

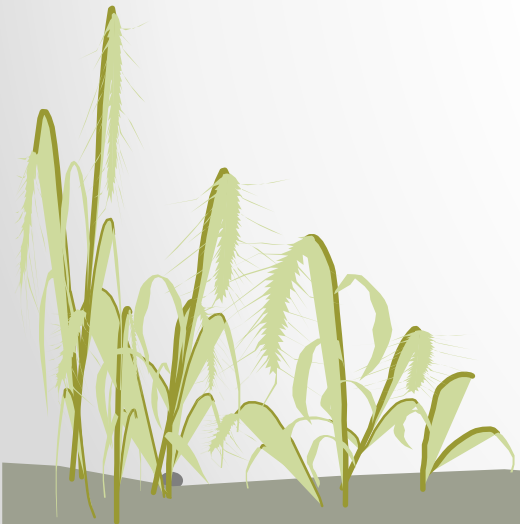
# Welcome!

## Today's Schedule:

- 9:00 – Registration
- 9:30 – F.A.R.M 3.0; **Jeremy Daubert**, Dairy Extension Agent
- 10:00 – Dairy Revenue Risk Management Strategies; **Tom Weller**, Weller & Associates
- 11:00 – With or Without Catastrophic Margins, Where Do You Stand? **Dr. Gonzalo Ferreira**, Virginia Tech Dairy Science
- 11:30 – Lunch
- 12:30 – Avoiding Information Overload: Tips For Managing Farm Data; **Dave Winston**, Virginia Tech Dairy Science
- 1:00 – Current Herd Health Issues and Veterinary Feed Directive Issues; **Dr. John Currin**, Virginia-Maryland College of Veterinary Medicine

# F.A.R.M -3.0

2017 Area Dairy Conference  
Jeremy Daubert  
Dairy Extension Agent

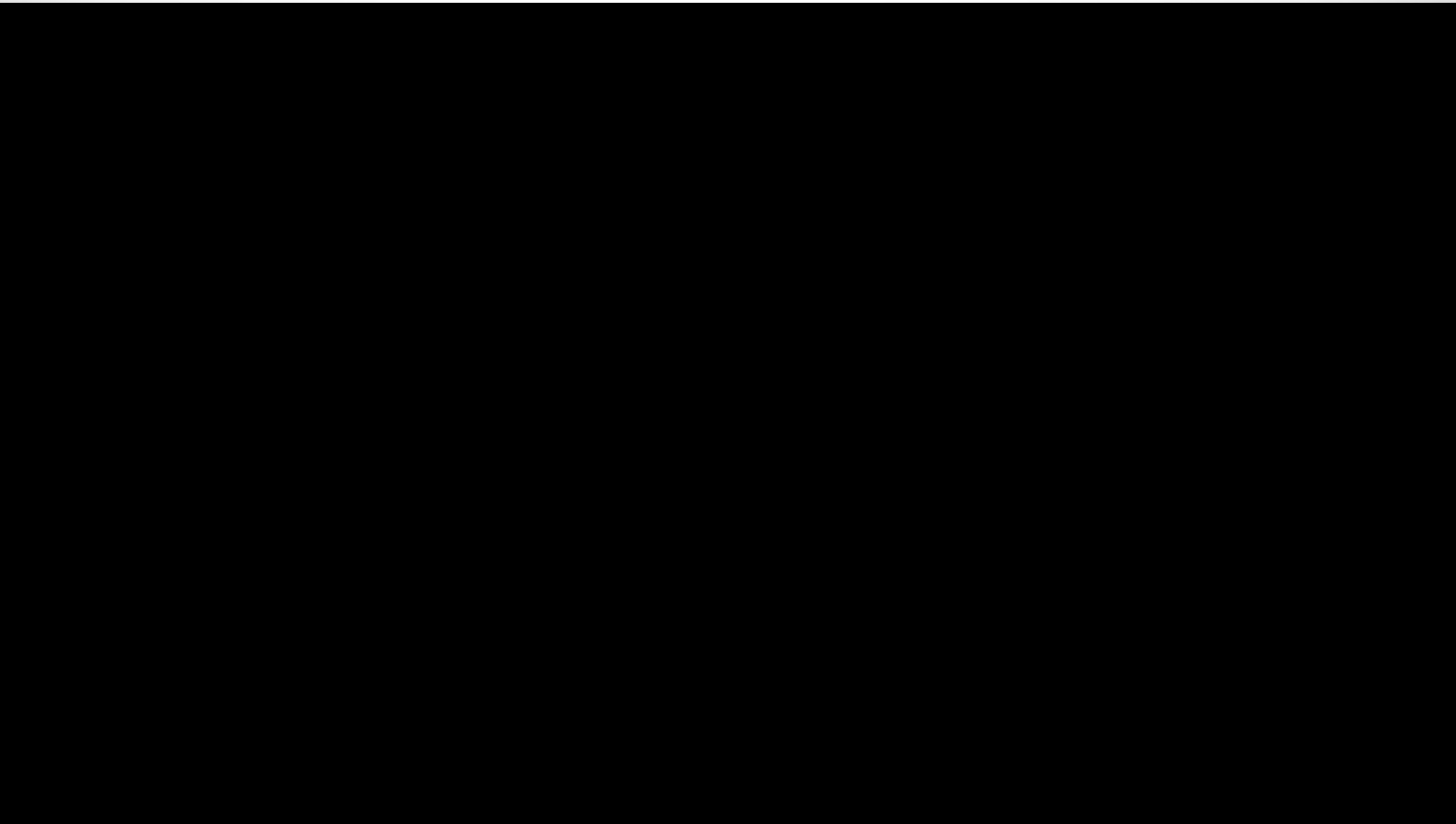


# How did we get here?

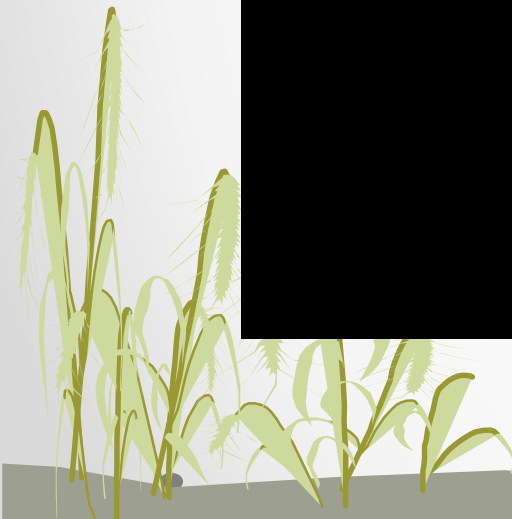
- 2009 – F.A.R.M. program was first introduced to establish a national, voluntary dairy animal care program to bring consistency and uniformity to the practices used on America’s dairy farms.
- 2013 – 70% of national milk supply was enrolled. Manual was updated with guidelines for “disbudding” calves, castration, and extra teat removal. Intend to end routine tail docking by 2022

# Version 3.0

- Revision began in May 2015
- NMPF board approved revisions in March 2016
- Implementation January 2017
- Training materials have been available since April 2016
- Focuses on “Continuous Improvement” CIP’s



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# What's new and How will it affect my Farm?

- Phase 1 Priority Areas:

- Mandatory Corrective Action If Not In Compliance
- MCAP – written plan outlining steps to comply within one year

- Three Priority Areas:

- No Tail Docking After January 1, 2017
- Cannot Dock any part of the tail, except in Emergencies. Can still trim Switches

# VCPR

Must be signed annually by  
Farmer and Veterinarian



Veterinary Client/Patient Relationship Validation Form

## Farm Owner/Manager

Owner/Manager Name: \_\_\_\_\_

Farm Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Premises ID Number (optional): \_\_\_\_\_

## Veterinarian

Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Clinic Name: \_\_\_\_\_

Phone Number: (\_\_\_\_\_) \_\_\_\_\_

I hereby certify that a valid Veterinarian/Client/Patient Relationship (VCPR) is established for the above listed owner and will remain in force until canceled by either party.

*Upon execution of this Agreement and the establishment of the VCPR relationship, Producer, on behalf of himself and his present or past legal representatives, predecessors, successors, assigns, agents and heirs, hereby releases and forever discharges Veterinarian from any and all claims, actions, disputes, damages or demands, at law or in equity, that Producer could or may bring in regard to Producer's participation in, or disqualification from the FARM program. Producer expressly waives any right or claim of right to assert hereafter that any claim in such regard has through ignorance, oversight or error, been omitted from the terms of this Agreement.\**

*\*In addition, upon execution of this Agreement and the establishment of the VCPR relationship, FARM, on behalf of itself and its present or past legal representatives, predecessors, successors, assigns, agents and affiliates, hereby releases and forever discharges Veterinarian from any and all claims, actions, disputes, damages or demands, at law or in equity, that FARM could or may bring in regard to Veterinarian's participation in the VCPR relationship; or Producer's participation in, or disqualification from the FARM program. FARM expressly waives any right or claim of right to assert hereafter that any claim in such regard has through ignorance, oversight or error, been omitted from the terms of this Agreement.*

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# Dairy Cattle Care Ethics and Training Agreement

- Signed annually by all employees with animal care responsibilities indicating:
  - Received training in Stockmanship AND areas of responsibility
  - Will not abuse animals
  - Will report any abuse witnessed
  - Family members currently exempt from this requirement



# Phase Two Priority Areas

- Continuous Improvement Plan (CIP): A written proposal that identifies any area(s) for improvement in animal care. It specifies actions to make the improvement and a suggested timeline for completion.

# Written SOP's!

- Herd Health Plan













- SOP's for newborn and milk-fed dairy calves.
- SOP's for pain management.
- SOP's and training for non-ambulatory animal management.
- SOP's for euthanasia.

# Animal Observations

- Lameness
  - 95% score a 1 or 2 on locomotion score
    - 1=sound
    - 2=moderately lame
    - 3=severely lame
- Body Condition
  - 99% Score 2 or above
- Hock/Knee
  - 95% Score a 1 or 2
    - 1= hair loss less than a quarter size and no swelling
    - 2= hair loss more than a quarter size and no swelling
    - 3= swelling and/or open lesions on hocks

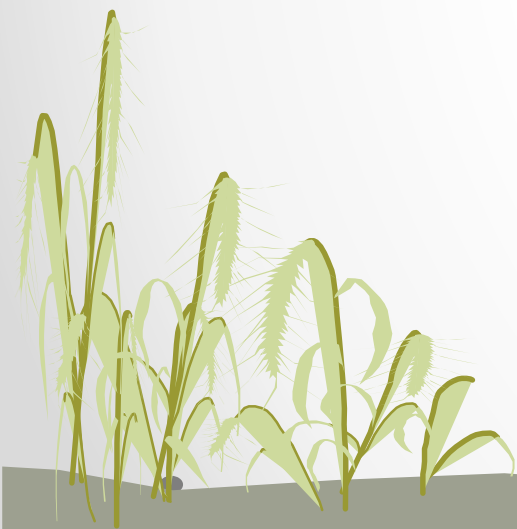
# Animal Hygiene

- 90% of animals scoring 2 or less
- 1=clean
- 2=Manure splatters on lower leg
- 3=Manure splatter on upper leg, udder and belly
- 4= Manure splatter on udder/belly and toward top of cow

HYGIENE SCORING CARD			
SCORE	LEGS	UDDERS	FLANK & UPPER LEG
1			
2			
3			
4			

Developed by N.S. Cook, University of Wisconsin-Madison

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# Other SOP's

- Disbudding vs. Dehorning – 6 weeks of age
- Hoof Trimming
- Vaccination
- Down Cows
- Emergency Contacts
- Animal Handling
- Milking Procedure

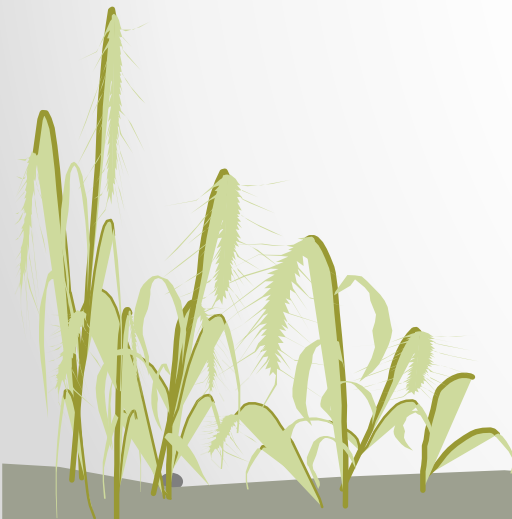
# What's Next

- Environmental Module
  - Coming out early this year (2017)
  - Voluntary
  - Assessing Dairy Farm Carbon Footprint
  - Provide Producers with places to conserve energy
  - Working with NRCS – CNMP? FMP?
- Electric Prod – only use in emergency situation

# Next?

- Family member agreements?
- Polled?

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# Resources

- [eXtension.org](http://eXtension.org)
- [www.nationaldairyfarm.com](http://www.nationaldairyfarm.com)
- <http://nationaldairyfarm.com/merck-training-materials>
- Local Extension office
- Co-op Representatives
- Milk Inspectors

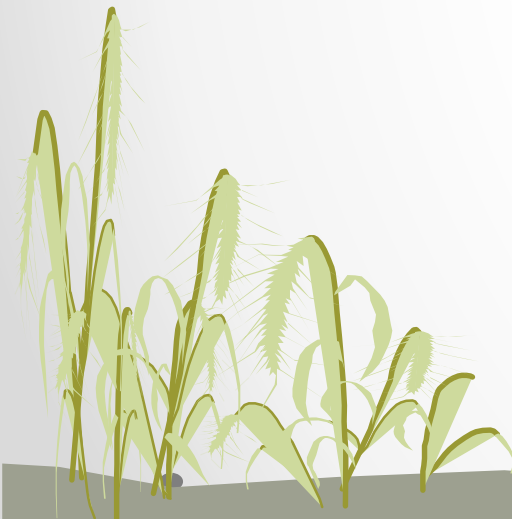
# Merck Videos

- Dairy Stockmanship Skills
- Calf Care
- Euthanasia Guidelines
- Handling Non-Ambulatory Cattle
- Record Keeping & Drug Residue Prevention
- Building Strong Herd Health Programs
- Cattle Marketing
- Pain Management
- Preparing for the Unexpected

# What can we do for you?

- Questions?

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# Thank You!

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## Thank you for your support!

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