Effectively Managing Feeders and Feed Management Software

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Key Points
- Operator Performance
- Bunk Management – Clean up
- Tracking DMI
- Understanding Shrink

Where should we focus our energy?
$10 Per ton on Soy = $0.03 / cow
A 3% Shrink correction = $0.25 / cow

Management Style:
- Big Brother \ Big Stick
  - Distrust and fear.
- Communication and Education
  - Your feeder becomes part of the team.
Operator Performance

Average Loading Deviation

- Average Mixing Deviation

- Lactating Pens: .60%
- Transition Pens: 9%

Operator Performance

Straw Trends

Deviation by Loading Type

- Payloader
- Telehandler
- Skidloader

- Average: 32, 28, 18
- Low: 7, 4, 7
- High: 68, 85, 30

2/20/2014
Cottonseed Trends

Corn Silage Trends

Lactating Pens

Close Up Before Adjustments
2/20/2014

Close Up After Adjustments

Control the feeding schedule

Clean Up
To weigh or not to weigh?

Effectively Managing Feed Management Software
Measuring Clean Up

“One area that [FSS] has helped our dairy is clean up. When we first started out with Feed Supervisor, our clean ups were around 10-12% Now we’re closer to 3%... By dropping clean up, we have lowered our feed costs dramatically and our cows are actually milking more because we have a better grasp on how much to feed our cows... The program has saved us over $30,000 this year, just by monitoring clean up and making changes based on those numbers.”

Today reducing clean up from 5% down to 2% = $30,000.

The 2 Week Challenge

<table>
<thead>
<tr>
<th>Dairy</th>
<th>Feed</th>
<th>Milk</th>
<th>Cows</th>
<th>Clean Up</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farm A</td>
<td>81.5</td>
<td>55.1</td>
<td>300</td>
<td>7.1%</td>
</tr>
<tr>
<td>Farm B</td>
<td>82.9</td>
<td>55.5</td>
<td>450</td>
<td>2.9%</td>
</tr>
</tbody>
</table>

- Difference in clean up 4.2%
- Consider 100# feed fed/cow.
- 400 cows
- 365 Days
- Dropping clean up from 7.1% to 2.9% saved the dairy $49,000.00

Clean Up
Evaluating Clean Up

Financial Impact an Ingredient

Feed Efficiency

Effects of a Ration Change
### Herd Supervisor

#### Shrink the final frontier

### Component Supervisor

#### Not Your Dad’s Shrink
Flat Storage 1.2 to 11.9%
Potential farm to farm variation in shrink.

• Use your feed management system to educate and coach your employees.
• Weigh clean up daily.
• Daily DMI – Monitoring the pulse of your dairy.
• Shrink – Measure then Manage.