
Milk Value/Coloured Breeds \$	*	7,564	7,325	6,824	6,471	6,261	6,110	5,696	5,353	4,971
POINTS	500	430	402	330	264	228	196	133	95	60
Udder Health	<52.1	86.2	111.0	130.0	152.0	166.0	180.6	204.7	236.4	289.7
POINTS	150	142	128	113	94	81	69	51	34	15
Age at 1st Calving (months)	*	23.3	23.9	24.3	24.9	25.6	26.4	27.4	28.7	30.5
POINTS	100	87	73	61	43	30	19	12	7	4
Calving Interval (days)	<392	385	391	397	403	408	416	422	434	457
POINTS	48	50	48	41	34	29	23	17	11	5
Longevity %	50.1 - 54.0	50.2	46.3	43.8	41.8	40.3	37.8	35.0	32.8	28.8
POINTS	100	100	91	78	66	56	43	29	21	10
Herd in Milk %	86.2 - 90.2	90.2	89.0	88.4	87.5	86.7	85.9	85.1	83.8	81.9
POINTS	100	100	100	100	100	100	90	74	52	36

*Herds being benchmarked in this category did not reach the maximum score **Based on data from Lactanet 2022 Herd Performance Index



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- BVD
- Johnes & Leukosis
- Milk Urea Nitrogen (MUN)

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2022 MANAGEMENT BENCHMARKS

Based on Annual Herd Averages

Percentiles*	New Brunswick				Nova Scotia				Prince Edward Island				Newfoundland			
	30 th	50 th	70 th	90 th	30 th	50 th	70 th	90 th	30 th	50 th	70 th	90 th	30 th	50 th	70 th	90 th
Milk Value (Holstein)** 305 Day Lactations (\$)	6,770	7,296	8,056	9,450	6,782	7,783	8,626	9,753	7,069	8,022	8,491	9,418	7,180	8,166	8,770	9,771
Milk Value (Other Breeds)** 305 Day Lactations (\$)	5,413	6,246	6,466	7,115	5,690	6,367	7,316	7,852	6,045	6,326	7,068	7,750	***	***	***	***
Udder Health Somatic Cell Count ('000)	217	180	142	99	214	167	139	91	188	159	118	79	327	170	154	137
Age at 1st Calving First Lactation (months)	28.0	26.0	24.7	23.4	26.9	25.1	24.0	23.3	27.3	25.9	24.7	23.7	26.4	25.4	24.8	24.1
Calving Interval Average (months)	13.9	13.3	13.1	12.6	13.8	13.4	13.2	12.8	14.1	13.6	13.2	12.7	14.7	13.7	13.3	13.0
Longevity Herd 3 rd + Lactations (%)	37.6	41.7	45.2	51.8	36.9	40.9	44.7	50.8	30.5	36.4	40.5	49.5	32.2	33.7	37.0	41.4
Herd Efficiency Herd in Milk (%)	85.5	87.4	88.4	89.9	84.7	86.2	87.8	89.9	84.6	86.7	88.4	90.5	84.5	87.1	88.8	89.1
# of Cows Milking and Dry	63	73	109	203	61	79	105	171	58	74	94	149	153	188	245	316
Standard Milk (kg per cow per day)	30.2	33.2	36.8	43.4	32.5	36.3	39.1	45.5	33.8	37.2	40.4	44.7	35.1	38.6	42.3	46.2
Turnover Herd Removed (%)	35.4	31.7	25.6	21.9	37.4	30.0	26.0	19.2	43.3	36.5	30.2	23.3	39.9	34.9	29.9	21.0
Days Dry	68	62	59	51	74	65	60	52	77	67	59	51	63	61	57	47
Days to 1st Breeding	88	84	78	70	97	87	80	72	93	87	78	71	85	81	75	63

Herd Performance Index (HPI)

* How percentiles work: If all herds/animals were arranged in order from lowest to highest, the 70th percentile would be the value of the herd that is better than 70% of all the other herds.

** Value after deductions and transportation. *** Insufficient data

Top 10 Herds for Herd Performance Index (HPI)

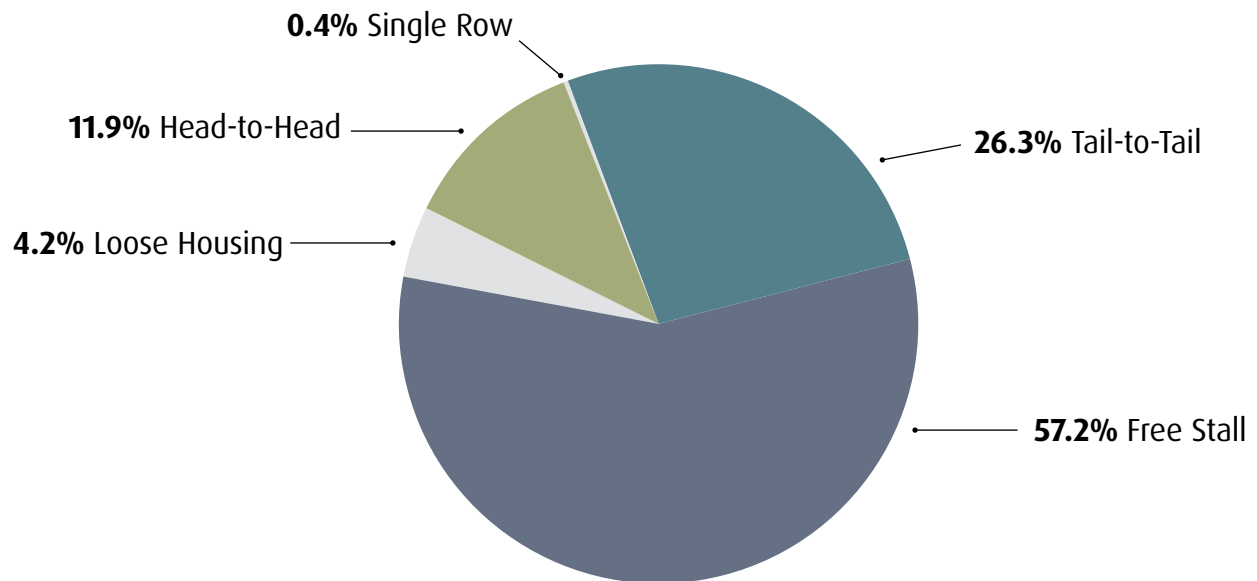
Rank	Farm Name	Points						HPI
		Milk Value	Udder Health	Age at 1st Calving	Calving Interval	Longevity	Cows in Milk	
New Brunswick								
1	Hazelhill Farms	491	113	82	41	89	100	916
2	Willie Leblanc & Sons Ltd	480	120	90	44	70	100	904
3	Clarke Farms	499	80	75	25	78	100	857
4	Top of the Morning Farm Ltd	465	55	90	37	95	100	842
5	Pascobac Holsteins Inc	365	150	72	38	89	100	814
6	Schenkels Farms Inc	427	48	91	50	92	100	808
7	Lawrence's Dairy Farm Ltd	480	113	41	38	26	100	798
8	Walkerville Farms	464	92	68	35	71	68	798
9	Waldow Farms Ltd	399	103	97	50	41	100	790
10	Wesselius Holstein Farms Ltd	428	95	69	40	71	85	788
Nova Scotia								
1	Sunny Point Farms Ltd	493	145	98	45	96	98	975
2	Black Avon Farms Ltd	482	143	83	46	62	100	916
3	A & J Bent Farms Ltd	441	147	85	46	100	95	914
4	Macgregor Dairy Farm Ltd	500	84	87	43	67	100	881
5	Dalhousie University Agr. Campus	467	129	97	43	41	100	877
6	Kipawo Farms Limited	491	51	79	50	91	100	862
6	Bekkers Farm Incorporated	480	137	79	48	19	98	861
8	Biggs Farms Ltd	495	145	69	46	5	100	860
9	Bokma Farms Ltd	490	56	96	39	92	85	858
10	Bethesda Holsteins Ltd	494	46	88	41	76	100	845
Prince Edward Island								
1	Tiny Acres Holsteins	496	144	98	50	13	100	901
2	Carruthers Farms Ltd	499	129	88	49	7	100	872
3	Frizzells V. Farm Inc	492	117	63	38	31	100	841
4	Jewell Dale Farm Inc	432	145	83	50	29	95	834
5	Karma Farms	438	145	87	44	20	81	815
6	Port Hill Milking Company	483	73	62	50	46	100	814
7	Red Oak Farms	459	144	73	23	10	100	809
8	Siegrist-Cyr Farm	367	147	87	24	76	100	801
9	Royalwater Holsteins	476	92	38	23	93	74	796
10	Sandyrae Farms	440	89	83	50	76	48	786
Newfoundland								
1	Sunrise Dairy Ltd	497	107	91	50	15	100	860
2	Oceanview Farm	473	132	33	32	53	100	823
3	N & N Farm Ltd	463	68	68	24	23	74	720

305-Day Production Average

Service Level	# of Herds	Milk kg	Fat kg	Protein kg	BCA			
					Milk	Fat	Protein	Avg
New Brunswick								
Publishable	68	9,388	387	311	219	232	224	225.0
All	90	9,372	381	306	217	227	219	221.4
Nova Scotia								
Publishable	71	10,445	426	348	237	254	246	245.5
All	108	10,053	409	334	228	243	235	235.2
Prince Edward Island								
Publishable	67	10,307	425	340	235	258	243	245.3
All	81	10,165	416	335	230	251	238	239.6
Newfoundland								
Publishable	5	11,352	471	377	252	283	263	266.1
All	9	10,803	439	360	240	263	252	251.9

For Ayrshire, Holstein and Jersey breeds, a minimum of 10 publishable lactations is required for a publishable herd average; all other breeds require 5.

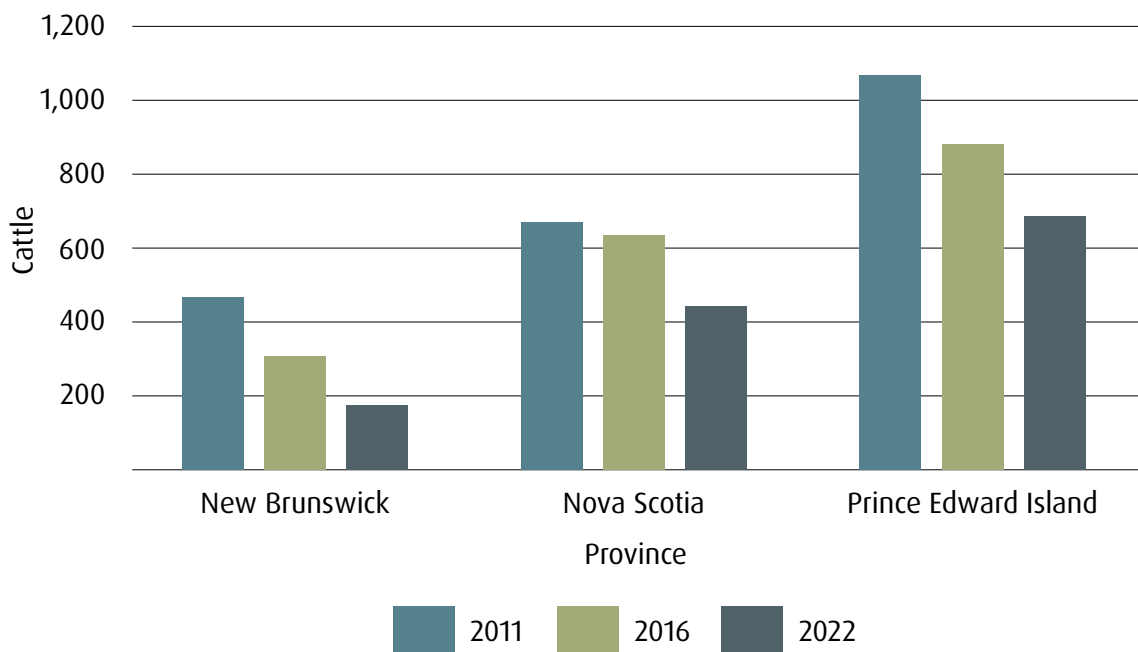
Barn Type



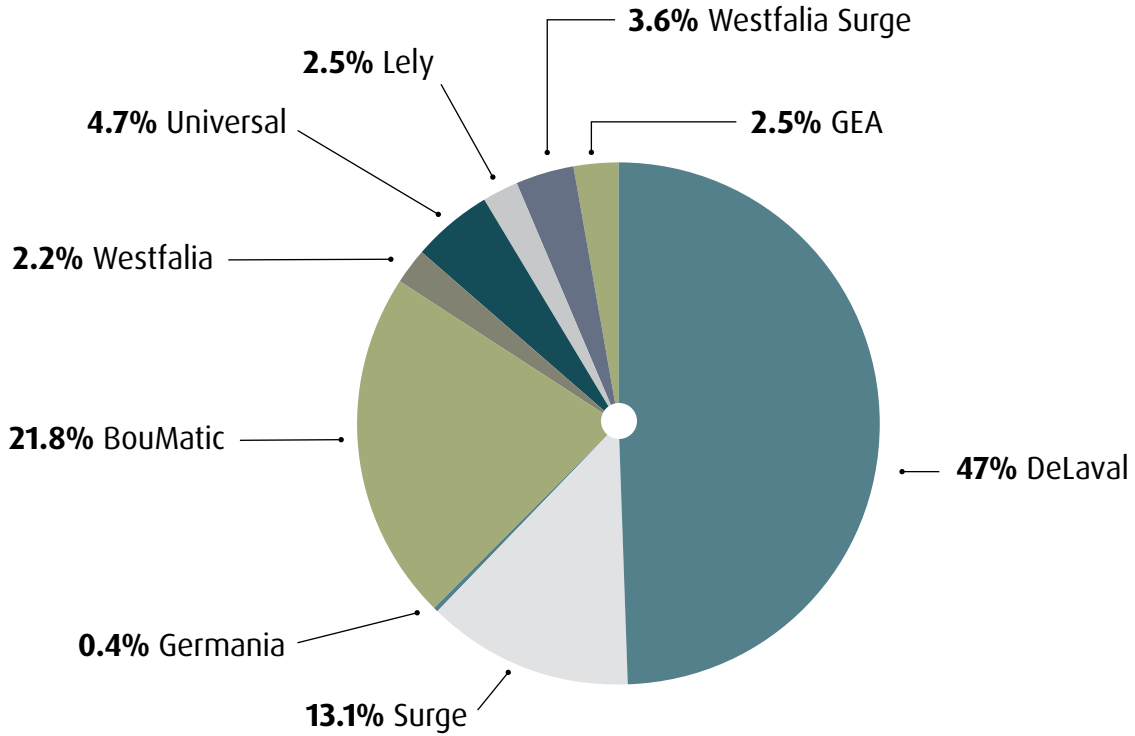
Annual Herd Demographics

Cows	Herds %	Animals %	Avg Herd Size	Avg Milk Production	Avg Fat Production		Avg Protein Production		Avg SCC ('000/ml)
					kg	%	kg	%	
New Brunswick									
1-39	7.2	2.2	33	8,456	352	4.16	288	3.41	212
40-79	48.2	26.9	63	8,997	370	4.11	298	3.31	169
80-119	19.3	16.7	97	9,002	382	4.24	307	3.41	204
120+	25.3	54.2	238	10,904	451	4.14	364	3.34	160
Nova Scotia									
1-39	8.9	2.3	28	7,657	306	4.00	258	3.37	204
40-79	44.6	24.2	58	9,266	380	4.10	311	3.36	195
80-119	21.8	19.9	96	10,696	432	4.04	359	3.36	202
120+	24.8	53.6	226	10,942	458	4.19	366	3.34	177
Prince Edward Island									
1-39	9.3	2.9	30	8,837	375	4.24	301	3.41	153
40-79	47.7	31.1	59	9,703	400	4.12	323	3.33	170
80-119	24.4	26.4	95	10,264	423	4.12	343	3.34	173
120+	18.6	39.5	193	11,369	472	4.15	380	3.34	146

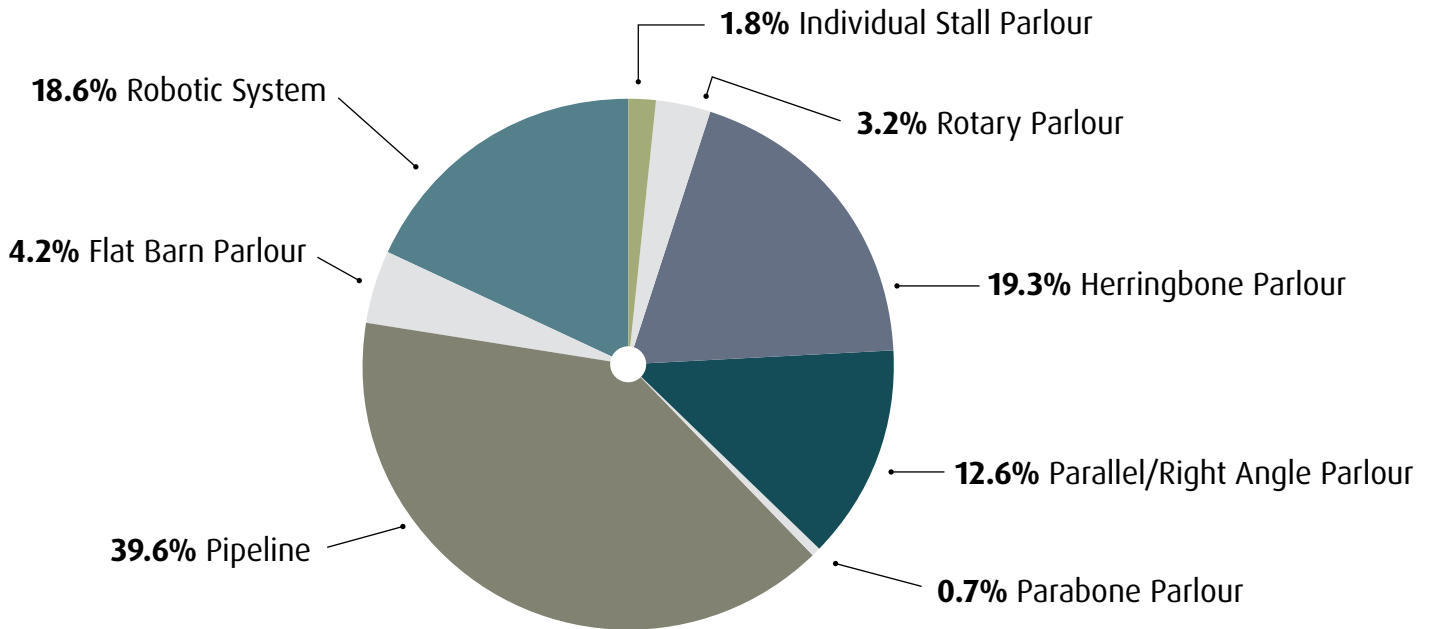
Live Cattle Movement



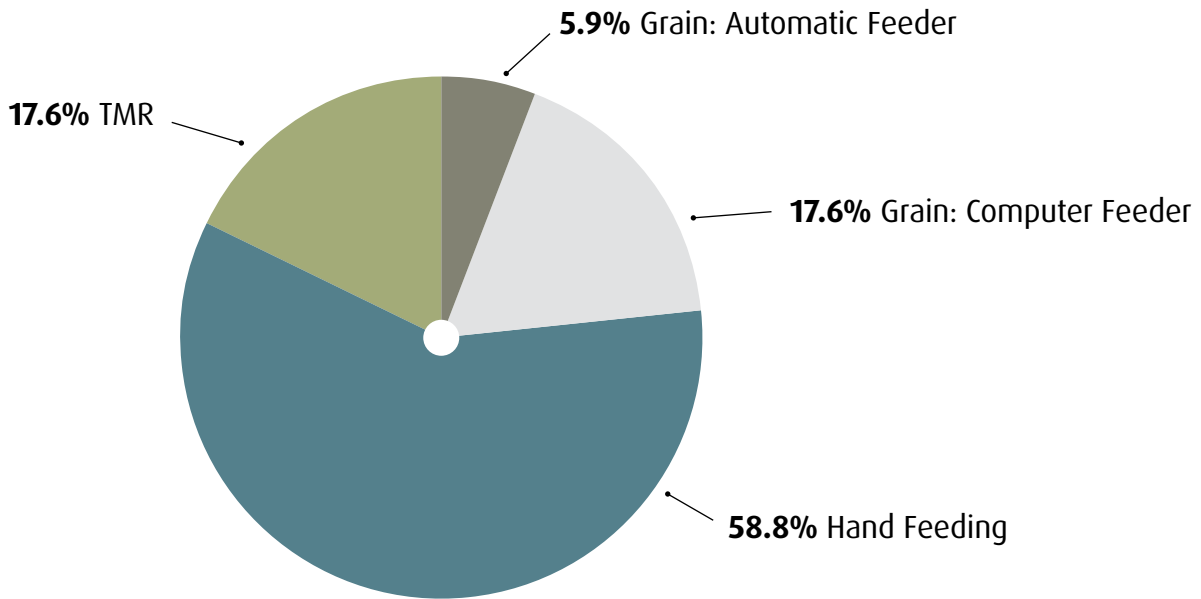
Milking System Brand



Milking System Type



Feeding System Type



Disposal Reasons

Disposal Reason	Newfoundland	New Brunswick	Nova Scotia	Prince Edward Island
Reproductive	32%	26%	26%	26%
Mastitis and/or High SCC	12%	15%	18%	18%
Low Milk Production	20%	10%	14%	14%
Feet & Leg Problems	8%	14%	12%	12%
Injury/Accident	8%	9%	12%	10%
Sickness	6%	9%	8%	9%
Udder Breakdown	5%	7%	5%	5%
Old Age	4%	4%	3%	4%
Bad Temperament	2%	2%	2%	1%
Difficult Calving	1%	2%	1%	1%

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	48	48	47	47	47	237
Average herd size (cows)	43.3	63.5	81.5	116.3	266.3	113.7
Milk (kg/cow/year)	9,276	9,657	10,055	10,489	11,453	10,180
Fat (kg/cow/year)	377	390	415	430	475	417
Fat (%)	4.06	4.03	4.13	4.10	4.15	4.09
Protein (kg/cow/year)	307	318	336	352	381	339
Protein (%)	3.30	3.29	3.34	3.36	3.33	3.33
SCC ('000/ml)	175	157	218	184	151	177
Linear score	2.1	2.1	2.3	2.2	1.9	2.1
Corrected milk ¹ (kg/cow/day)	33.0	34.9	36.8	38.5	41.5	36.9
Culling (%)	32.0	30.9	38.9	33.7	35.9	34.3
Voluntary cull ² (%)	6.5	6.1	11.1	6.7	8.7	7.8
Involuntary cull (%)	21.4	17.9	15.0	17.9	17.9	18.0
Cows in lactation (%)	87.3	85.2	85.8	85.8	86.9	86.2
3rd lactation+ (%)	40.4	41.6	36.2	38.2	39.4	39.2
Average age (months)	47.0	48.0	45.1	45.7	43.9	46.0
Age at 1st calving (months)	26.9	26.9	26.5	26.1	24.9	26.3
Calving interval (days)	411	418	419	414	402	413
Days in milk at 1st breeding	93	90	86	90	82	88
Breedings/cow/year	1.90	1.92	1.98	1.93	2.01	1.95
Days dry	65	72	71	68	63	68
Days open	140	138	139	134	122	135
Milk value (\$/cow/year)	7,328	7,824	8,301	8,638	9,557	8,323

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

² Categories of 'Unkown' and 'Other' are excluded from this field

Production & Management Averages by Breed

Breed	Milk Production kg			Fat kg (%)			Protein kg (%)		
	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile
Holstein	10,162	7,858	12,580	417 (4.10)	314 (3.83)	520 (4.36)	337 (3.32)	260 (3.21)	420 (3.45)
Ayrshire	7,373	6,059	8,673	316 (4.30)	270 (4.02)	360 (4.59)	245 (3.44)	218 (3.31)	282 (3.64)
Jersey	6,778	5,710	7,601	343 (5.05)	287 (4.78)	387 (5.28)	264 (3.82)	232 (3.72)	292 (3.91)
All Breeds	9,894	7,550	12,529	409 (4.14)	305 (3.85)	517 (4.50)	329 (3.35)	253 (3.21)	415 (3.49)

Breed	Age at 1 st Calving in months			Weight at 1 st Calving kg			Average Herd Weight Including Cow-Heifers kg		
	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile
Holstein	26.3	30.5	23.3	799	926	710	634	526	634
Ayrshire	28.7	30.8	26.5	**	**	**	**	**	**
Jersey	25.6	28.2	23.9	**	**	**	**	**	**
All Breeds	26.4	30.5	23.4	802	928	711	634	526	690

Breed	Longevity % in 3rd+ Lactation			Margin Over Feed Cost (\$/cow/year)*			SCC ('000 s.c./ml)		
	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile	Average	10 th Percentile	90 th Percentile
Holstein	39.2	28.6	49.7	6,016	4,629	7,016	176	278	85
Ayrshire	50.3	44.5	56.5	**	**	**	189	292	118
Jersey	46.2	37.3	54.5	**	**	**	160	204	106
All Breeds	39.8	28.7	50.5	6,016	4,629	7,016	178	178	86

Other Parameters (All Breeds)

	Average	10 th Percentile	90 th Percentile
Cows in Milk %	86	82	90
Replacement Rate %	33.8	47.4	21.1
Dry Period (days)	68	88	52
Calving Interval (days)	413	453	385
Linear Score	2.1	2.8	1.5

* Milk value minus feed cost.

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

Quebec Holstein Herd Statistics Based on Milk Production¹ — Feed Efficiency

Production (20% ranking)	0-20 ²	21-40	41-60	61-80	81-100	Total/Avg
Number of herds	505	505	505	505	506	2,526
Number of cows in herd	64.3	74.1	83.1	89.7	100.8	82.4
PRODUCTION						
Milk (kg/cow/year)	8,038	9,515	10,282	10,968	12,038	10,169
Butterfat (kg/cow/year)	334	392	425	450	493	419
Butterfat (%)	4.16	4.12	4.14	4.11	4.10	4.12
Protein (kg/cow/year)	271	320	347	370	404	343
Protein (%)	3.37	3.37	3.38	3.37	3.36	3.37
SCC ('000 c.s./ml)	227	186	176	167	155	182
Linear score	2.5	2.2	2.2	2.1	2.0	2.2
Corrected milk ³ (kg/cow/day)	30.1	34.9	37.5	39.7	43.4	37.1
DEMOGRAPHICS						
Culling (%)	32.1	33.0	32.4	32.9	35.5	33.2
Voluntary cull ⁴ (%)	4.9	5.9	5.6	6.5	9.8	6.6
Involuntary cull ⁴ (%)	17.2	18.8	18.3	18.3	17.8	18.1
Cows in lactation (%)	86.1	86.3	86.8	86.8	87.0	86.6
3rd lactation + (%)	42.7	42.8	42.0	42.6	41.8	42.4
Average age (yr-month)	4-0	3-10	3-9	3-9	3-8	3-10
Average bodyweight (kg)	674	692	698	709	711	699
Age at 1st calving (months)	22.2	22.8	22.9	23.3	23.4	23.0
Bodyweight at 1st calving (kg)	622	636	644	649	656	643
REPRODUCTION						
Calving interval (days)	427	409	403	400	400	408
Days in milk at 1st breeding	82	77	74	74	76	77
Breeding/cow/year	2.11	2.16	2.19	2.22	2.19	2.17
Days dry	66	64	63	62	62	64
Days open	147	129	123	120	120	128
Milk value (\$/cow/year) (all herds)	6,836	8,000	8,611	9,134	10,004	8,517
FEED & COSTS						
Number of herds with feed	115	115	116	115	115	576
Milk value (\$/cow/year) (herds with feed)	6,410	7,248	7,728	8,120	8,806	7,663
Milk (kg/cow/year) (herds with feed)	8,496	9,640	10,242	10,858	11,812	10,210

Quebec Holstein Herd Statistics Based on Milk Production¹ — Feed Efficiency

Production (20% ranking)	0-20 ²	21-40	41-60	61-80	81-100	Total/Avg
FEED & COSTS (CONTINUED)						
Margin over feed cost (\$/cow/year)	4,645	5,627	6,184	6,673	7,528	6,134
Feed cost (\$/hl)	30.10	28.19	26.42	26.44	25.77	27.38
Forage cost (\$/cow/day)	2.98	3.08	3.17	3.21	3.22	3.13
Concentrates cost (\$/cow/day)	3.51	3.91	3.77	4.15	4.58	3.99
Minerals, vitamins and additives cost (\$/cow/day)	0.36	0.37	0.46	0.48	0.54	0.44
Forage milk ⁵ (kg/cow/year)	3,176	3,868	4,535	4,533	4,973	4,289
Forage (kg dry matter/cow/year)	5,148	5,536	5,779	5,841	6,047	5,671
Concentrates (kg dry matter/cow/year)	2,409	2,591	2,519	2,667	2,841	2,606
Total dry matter intake (kg/cow/year)	7,557	8,127	8,299	8,508	8,887	8,277
Energy supplement (kg dry matter/cow/year)	1,918	1,884	1,782	1,798	1,867	1,850
Protein supplement (kg dry matter/cow/year)	491	707	737	868	973	756
Feed efficiency ⁶	1.14	1.23	1.29	1.32	1.38	1.27
Standard milk/concentrates ratio ⁷	3.15	3.36	3.66	3.65	3.71	3.51
Concentrates cost (\$/hl)	16.96	16.39	15.08	15.60	15.82	15.97
Milk value (\$/hl)	85.90	85.97	86.19	86.00	85.71	85.95
Margin over feed cost (\$/hl)	55.80	57.77	59.77	59.55	59.94	58.57
Margin over feed cost (\$/kg butterfat)	13.15	13.63	14.02	14.06	14.22	13.82
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, 2022

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

We **EMPOWER, INSPIRE & EDUCATE** Canadian dairy farmers and industry partners with insightful solutions that drive business success.

 MILK RECORDING

 GENETICS

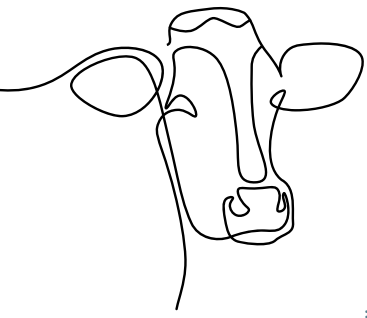
 LAB SERVICES

 CENTRE OF EXPERTISE

 SOFTWARE & APPS

 CUSTOMER CARE



the perfect balance

Lactanet's new and improved tools for performance, productivity, and profitability.

Data Matters Because every litre of milk counts

Publishable Lactations

In conjunction with our breed association partners, Lactanet's lactation publication options will expand in 2023. This includes accepting component production data from on-farm systems and sharing lactations with breed associations for inclusion in extended pedigrees.

eDHI

Alongside the expansion of lactation publications, sensor component data may now be included in publishable lactation records. This is ideal for herd owners that enjoy all the benefits of milk recording data without the collection of milk sampling - providing a cost effective option.

Canada's Most Profitable Cows

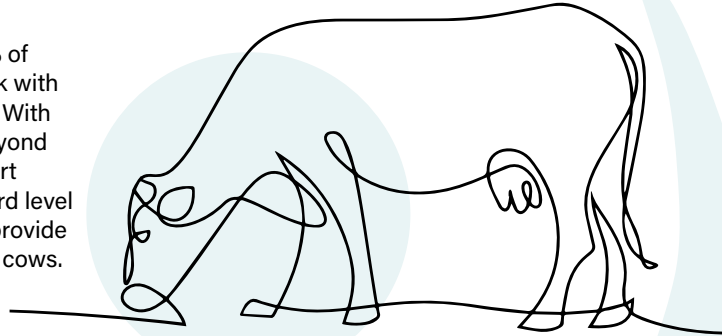
Want to know which cows bring in the most revenue? Milk recorded cows can now be part of Lactanet's new Cow Ranking by Income report that calculates the milk revenue of cows from birth. This new tool will be available to producers each spring to not only identify top animals in their herd, but how they rank amongst the very best animals in the country based on age class and breed.

Robot Report

1,000 Lactanet customers and 21% of milk recorded cows in Canada milk with robots and this continues to grow. With producers wanting information beyond typical robot data, our Robot Report provides valuable details at the herd level and development is underway to provide complementing data on individual cows.

PROFILab

PROFILab is a bulk tank milk fatty acid profile analysis to help you understand your herd from the inside out. This testing service can improve your herd's milk and butterfat output, feed management program, and overall rumen health. It will continue to expand across select regions in Canada.



Sustainability Tools Because there's always a better way

Feed Efficiency

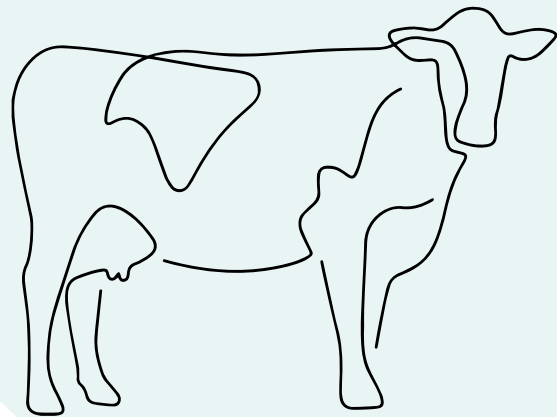
Lactanet's Feed Efficiency (FE) genetic evaluations speak to sustainability and were developed to predict an animal's lifetime feed efficiency. FE now includes first and second lactation data into LPI and Pro\$ indexes for A.I. sires and female animals in milk recorded herds. Purchase options are now available for Holstein heifers and cows for herd owners who do not participate in Lactanet's milk recording services.

Methane Efficiency

Thanks to Lactanet's expert team of geneticists, Canada is the first country worldwide to offer Methane Efficiency (ME) genetic evaluations. This allows producers to select for reduced CH₄ emissions for Holsteins, without affecting production levels, and reach net-zero greenhouse gas (GHG) emissions in dairy herds by 2050.

Body Maintenance

Genetic evaluations for Body Maintenance Requirements (BMR) considers feed as a function of metabolic body weight. In addition to Feed Efficiency (FE) evaluations, this tool can help producers select to reduce feed costs and increase profitability for their herd.



Udder Health

The first step to a proactive sustainable approach to dry-off is to identify eligible animals for Selective Dry Cow Therapy (sDCT). Using test day SCC results, our Udder Health report provides a clear path forward to help reduce antimicrobial resistance, control mastitis, and support producers and veterinarians in implementing their sDCT program. The report is available at no charge to Lactanet customers.

Sustainability Report

Available in some regions, Lactanet's new Sustainability Index paints a picture of your herd from birth to removal. Through calculations of milk recording and benchmark data, the report can help you identify your strengths and pinpoint opportunities for effective sustainable dairy practices.

Animal size, components, feed conversion, calving, health, and welfare are all important to meet the increased demand in milk while reducing our carbon footprint. If you would like to know more about any of our new and improved reports and evaluations, chat with your Lactanet Dairy Production Technician or contact our Customer Service desk. We're here to help!

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1: Coach 2: Data Quality Specialist

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



Thank You!

Thank you to our Lactanet employees that service Atlantic Canada. Your outstanding commitment, talent, and know-how is greatly appreciated.

Byron Andrews · Clayton Brooks · Matt Brosens · Robyn Buttimer · Amanda Canning
 Denis Cyr · Brittany DeWolfe · Stirling Dorrance · Ashley Rebecca Eason
 Edward Frazee · Kaley Mackenzie Gillies · Daniel Gorrill · Jeffrey Gunn
 Andrea Hamilton · Van Kroonenburg · Grace Marie Hughes · Emily Ingraham
 Erica Jackson · Yvonne Macisaac · Jennifer Mutlow · Nadine Othberg · Daniel Phinney
 Amy Rose · Kristin Thibodeau · Michael Trowsdale

LACTANET CORE VALUES



Excellence



Innovation



Integrity



Diversity



Synergy



Leadership