

### Effectively Managing Feeders and Feed Management Software

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feed SUPERVISOR

truck SUPERVISOR

hoof SUPERVISOR

### Key Points



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

## Management

Where should we focus our energy?  
 \$10 Per ton on Soy = \$.03 \ cow  
 A 3% Shrink correction = \$.25 \ cow

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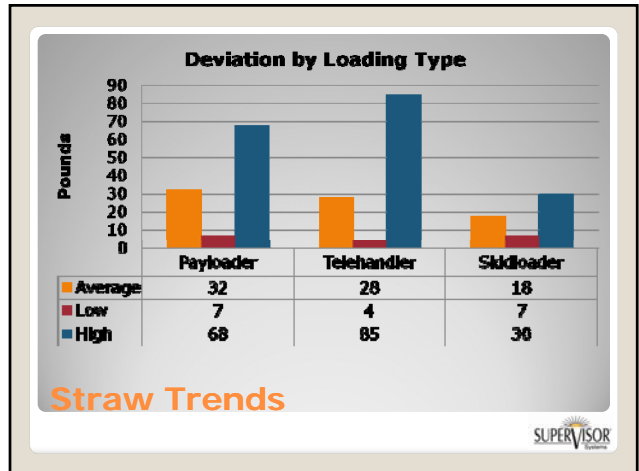
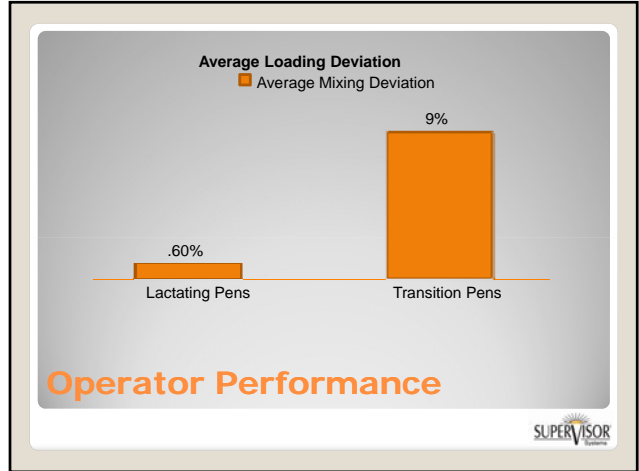
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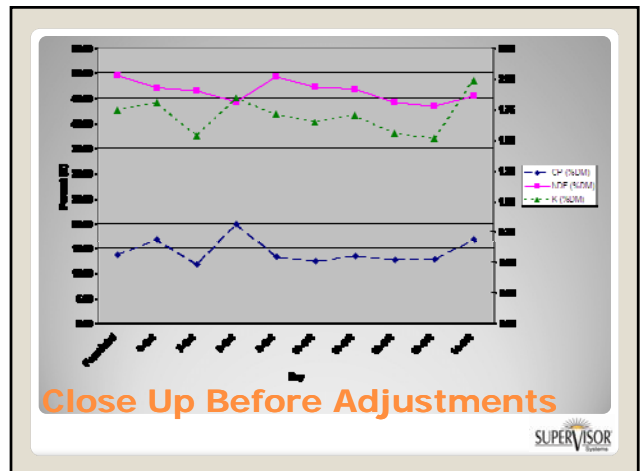
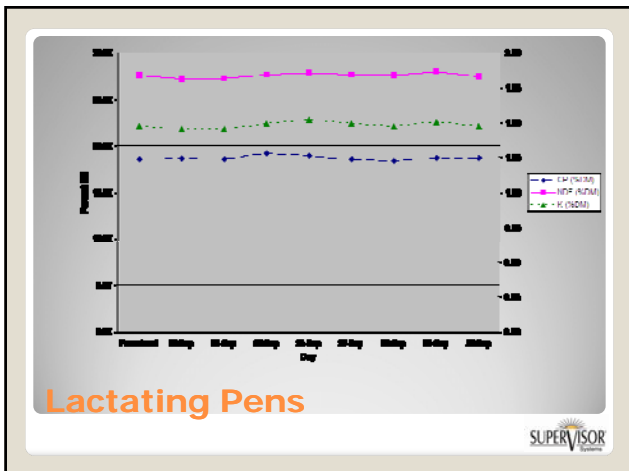
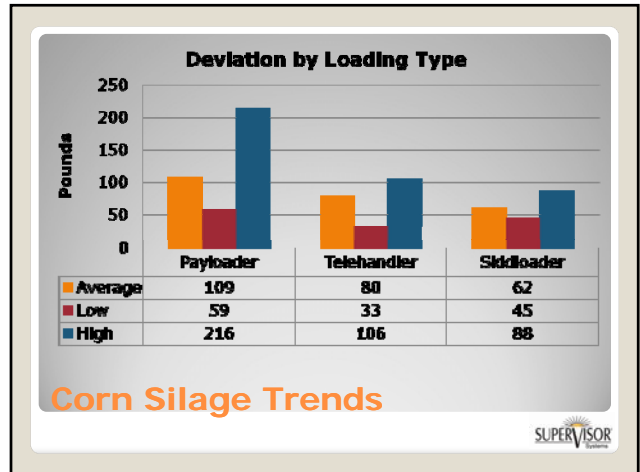
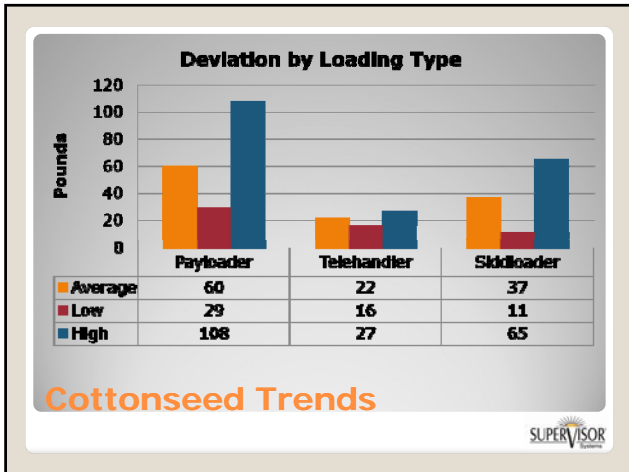


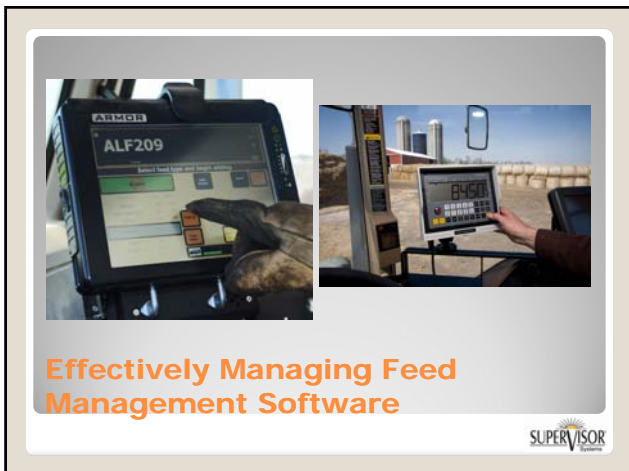
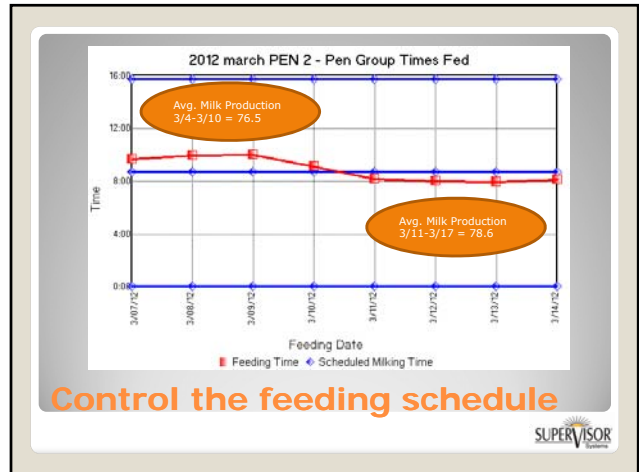
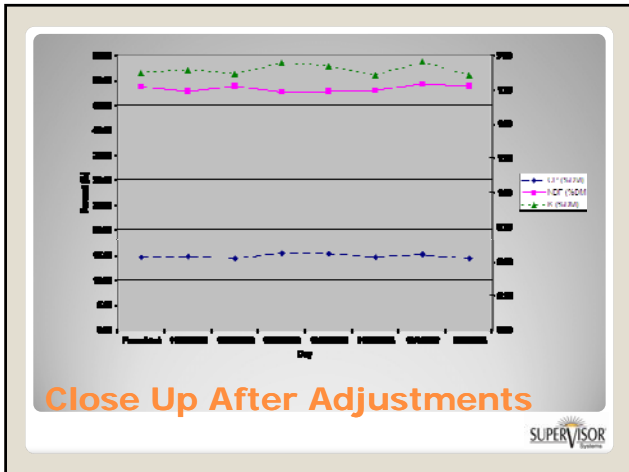
- Big Brother \ Big Stick
  - Distrust and fear.
- Communication and Education
  - Your feeder becomes part of the team.

### Effectively Managing Your Feeder

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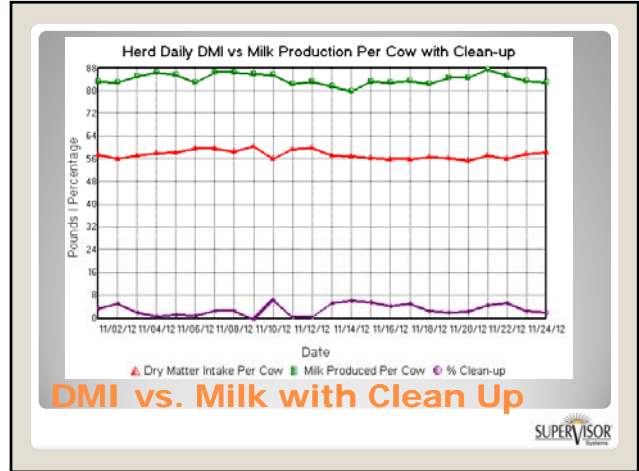
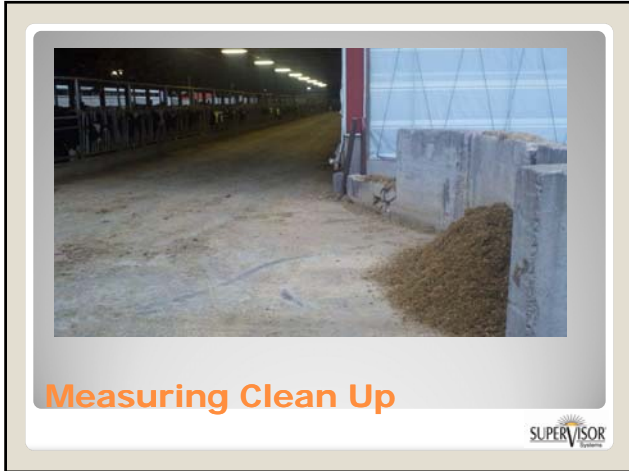




**Clean Up**

To weigh or not to weigh?

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"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**

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	Milk	DMI	% Clean Up
<b>Farm A</b>			
6 Row Barn	81.5	55.1	7.1%
300 Cows			
<b>Farm B</b>			
6 Row Barn	82.9	55.5	2.9%
450 Cows			

- 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**

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Date	Cows Fed	Target Weight	Actual Weight	Clean-up Weight	% Clean-up	% Adjustment
<b>Pen Group: A SOUTH SIDE</b>						
2002014	112	15,432	15,500	855	5.5%	98.0%
2003014	112	15,117	15,080	590	3.9%	96.0%
2004014	112	15,117	15,105	335	2.2%	96.0%
2005014	113	15,411	15,480	220	1.4%	97.0%
2006014	113	15,888	15,900	360	2.3%	100.0%
2007014	113	16,047	16,005	585	3.6%	101.0%
2008014	113	16,047	16,205	485	3.0%	101.0%
<b>Average:</b>	<b>112</b>	<b>15,580</b>	<b>15,818</b>	<b>487</b>	<b>3.1%</b>	<b>96.4%</b>
<b>Pen Group: B NORTH SIDE 2</b>						
2002014	148	17,675	17,700	695	3.9%	101.0%
2003014	148	17,500	17,450	725	4.2%	100.0%
2004014	148	17,325	17,350	625	3.6%	99.0%
2005014	148	17,562	17,530	485	2.8%	99.0%
2006014	148	17,562	17,570	530	3.0%	99.0%
2007014	148	17,562	17,515	715	4.1%	99.0%
2008014	148	18,354	18,380	1,175	6.4%	99.0%
<b>Average:</b>	<b>147</b>	<b>17,649</b>	<b>17,645</b>	<b>707</b>	<b>4.0%</b>	<b>99.3%</b>

Evaluating Clean Up



Feed Type	Feed Fed	Cost Per Ton	Cost of Feed Fed		% of Total Feed Cost	Cost Feed Fed Per CWT Milk
			Per Cow	Total		
<b>Feed Source: Commodity Blend</b>						
PREMIUM	16,136.82	\$213.40	\$2.45	\$1,721.80	32.5%	\$3.00
<b>Commodity Ingredients:</b>						
SPREMY	0.01					
BET PULP	1,780.82	\$191.00	\$0.24	\$168.18	8.8%	\$0.29
CAVOLA	1,124.42	\$309.00	\$0.23	\$172.71	10.1%	\$0.30
CORN-SOY	6,485.07	\$138.40	\$0.64	\$449.41	26.1%	\$0.78
HPRO SOY	1,219.78	\$418.00	\$0.39	\$274.52	15.9%	\$0.48
Molasses	1,003.87	\$183.00	\$0.13	\$91.88	5.3%	\$0.18
Nutrena	215.47	\$1,710.00	\$0.38	\$269.73	15.7%	\$0.47
STRAW	229.47	\$120.00	\$0.02	\$12.77	0.8%	\$0.02
UTPMA	33.83	\$4,807.00	\$0.17	\$121.37	7.0%	\$0.21
Walt	292.38	\$182.80	\$0.03	\$24.34	1.4%	\$0.04
perennial whey	3,891.42	\$75.40	\$0.19	\$135.41	7.9%	\$0.24
<b>Sub Totals:</b>	<b>16,136.82</b>	<b>\$213.40</b>	<b>\$2.45</b>	<b>\$1,721.80</b>	<b>32.5%</b>	<b>\$3.00</b>
<b>Feed Source: Home Grown</b>						
ALF413	8,798.71	\$133.00	\$0.84	\$567.62	11.1%	\$1.02
SM113	47,207.30	\$47.80	\$1.26	\$603.24	17.0%	\$1.17

Financial Impact an Ingredient



Effects of a Ration Change



**Feed Efficiency**  
 Making the right decisions for your milk market




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
Group Type: Lactating							
PEN1	163.03	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**



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
Group Type: Lactating									
N1	84.04	4.31%	3.37%	10.44	95.07	93.77	1.35	1.53	1.51
N2	84.03	4.31%	3.37%	10.44	95.07	93.76	1.47	1.67	1.64
N3	84.05	4.31%	3.37%	10.44	95.08	93.78	1.52	1.84	1.81
N4	84.04	4.31%	3.37%	10.44	95.07	93.77	1.44	1.63	1.60
N5	84.02	4.31%	3.37%	10.44	95.05	93.75	1.67	1.89	1.87
N6	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

**Component Supervisor**

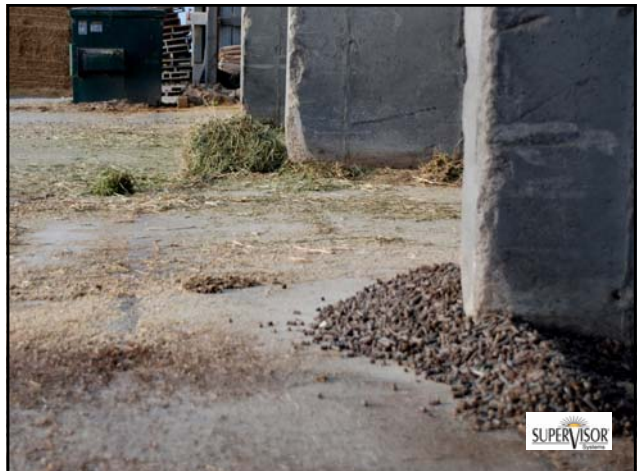
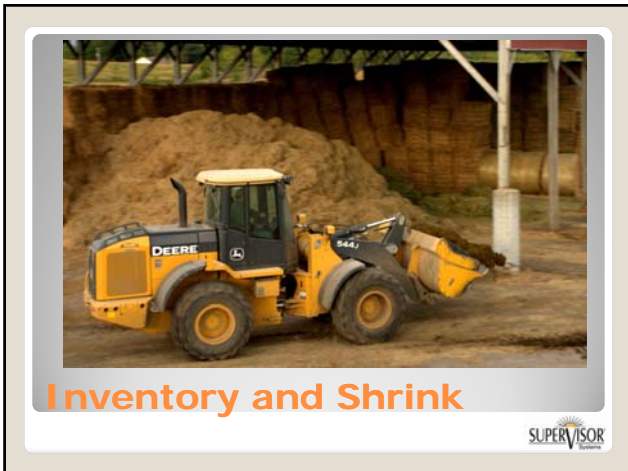



**Shrink the final frontier**




**Not Your Dad's Shrink**











**Flat Storage**      1.2 to 11.9%


Potential farm to farm variation in shrink.



**Shrink Levels**



- 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.



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*feed* SUPERVISOR  
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*hoof* SUPERVISOR