

# Keith Sather

## Nutrition Advisor



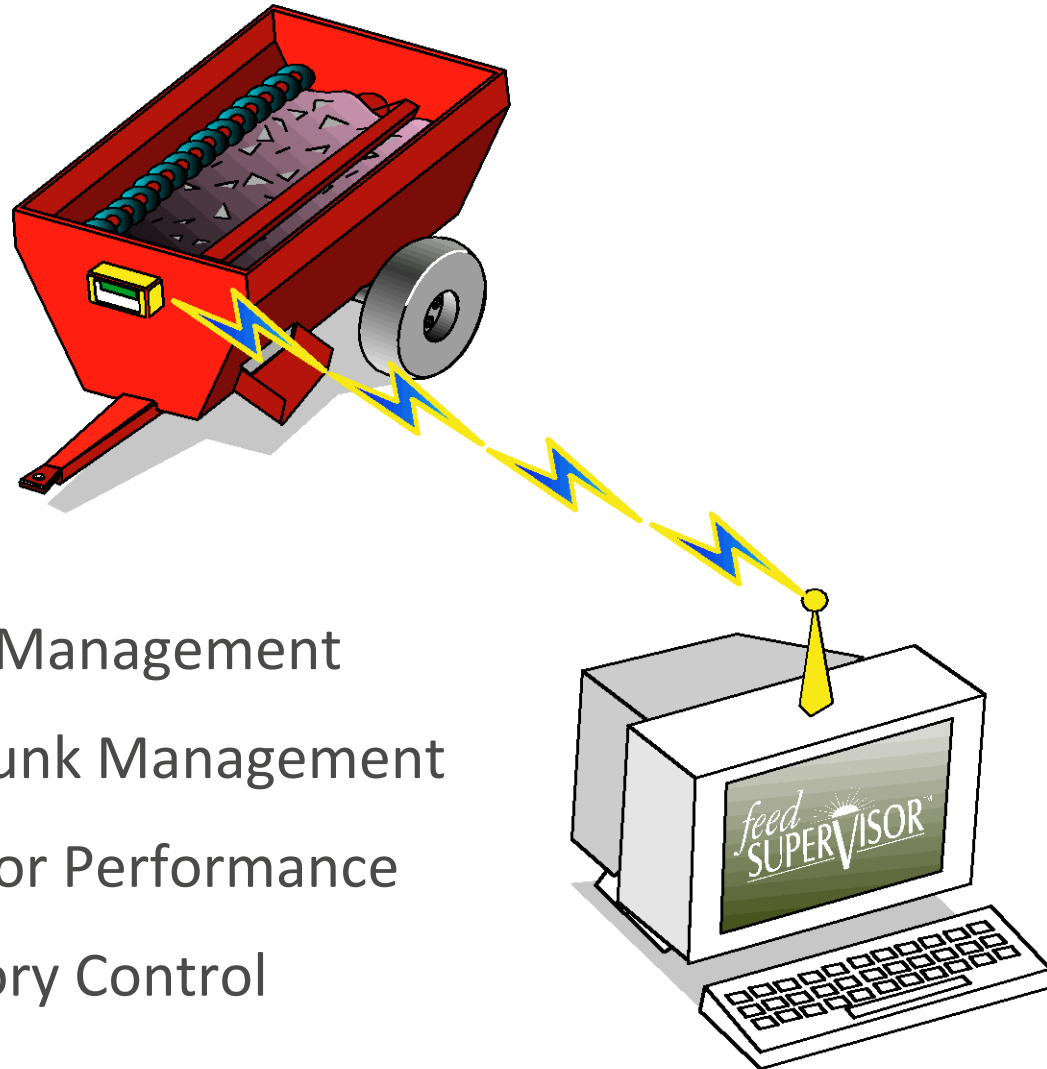
# What is Feed Efficiency

- ▶ The Farm Level
  - ▼ Total feed harvested and purchased
- ▶ Total feed fed
- ▶ Feed consumed
  - ▼ Milk production \ Dry Matter Intake

# Feed Efficiency

As a nutritionist: How well is the ration that I balanced performing?

# Areas that Affect Feed Efficiency



- Ration Management
- Feed Bunk Management
- Operator Performance
- Inventory Control



# Inventory and Shrink

# Shrink Levels

Flat Storage

1.2 to 11.9%



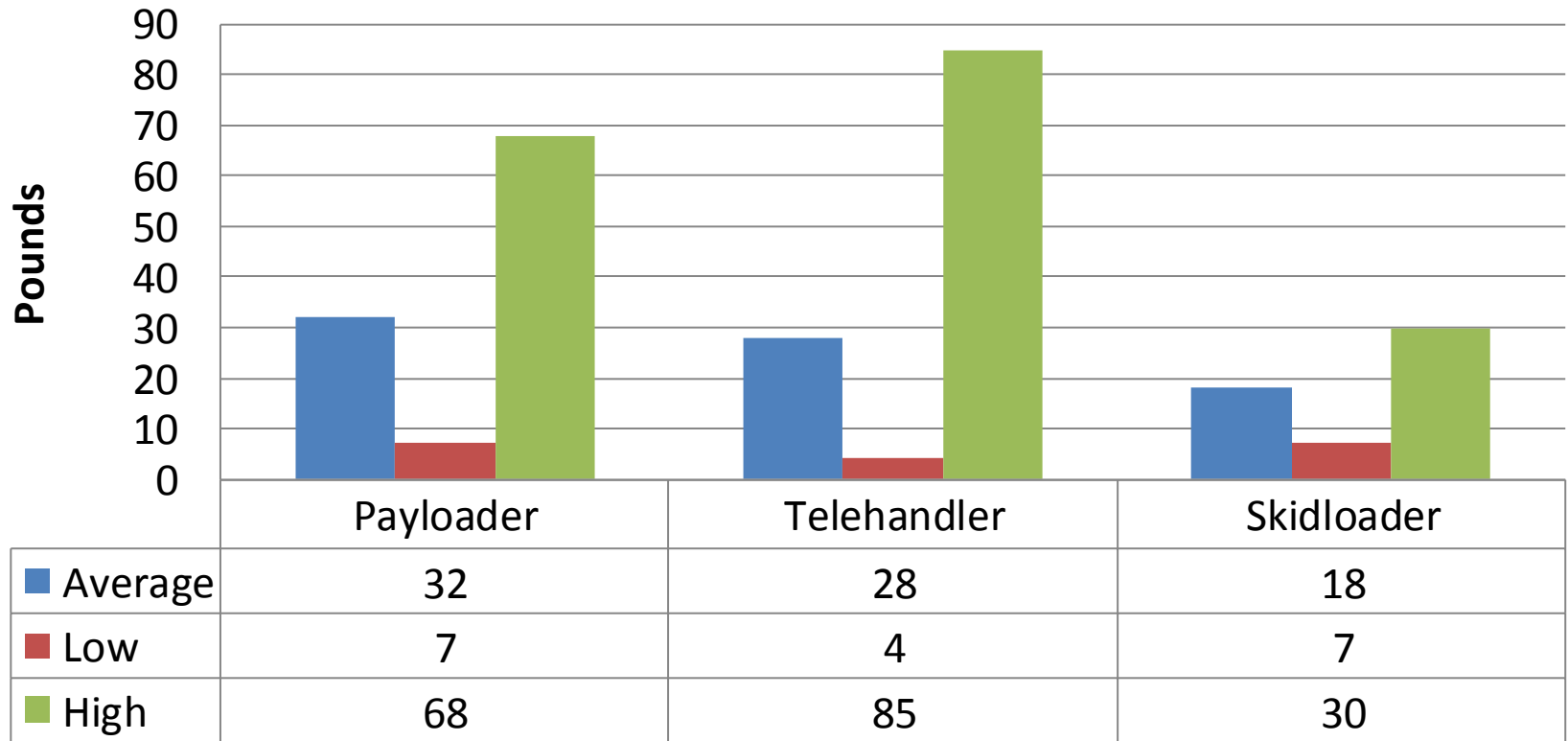
(Source: Random survey  
Feed Supervisor client data sets)



# Operator Performance



## Deviation by Loading Type



Straw Trends: 14 Feed Supervisor clients with deviations based on 1 full month of feeding.





# Bunk Management

Actual Weight	Clean-up Weight	% Clean-up	% Adjustment	DMI
15,640	225	1.4%	100.0%	65.5
15,990	310	1.9%	102.0%	66.9
16,260	520	3.2%	102.0%	66.4
16,150	345	2.1%	103.0%	67.1
16,090	0	0.0%	104.0%	68.5
16,870	220	1.3%	106.0%	70.8
16,167	270	1.7%	102.8%	67.5

# Bunk Management

# Ration Management

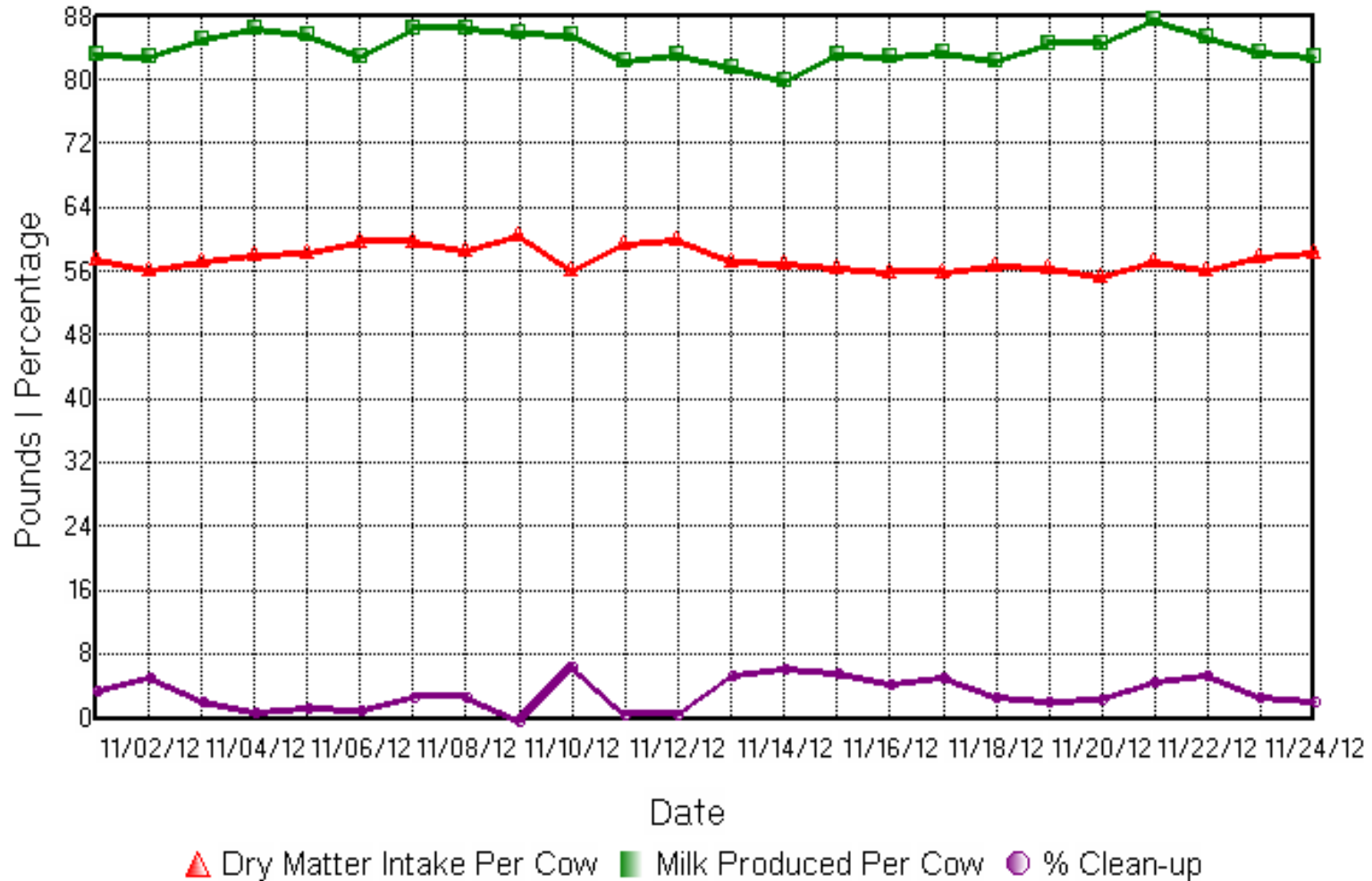
- Feed Efficiency – The performance of the ration that we are balancing.
- It all starts with Dry Matter Intake.

# Clean Up

## To weigh or not to weigh?

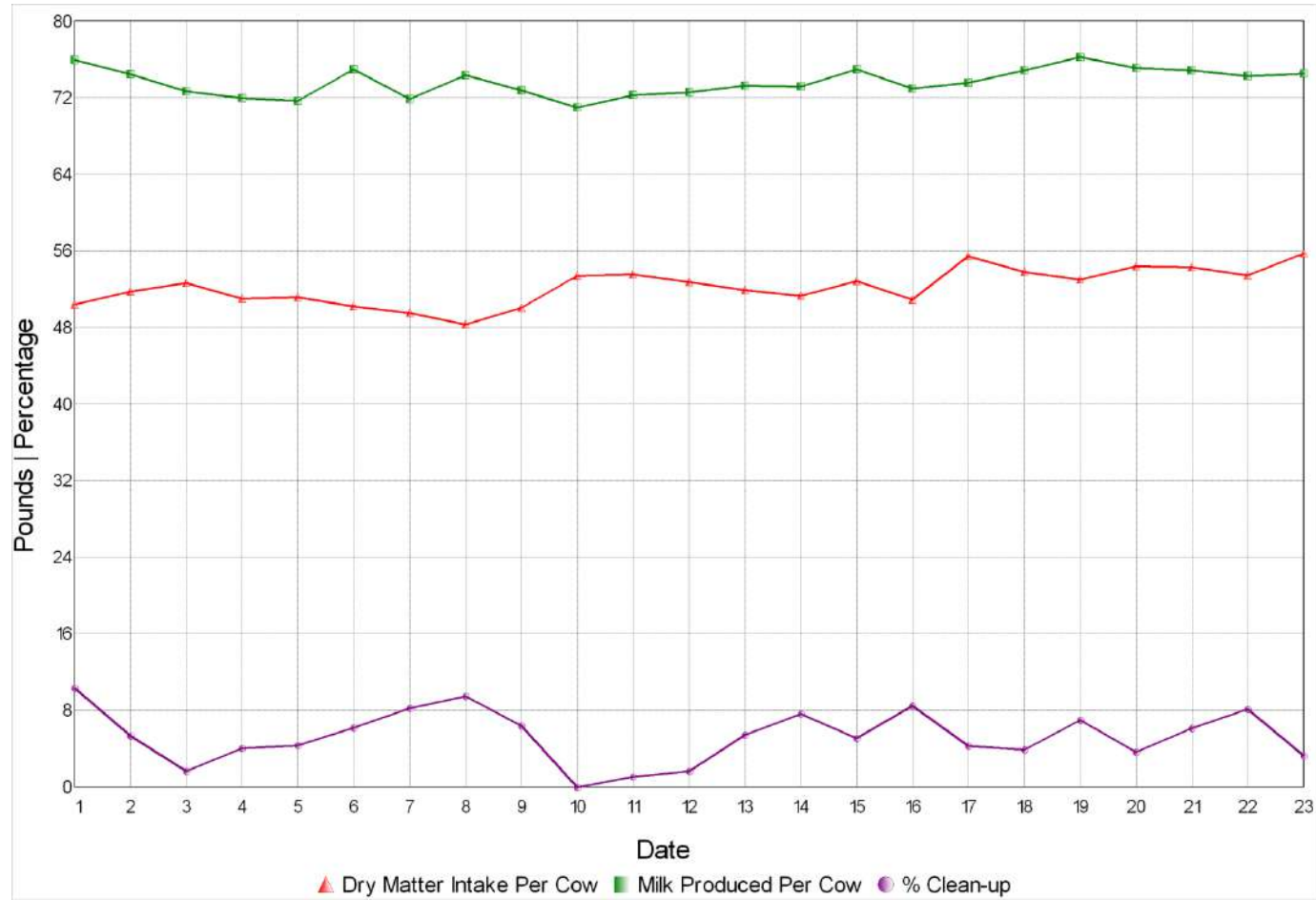
- Less than 50% of dairies weigh their refusals.
- Missing a management opportunity.

## Herd Daily DMI vs Milk Production Per Cow with Clean-up



# Dry Matter Intake – Monitoring Tool

# Understanding DMI





# Data Integrity

## ▶ Recording Accurate Dry Matter Intakes:

- ▶ How many pounds of feed were fed.
- ▶ Weigh the clean up.
- ▶ Monitor forage moisture.
- ▶ Up to date herd and pen counts.

November 1, 2012 to November 30, 2012

Milk Price: \$25.02

Pen Group	Cows Fed	Dry Matter Intake Lbs /	Cost of Feed Consumed Per	Milk Produced Per Cow	Cost of Feed Per CWT Milk	Feed Efficiency	Percent of Clean-up
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Group Type: Lactating

PEN1	163.93	62.10	\$8.76	84.04	\$10.42	1.35	3.62%
PEN2	159.97	57.00	\$8.04	84.03	\$9.57	1.47	4.13%
PEN3	163.20	51.79	\$7.82	84.05	\$9.31	1.62	2.77%
PEN4	164.90	58.49	\$8.25	84.04	\$9.82	1.44	2.00%
PEN5	88.10	50.22	\$7.75	84.02	\$9.22	1.67	5.70%
PEN6	131.33	64.96	\$9.64	84.04	\$11.47	1.29	4.72%
Group Averages:	145.24	57.78	\$8.39	84.04	\$9.98	1.45	3.64%
Group Totals:	871.43						

Herd Averages:	145.24	57.78	\$8.39	84.04	\$9.98	1.45	3.64%
Herd Totals:	871.43						

# Herd Supervisor

# Corrected Feed Efficiency

November 1, 2012 to November 30, 2012

Pen Group	Milk Produced Per Cow	% Milk Fat	% Milk Protein	MUN	Fat Corrected Milk Per Cow	Energy Corrected Milk	Feed Efficiency	Fat Corrected Feed Efficiency	Energy Corrected Feed Efficiency
Group Type:	Lactating								
PEN1	84.04	4.31%	3.37%	10.44	95.07	93.77	1.35	1.53	1.51
PEN2	84.03	4.31%	3.37%	10.44	95.07	93.76	1.47	1.67	1.64
PEN3	84.05	4.31%	3.37%	10.44	95.08	93.78	1.62	1.84	1.81
PEN4	84.04	4.31%	3.37%	10.44	95.07	93.77	1.44	1.63	1.60
PEN5	84.02	4.31%	3.37%	10.44	95.05	93.75	1.67	1.89	1.87
PEN6	84.04	4.31%	3.37%	10.44	95.08	93.78	1.29	1.46	1.44
Group Averages:	84.04	4.31%	3.37%	10.44	95.07	93.77	1.45	1.65	1.62
Herd Averages:	84.04	4.31%	3.37%	10.44	95.07	93.77	1.45	1.65	1.62

# Understanding Your Market

## Farm A

- ▶ Milk Production = 94.7#
- ▶ DMI = 57.4
- ▶ Feed Efficiency = 1.65
- ▶ Butter Fat = 3.72%
- ▶ Milk Protein = 3.16%
- ▶ Energy Corrected Milk = 97
- ▶ EC Feed Efficiency = 1.69

## Farm B

- ▶ Milk Production = 84
- ▶ DMI = 57.8
- ▶ Feed Efficiency = 1.45
- ▶ Butter Fat = 4.31%
- ▶ Milk Protein = 3.37%
- ▶ Energy Corrected Milk = 94
- ▶ EC Feed Efficiency = 1.63

# SUMMARY

- ▶ Breaking out the feeding program by segment allows us to pinpoint areas of need.
- ▶ If we are not weighing our refusals you are missing out on an important management tool.
- ▶ Feed Efficiency will help us evaluate the nutritional performance of our diet.
- ▶ Evaluate Feed Efficiency based on the market you are producing milk in.

# QUESTIONS?