

# Dairy Comp **TIPS & TRICKS**

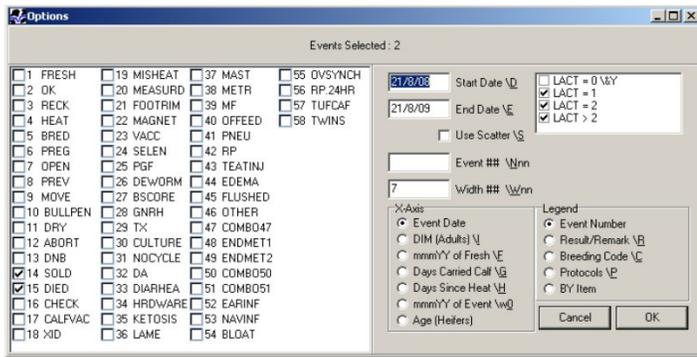
Handy advice for **PRODUCERS** using Dairy Comp SCOUT and Dairy Comp 305

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## Egraph - a simple way to graph events in your herd

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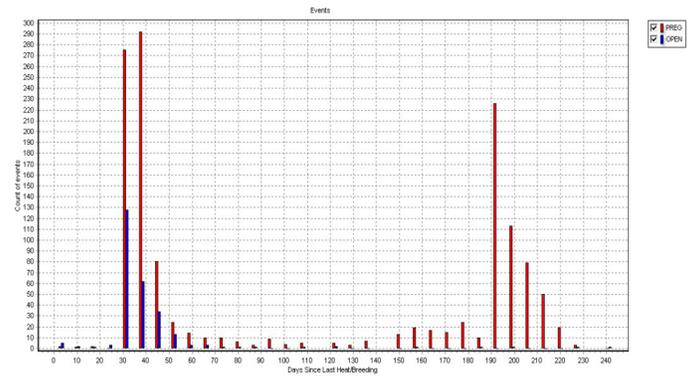
Egraph is a Dairy Comp 305 module which graphs the animal event information entered into your program. Events entered for animals in the herd can be broken down by many different variables. The following options box is displayed when you type EGRAPH on the command Line.



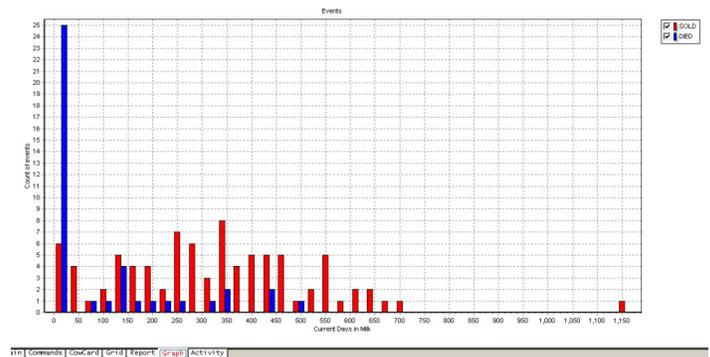
The Egraph display lets you easily customize your graph by choosing the event(s) you want to track. You have the choice to graph the event(s) over time by Event Date, Days in Milk, Month/Year of Fresh Date; Days Carried Calf, Days since Heat, Month/Year of Event, or by Age for replacement Heifers. The default display is a histogram chart, but you have the option to change the graph display to a Scatter Graph. The time frame can be altered by changing the start and end date. You can easily select the lactation groups you want to track by ensuring the appropriate box(s) is checked. You will not be able to graph events for cows and heifers at the same time. Last but not least, you can customize the graph legend by selecting your choice of Event Number, Result/Remark, Breeding Code, Protocols, or By Item.

To view when cows are being diagnosed Pregnant or Open in your herd, check the Events Preg and Open and check off the DSLH (Days since last Heat) in the X-axis options section. The following graph appears and it is quite clear that preg checks happen at 30 to 45 days since last breeding and then again at 190 -210 days carried calf which would be just before dry off.

If a herd uses a third preg check, usually 60-70 days after bred, you can see how many cows are diagnosed open, which gives some indication of early embryonic death that occurs in the herd.



Another graph you may want to look at is a graph of sold and dead animals by Days in Milk (shown below). This graph gives you information on the time during lactation that cows are leaving the herd.



If you click on the GRID tab, you can bring up a table of the data presented in the graph.

To expand the area of early lactation just click with your mouse in the upper left corner of the graph and then drag it down and to the right to select the area you want expanded. To undo the expansion, click anywhere on the graph and create a box by scrolling up and left. When you let go of the mouse it will restore the original graph.

The Egraph module is powerful tool that help you make more effective use of the information that you record.

# Profit Profiler – an excellent management analysis tool

CanWest DHI has developed the Profit Profiler Dairy Financial Analysis Service, which is available to all Canadian dairymen regardless of whether they use other DHI services. Dairymen subscribe to the service and in return receive an analysis of their dairy business in the following areas; cow and replacement management, cost of production for cows, replacements, labor efficiencies, forage production and grain production. In total, over 150 benchmarks are defined and compared. Both actual production and actual financial information is used to create the benchmarks.

All information is confidential between the dairyman and the DHI contact. No one else has access to the numbers.

The dairymen can choose to compare his values to a peer group of his choosing, based on milk production, herd size, geographic location and other management parameters. This peer group is “live” and changes as additional dairies complete their individual analysis and are added to the database. The program also allows the dairyman to project realistic expected outcomes – based on his own numbers and research based parameters – for proposed changes to a number of everyday management decisions.

Over 80 Canadian dairies have used the service to date. The majority are from Ontario but there have been dairies from Nova Scotia, Quebec and Alberta participating.

Participants provide financial information for the previous fiscal year along with animal production, replacement, cropping, labor and other measures. All costs are allocated to one of the four enterprises based on actual usage of the cost. Certified advisors, meet with the dairyman to verify that the data has been gathered correctly and to explain the resulting reports. Once the analysis is completed, the dairyman can use the “What If” feature to project a number of changes and evaluate which is the best course of action. The data collected to date shows what is happening on Canadian dairies.

## IMPLICATIONS OF THESE NUMBERS

For 100 cow size dairy (with approximately \$700,000 dairy revenue), there was \$112,000 variation in net farm revenue. Each individual expense shown had a range that was in excess of 50% of the average. This means that there is much opportunity to make adjustments in an individual operation that can add significantly to the profitability of the business.

### Farm Business Results

	Average	Range (25-90PCTL)
Total Cow Costs (% Milk Rev.)	51.9%	42 – 58%
Total Replacement Cost (% Milk Rev.)	11.0%	7 – 13%
Total Forage Cost per Acre	\$425	\$257 – \$516
Total Grain Cost per Acre	\$377	\$292 – \$599
Net Return to Business (% Total Rev.)	19.4%	14% – 30%

### Dairy Cow Enterprise

	Average	Range (25-90 PCTL)	Range (% of avg)
Avg Number of Cows	184	88 – 324	128%
Avg Milk Sold/Cow (kg)	9,346	8,476 – 10,765	23.5%
Total Cow Costs	51.9%	42 – 58%	30.8%

*Unless otherwise noted, costs are expressed as percent of milk revenue*

Purchased Feed	12.9%	9.0 – 15.7%	51.9%
Home Grown Feed	11.0%	7.3 – 13.4%	53.6%
Dairy Cow Labor	7.6%	3.7 – 9.4%	75%
Health & Breeding	3.2%	1.8 – 3.8%	62.5%
Other Dairy Expenses	2.8%	1.6 – 3.2%	57.1%
Fuel & Machinery Repairs	2.2%	0.4 – 3.0%	118%

*All values are based on actual costs as spent in the fiscal year*

Based on the variation in the results, it would be unwise for a dairyman to assume they are “average”. It appears no one is “average” in all aspects.

Everyone is either above or below and the magnitude would say that to know for sure, they need to have the analysis done.

Using this analysis, dairymen can identify their strengths against a current progressive dairy benchmark and also their weak areas. These are the areas that can be concentrated on to make the greatest potential improvements. The “What If” feature of the program allows them to use their own costs to see which proposed change has the best potential outcome before committing down that road.

More information about the service can be found at [www.canwestdhi.com/profiler.htm](http://www.canwestdhi.com/profiler.htm), or by contacting Bill Grexton at CanWest DHI at (800) 549-4373 ext. 254.