

The Bullhorn

Spring 2015



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Your Success... Our Passion. It's not just a company theme, it's our core belief. We're proud to work Side by Side with producers from Washington to California – *thanks for your business!*



From the CEO

Jim Wells, CEO All West/Select Sires

Making an Impact

The sign of a great cooperative isn't just about giving patronage back to its members, although that's a very important aspect of how All-West works. The sign of a great cooperative is also about making a positive impact in the lives of our member-owners. It's always been our philosophy that for All-West to be a viable, thriving business, we have to put our customers and their interests first. Therefore, we need to focus on making that positive impact.

So what does all that mean to you? Let's take the subject of cash flow first. We enjoyed a great year of milk prices in 2014 and while we're seeing a bit of a downturn this year, we believe that great genetics can still make you money. At some point, everyone will be selling animals from their dairy either for genetics or for beef purposes. With new bulls coming into the lineup in a few weeks, we'll continue to offer you genetics that not only transmit superior genomics but high production, type, genetic merit... the list goes on. And those traits yield tremendous results at every kind of sale.

What about efficiency? Can an A.I. cooperative really impact efficiency? We happen to have launched the industry's most revolutionary herd monitoring systems during World Dairy Expo last fall, CowManager. It's taken the dairy industry by storm and we're already seeing interest from the beef industry as well. Suddenly, producers have "eyes in the barn" 24 hours a day, 7 days a week monitoring activity levels, health and rumination. It's mind boggling to think

about how these small ear tags can tell you so much about each animal on your dairy. It's even more impressive to learn how you can utilize that amount of information to make management more efficient! You can read more about CowManager in the pages of this newsletter.

We continue to study fertility and provide excellent research and field trials to test and re-test our semen quality and viability, as well as looking at ways to improve our sorting for sexed semen. You'll hear from Dr. Matt Utt in this newsletter about the latest updates from the department that backs Select Reproductive Solutions™ and the Program for Fertility Advancement™, both of which make a great impact on Select Sires herds in every state, every day.

I'd be remiss if I didn't say that part of our philosophy on making a great impact has to deal with people...people in our company and people that put their trust in us as member-owners. We want to impact our employees by providing them a great "company culture" of learning, advancement, recognition, and team building. We hope that comes through in their interactions with you. Just as importantly, we want to make sure your personal dealings with All-West are ones that you look forward to. Do you get new information from your salesman when he arrives? Do you have tremendous, reliable technician service? Have we worked hard enough so that you don't have to worry about reproduction in your herd because you know we are? If that's the case, than we've earned the best impact we can ask for...your trust.

In 2016, we'll be celebrating 75 years of making an impact in All-West territory and we couldn't have done it without you. Watch our website and Facebook pages, as well as your email inboxes and mailboxes as we count down to this exciting 75 year celebration.

What does making an impact mean to you? Do you want a positive impact on your herd reproductively? Do you want to impact your business for future generations? Join us as we work through 2015 to make a lasting impact on this dairy industry for every one of our member-owners...74 years and counting!

Making an Impact

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The Bullhorn

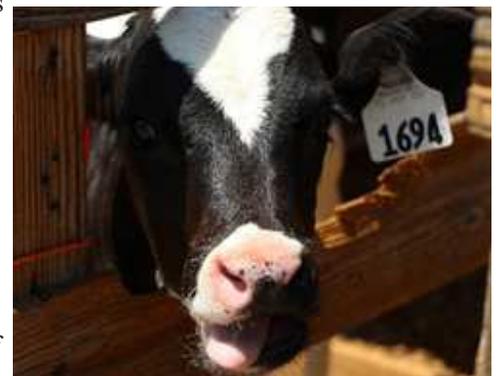
Spring 2015

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Have you checked your mailbox lately?

All-West patronage payments were mailed out the middle of March, so be sure to check your mail and cash-in on the value of being a member/owner! We had another strong year of business and are pleased to pass along those profits to you!

What's In Your Ear?

Monitoring individual cow activity to show heat detection has been accepted industry-wide as a good way to manage breeding programs. Obviously when cows are walking and moving around more than their normal activity pattern, having a device detect and report that is pretty valuable. What hasn't been universally accepted is the way we retrieve this information. Of course, many of us rely on our own eyesight, the calendar and our instincts, which can be good, but we're human and we're not perfect in that regard. Actual computer systems have used collars and leg bands to detect this activity and they have worked fairly well, but have definite logistical challenges.

Insert a Dutch dairy producer who's interested in research and making estrus detec-

tion easier and you have Gerard Griffioen and the CowManager system. Gerard's farm in the Netherlands became a "living lab" for his quest to develop a system that could detect heat in an easy-to-install measuring device. But could that device also measure other valuable information?

What's been taking the industry by storm is a very small ear tag that fits conveniently over a button tag. With a guaranteed life of five years, the tag will most likely last longer and as an added benefit, is interchangeable between cows.

That in itself is intriguing, but that's not even half the story. This small ear device not only measures activity levels, but temperature and rumination. Creating daily alert lists for all three measurements,

CowManager is truly like having someone watching every cow in your herd 24 hours a day, seven days a week.

We don't have room in this publication to go through all the benefits of each individual module or explain the simple "plug and play" setup, but you can find a wealth of information on our website at www.all-westselectsires.com or be sure to ask any member of the All-West Select Sires team!

To date, CowManager has been installed in 25 states and four Canadian provinces. That's a very brief overview of a system that is easy to install and provides a wealth of information, and we're already hearing feedback from fellow producers in the All-West area who were early adapters of the system. Here's what they had to say.



*Brad Scott
Scott Bros.
Dairy Farms LP
Moreno Valley, CA
1,000 cows*

"While we don't have our whole herd on tags yet, we did put over 200 cows on the CowManager system in December, and what an experience it has been! Who would have thought we'd have the technology that gives us so much information. In the morning, I'll go to the barn, hit the activity list button, and I get a printout of cows that are flagged for health or fertility. That's pretty interesting. All of a sudden, I have a summary of cows that need to be checked and the information is right in front of me. At the same time, to really understand the entire system and

what it's capable of does take time. I've relied on Rory (Rory White of All-West Select Sires) to help me through it and explain the terminology and reading all the dashboards. If it wasn't for him, we probably wouldn't have the system. He explained what we needed to do before, during and after installation. He's been monitoring our herd from his own house and is available seven days a week if we have questions. He understands cows, computers and technology, so he can sell it and support it. He's been there every step of the way."

"When we have the entire herd fully tagged, and we plan on doing that, it will definitely change the way we breed cows. I hear about some guys who have been using the system and it's so accurate, they don't even tail chalk anymore. I can totally see that in the future. The management and time savings are awesome. We have a piece of technology that can now track every cow, every hour of the day. We have found cows that are high pro-

ducers and going through silent heats. We wouldn't have caught them if it weren't for CowManager. And we've also caught cows that are showing sub-clinical signs of being sick, but not showing visible signs of sickness. Four to five days later, they are sick. That's the proof in the pudding – detection of fertility or health issues when you can't see them. It makes it all worthwhile. If a cow comes up on the alert list, you know something happened to her...something is causing her stress. So you can be on top of it."

"Your breeding program is only as good as the person detecting the cows in heat. We're all human and some days we're better at heat detection than others. I'm pretty sure CowManager doesn't have an off-day!"

"We're really looking forward to the way this technology will change the way we manage our herd with improved efficiency and time savings!"

This is a photo of Kevin Wilson, herd manager at Fir Ridge Holsteins in OR, owned by World-Wide Sires' Scott Ruby and family. "Kevin and I put the final CowManager tags in our dry cows in early February. We've had all the milking cows and breeding-age heifers tagged since the middle of January, and we're extremely impressed with the system's ability to catch heats, even on problem cows, alert us to sick cows before they drop on milk, and monitor rumination. The system is simple, easy to use and effective. Both Kevin and our herdsman, Leonel Ortega, love it!" said Scott Ruby.





*Dale Brady
Edaleen Dairy
Lynden, WA
2,000 cows*

“One of the reasons we chose the (CowManager) system was that we could select the modules we thought we would use most and if we later decide that we want to add another module, we can do that without having to change or upgrade the ear tag. We researched several sys-

tems and quickly narrowed our choice down to collars or ear tags. One of the things that most impressed me (about CowManager) was that the creator, Gerard, is a dairy farmer. He has extensively tested CowManager in side-by-side comparison with other systems on his own cows. He not only knows the technology side of the system, but he is very in tuned to cow behavior and all aspects of cow health and comfort and helping increase production, and he is always interested in feedback to improve the system.”

“When we first got the system we maintained our tail chalking routine until we had time to build confidence in the information we were seeing. It didn’t take long. The system almost never misses a

cow in heat. We have since dropped tail chalking for heat detection. I am also anxious to compare our (pharmaceutical) bills from last year to this year. We are using less drugs. In addition, we have gained 2 percent on our Pregnancy Rate and days in milk has declined.”

“The information on rumination activity has been a great help in managing our close-up cows to bring them in healthy and at the right weight. We monitor eating and temperature and can catch a case of E-coli or mastitis much earlier and head off problems. I have also found it very easy to check the different alert lists from my phone to help keep a close eye on the herd.”

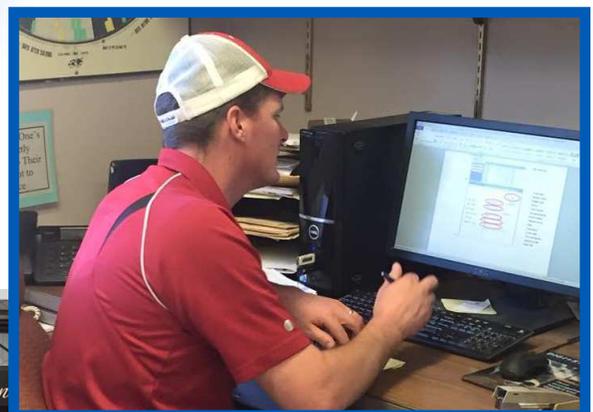
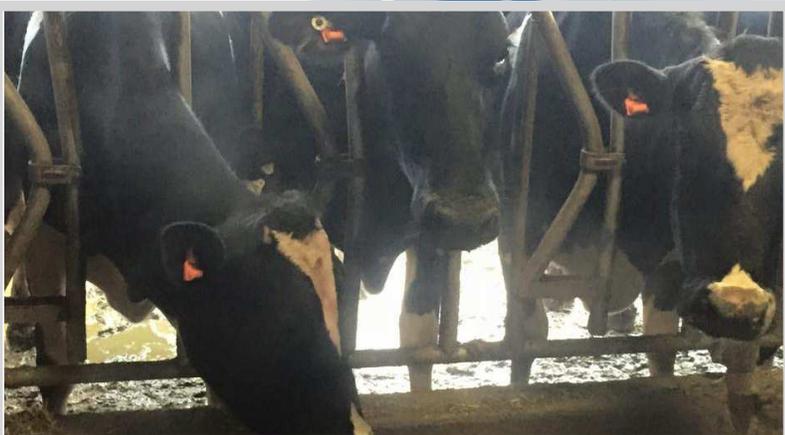
“CowManager is giving me the ability to have information right now and pinpoint different aspects of animal health. We applied a tag to a known sick cow and two hours later the system was already alerting me.”



*Jerry Van Delen
Everson, WA
500 cows*



CowManager developer Gerard Griffioen explains how to read the alert reports to Bill Hobby after Modesto Junior College installed the system this spring.



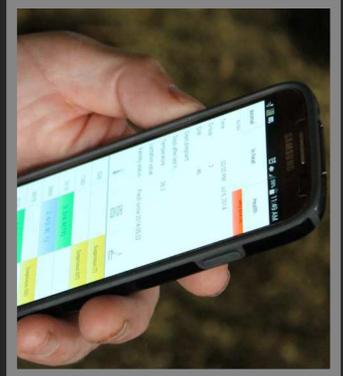
Washington State University installed CowManager with the help of All-West’s Brett Mackay and Kelby Stadt. “I was very impressed with the design of the ear tags. We were able to slide them over existing RFID tags with ease, yet they held firmly in place when installed completely. We all appreciated Brett’s knowledge and courteousness,” said Kelby.



CowManager booth at the 2015 World Ag Expo in Tulare, CA

CowManager[®]

The Eye on Your Farm, when You're not Looking!



Easy to install light weight tag will record animal behavior that wirelessly integrates with herd records and notifies you on a mobile app!



3-in-1 Technology to Monitor Your Cows 24/7

Monitors activity, eating time, rumination and temperature

Saves valuable time and money

SensOor ear tag, no collars or batteries to charge

Easy installation- plug and play

Solid state equipment with a five-year warranty

**The ONLY system
to make locating
cows on the alert
list easy!**



**Smartphone app
identifies cows on
the alert list as you
walk behind them.**

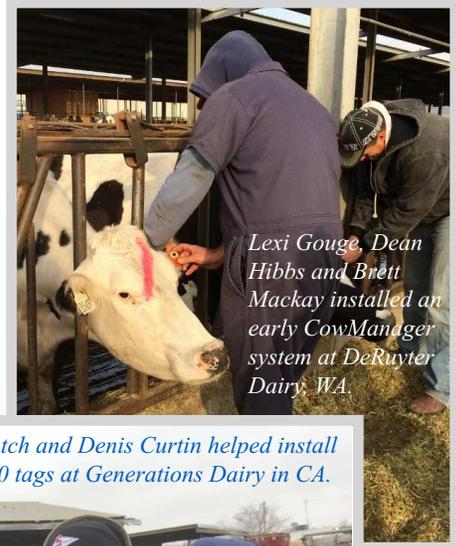
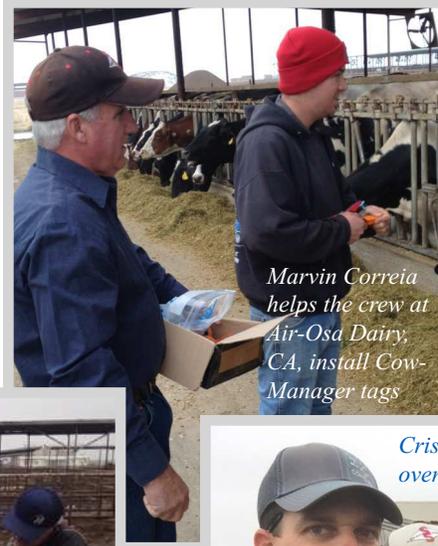
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Order Today:





Marvin Correia helps the crew at Air-Osa Dairy, CA, install Cow-Manager tags

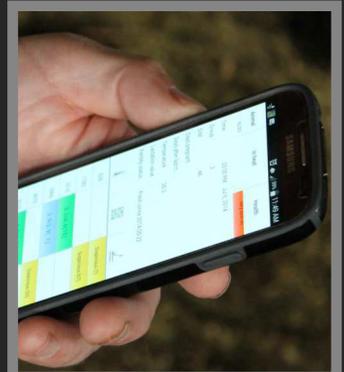
Lexi Gouge, Dean Hibbs and Brett Mackay installed an early CowManager system at DeRuyter Dairy, WA.



Cris Hatch and Denis Curtin helped install over 100 tags at Generations Dairy in CA.

CowManager

The Eye on Your Farm, when You're not Looking



Easy to install light weight tag will record animal behavior that wirelessly integrates with herd records and notifies you on a mobile app!

4 Modules to Choose From:

Fertility



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It's PROOF TIME!

It hardly seems possible, but proofs are JUST around the corner – April 7th to be exact. Here's a few things you need to know before the big day occurs.

[Proposed changes to evaluation system \(April 2015\)](#) –
Printed by the Council on Dairy Cattle Breeding (CDCB)

Sire conception rate and calving traits for all bulls

By Joao Durr and Duane Norman

In December 2014, the CDCB assumed the following data flow payments to the dairy records processing centers (DRPC). These include payment for Records in Progress (RIPs), Calving Ease (CE) Stillbirth (SB), and Breeding records. Bulls from organizations not previously participating in Sire Conception Rate (SCR) will start having their evaluations published in April 2015. Some bulls from organizations not previously participating in Calving Ease (CE) will start having evaluations published in April 2015, and even more in August 2015. Animals will continue to receive genomic evaluations for Calving Ease (CE) and Cow and Heifer conception rate using all data, similarly to what is done for all other traits.

Brown Swiss haplotype for polled

By Paul VanRaden and Dan Null

A Brown Swiss haplotype for polled (BHP) was developed using nearly the same methods as for Holstein (HHP) and Jersey (JHP) haplotype tests. Animals known to be heterozygous or homozygous polled and progeny tested bulls not reported to be polled act as the data, allowing polled status for all other animals to be imputed by tracing haplotypes. Most polled BS have the same haplotype and pedigrees tracing to BSUSA000000183024 MEADOW VIEW RENDITION NP, born 1985. All 10 of the known foreign polled bulls had the same haplotype as RENDITION, but some US families had different inheritance and haplotypes. The main BHP haplotype differs from the HHP and JHP haplotypes. The HHP and JHP haplotypes trace inheritance of both the Celtic and Friesian haplotypes within both of

those breeds. Laboratory testing of a Brown Swiss bull homozygous for the main BHP haplotype revealed that he was homozygous for the Celtic mutation, and thus most polled Brown Swiss probably contain the Celtic mutation. By including the status of known polled animals as data, their polled haplotypes should also be traced accurately to progeny. As of February 2015, 18,558 Brown Swiss were genotyped, 152 were heterozygous BHP, and 4 were homozygous polled. The Brown Swiss Association, Dan Gilbert, Lucas Casanova, Zoetis, and CDCB provided data for this research.

Productive life standard deviation

By Paul VanRaden

During the December 2014 base change, productive life (PL) genetic standard deviations (SD) for other breeds were adjusted to match the Holstein SD, but should not have been because herd variance adjustments are not applied to that trait. Removal of this SD adjustment will cause the April genetic SD of PL for other breeds to return to their August 2014 SD. This error was detected in September 2014 but too late to fix for December 2014 because data from the new software had already been sent to the Interbull test run and could not be revised until the January test run. The PL SD for most breeds will change by about 10%, but no animals changed in rank for PL, and Holsteins were not affected by the error. Other small corrections from December are that Milking Shorthorns evaluations for PL, heifer conception rate (HCR), and cow conception rate (CCR) were incorrectly converted to and from the Red Dairy Cattle (RDC) base in December multitrait across country evaluations (MACE) but are correctly converted in April, and the precision of adjustments for heterosis and inbreeding are improved. Previously the regression coefficients had been rounded too much when stored. This improves the precision of HCR and CCR evaluations for crossbred animals and Montebeliarde bulls by a few tenths of a percent.

To visit the site where this information is published, go to <https://www.cdcb.us/reference/changes/eval1504.htm>

What's on your schedule?

Following is a timetable for proof week, as well as links where you can find information right away.

Tuesday, April 7

- Official production & type data released
- High Ranking Sire Report available at www.holstein.com
- Canadian proofs available at www.cdn.ca

Wednesday, April 8

- Price sheet and new lineup sires available from All-West - www.allwestselectsires.com

Thursday, April 9

- DiamondCuts email newsletter mailed out with new price list and pedigree information on new release bulls
- *Not a subscriber yet? Visit www.allwestselectsires.com and hit the "subscribe" button
- Official Top 100 TPI List available – www.holstein.com

Wednesday, April 15

- Holstein and High-Component breed sire directories will be mailed from Ohio to All-West offices
- Both sire directories will also be available online at this time – www.allwestselectsires.com

What can we look for? An update from the Sire Analysts



Jersey Update

By Tim Baumgartner, Jersey Genetics & Marketing Specialist, Select Sires, Inc.

April proofs are just around the corner and with each genetic evaluation comes change and opportunity. Over the last few months, Herby Lutz and I have been traveling different parts of the country to talk about the Jersey Revolution, visit with our customer-owners and see the many

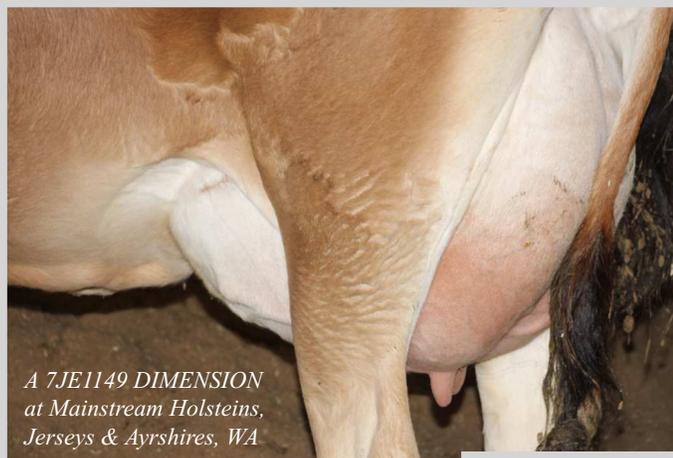
outstanding daughters of Select Sires bulls. Without a doubt 7J1038 Valentino remains the leader of customer satisfaction. What makes our tours even more enjoyable is seeing the daughters of the many other Select bulls that are earning the respect of their owners.

7J1169 Topeka daughters are calving in with tremendous udders and are cows that will mature with a lot of grace and class. Others are complimentary of their 7J1190 Fastrack, 7J1149 Dimension, and 7J1088 Colton daughters. What makes it even more exciting is when we get texts from breeders with notes like “Wow, do these Galvanize daughters really milk!” or “I am really impressed with the milk and good udders from my 7J1184 News daughters.” Even more enjoyable is seeing daughters of bulls like 7J859 Riley, 7J962 Success and 7J1000 Tbone, that continue to impress with each calving, continuing to validate the value of our Select Sires program.

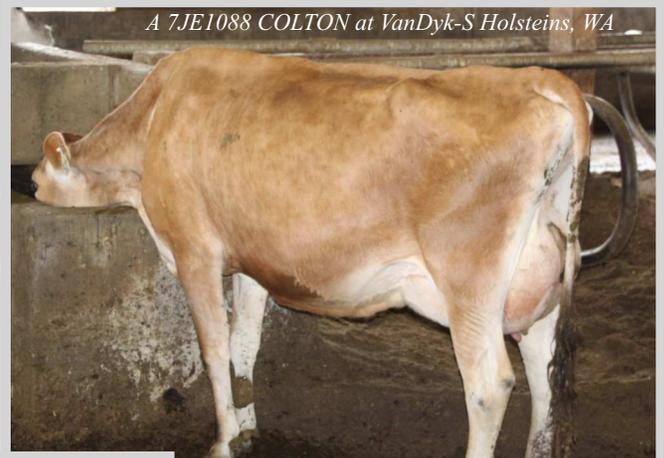
What is most humbling is when we hear comments about the high pregnancy rates

being achieved on farm. The team in Ohio does a tremendous job of producing the highest quality product available in the industry and it is so rewarding to hear about the great conception rates on bulls like 7J1294 Barnabas or 7J5004 Chrome and proven bulls like 7J1036 Pat and 7J1150 Dignitary.

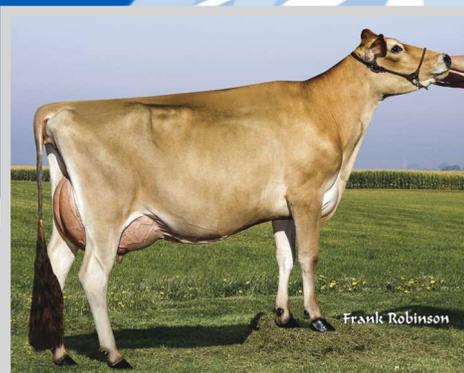
As I stated in the beginning, April proofs are just around the corner and we look forward to the results on April 7th. The list for graduation is unique with bulls that will offer breed leading type, outstanding fitness and capacity for production. There are seven different sire fathers represented in this group of hopefuls. What could make this one of the most exciting graduation days is the potential to tell you that the Select Sires Jersey program will have multiple generations of bulls standing in Ohio! For 50 years Select Sires has been bringing you the best Jersey genetics and Herby and I are diligently working to make sure the next 50 years are even better.



A 7JE1149 DIMENSION at Mainstream Holsteins, Jerseys & Ayrshires, WA



A 7JE1088 COLTON at VanDyk-S Holsteins, WA



Ahlem Dimension Paula
Daughter of 7JE1149 DIMENSION
Ahlem Farms, CA



A 7JE1163 IRWIN at Wilsonview Dairy, OR



Sunny Day Topeka Keylime (VG-82)
Daughter of 7JE1169 TOPEKA
Amanda Stiles Lutz, SC



Holstein Update

By Kevin Jorgensen, Holstein Sire Analyst, Select Sires, Inc.

As we head into the next round of sire summaries, I think it's safe to say the substantial lead in high ranking genomic young sires will continue to turn into exciting progeny proven graduates. This is just a few of the potential grads but based on these few there should be cause for excitement.

1.) Sons of Sully Shottle May (EX-90) May has already made a large stamp on the industry with the amount of semen her sons have sold as well as other proven sons in the industry. However, April will be her day to make an even larger splash in the industry as she could very well have four sons reach active status in one summary.

The first is 7HO11283 Mayfield. He is a Domain from May and will be a great source of milk, pleasing type and above average health and fitness traits. His daughters are impressive with great udders, mobile feet and legs and good substance of bone. However his most impressive traits are in calving ease and sire fertility. He could be the new O-Man with a calving ease of 3.8% with over 8,000 observations and +2.8 SCR with over 17,000 breedings.

Next is the most anticipated son of May, 7HO12477 McCutchen. He has been one of our most successful Super Samplers for total sales but now his daughters are calving and a new round of excitement is emerging. I have seen 20 or 30 daughters throughout the

West and Midwest and his type pattern should be extremely impressive. They are the kind that stop you and ask "what is she?" They are above averaged sized 2-year-olds but milking very well and the early daughters are classifying very well with several VG 2-year-olds already.

Next is the highest GTPI brother at the moment, 7HO11279 Moonboy. He is a Dorcy son of May and although not as high of a production sire, he excels in health and fitness traits for a Dorcy son and his type data is improving as we get more SET data in. Udders are this bull's calling card and they have great attachments and are well above the hocks.

Finally, 7HO11288 Mayor is Moonboy's full brother and he has a legitimate chance of graduating and improve production and type as well.

2.) 7HO11207 Punch

In the genomic era, there will be bulls used as sire fathers that do not come back to active service. While they made sound cows and some of the sons will get progeny, they haven't made the cut. Punch is one of those being a Shadow Boxer son, but his dam is Seagull-Bay O-Man Mirror, making Punch a brother to Robust. I had the chance to see several Punch daughters through the winter and the most impressive group was in California at Ru-Ann. Pat Maddox was very happy with his group. They had really good udders and were moderate sized cows with good strength and great mobility.

3.) 7HO12488 Branson

Branson is one of the early Observer sons and I had a chance to see several in Ohio recently and they were really eye catching with the kind of udders you would expect from an Observer son. His dam is a VG-86 Ramos granddaughter of PR Barbie so great type is in the pedigree.

4.) 7HO11367 Daddy

Daddy is another Observer son that the early daughters are easy to spot in the pens with terrific udders and good production. He is from the well-known Ronelee Outside Dabble (EX-93) and

this might be the most logical cross on Dabble yet. His data may suggest waiting until August but the early daughters are very impressive.

5.) 7HO11118 Brokaw

Brokaw has been known as an elite source for type and his daughters are confirming it. They have the kind of udders one would expect from an Atwood son. Surprisingly, they are not as massive in their frames as maybe we expected but maybe that is a good thing. But they definitely have eye appeal and his heifers will continue to be at the head of a lot of heifer classes at the shows this year.

6.) 7HO11096 Benetar

Benetar is an early Bogart son that hails from a different fork of Goldwyn's maternal line. His dam is a Baxter sister to the Dec. graduate Boulder and then Gen-I-Beq Shottle Bombi (EX-92). He will most likely be a health and fitness specialist as well as a calving ease sire.

7.) 250HO1009 Brewmaster

Hailing from the same maternal line as Benetar, Brewmaster is Garrett brother to Boulder and then Shottle Bombi. Based on the past few months of interim data, Brewmaster will most likely be the new #1 GLPI Sire in Canada. He will be a great cross to Mogul and Planet bloodlines

8.) 7HO11351 Supersire

The last of this group is a bit of a wildcard as to whether he will graduate but he has 26 scored daughters and the daughters we have seen as a sire team have given us a lot of optimism. Supersire could soon follow Mogul as exceeding the expectations that were placed on him. His daughters have tremendous udders with great attachments and yet are milking extremely well. Additionally, they have functional feet and legs and are average to slightly above average in stature.

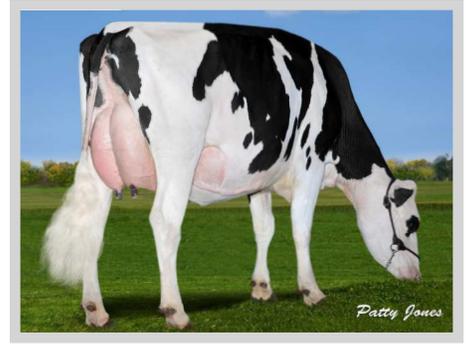
Here are some more pictures of potential new release sires taken by the All-West team during their travels. Great pictures of hard-working cattle...what could be better?



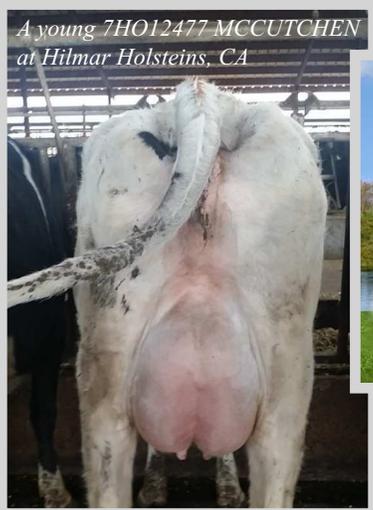
*Whitter-Farms Brokaw Color (VG-87)
Daughter of 7HO11118 BROKAW
Whittier Farms, MA*



*Ladys-Manor Mayf Dodi-ET (VG-86)
Daughter of 7HO11283 MAYFIELD
My Ladys Manor Farm, MD*



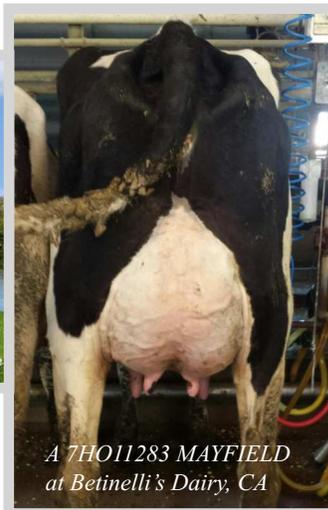
*Clarkridge Brewmaster Muffet
Daughter of 250HO
Clarkridge Holsteins, ON*



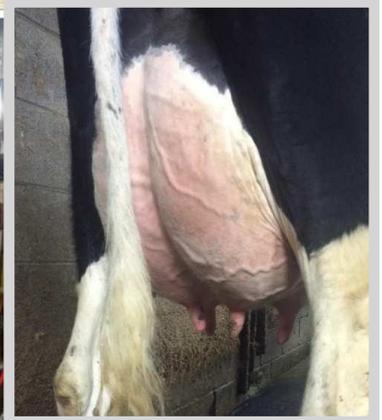
*A young 7HO12477 MCCUTCHEN
at Hilmar Holsteins, CA*



*Walnutlawn McCutchen Summer
(pictured at 2-00) Daughter of
7HO11477 MCCUTCHEN
Walnutlawn Farms Ltd., ON*



*A 7HO11283 MAYFIELD
at Betinelli's Dairy, CA*



*A just fresh 7HO11351 SUPERSIRE
at Cedarwal Farms, BC*

Bill Kennedy Testimonial

The Impact of 1%

One percent doesn't seem like a big deal in some measurements. Going from 98 to 99% on a test is still very near perfect. Getting 19 or 20% off on a tool sale is significant, but not drastic. But improving conception rate or heat detection rate by 1% is not only significant, it can totally change the look of your herd's reproductive health.

We talked with one of Select Reproductive Solutions (SRS) specialists, Bill Van de Graaf of Sunnyside, WA, on what a difference 1% can make.

"I'm going to use some slides from DC 305 to illustrate just how big of a change improving conception rate or heat detection rate can improve pregnancy rates. It's incredible to see it, and if we can work together with our producers to improve just a little in these areas, the resulting output is outstanding."

BREDSUM: 21 day pregnancy risk Wait Period 50

Date	Bc Elig	Bred	Pct	Pg Elig	Preg	Pct	Abort	SPC
5/15/12	551	338	61	539	95	18	14	
6/05/12	505	300	59	498	74	15	16	
6/26/12	503	262	52	495	36	7	12	
7/17/12	562	346	62	553	55	10	17	
8/07/12	642	419	65	634	93	15	25	
8/28/12	712	427	60	701	63	12	20	
9/18/12	792	508	64	784	154	20	32	
10/09/12	784	515	66	764	160	21	28	
10/30/12	750	496	66	745	183	25	39	
11/20/12	683	430	63	675	145	21	28	
12/11/12	678	439	65	663	155	23	35	
1/01/13	693	428	62	680	134	20	7	
1/22/13	668	421	63	650	160	25	28	
2/12/13	600	381	64	582	112	19	13	
3/05/13	604	388	64	585	132	22	17	
3/26/13	590	378	64	580	130	22	8	
4/16/13	550	350	64	0	0	0	0	0 ???? Preg Stat
5/07/13	400	295	74	0	0	0	0	0 ???? Preg Stat
Total	10317	6476	63	10138	1901	19	339	

"In this first slide, I highlighted three consecutive 21-day periods that have the same heat detection rate. Based on this, following are slides to show what the conception rates were for each of those periods."

By Sire from 2/12/13 through 3/4/13

Sire Name	95% CI	%Conc	#Preg	#Open	Other	Abort	Total	%Tot	SPC
7H7004	24-55	38	13	21	1	2	35	8	2.6
7H8165	26-48	36	27	47	5	3	79	18	2.7
7H8190	21-38	29	31	76	6	3	113	26	3.5
7H8221	-	24	4	13	1	0	18	4	4.3
7H9107	19-41	28	17	43	3	1	63	15	3.5
7H9264	19-39	28	21	54	2	4	77	18	3.6
7H9420	11-40	23	7	24	3	2	34	8	4.4
7H11110	-	36	4	7	0	0	11	3	2.8
TOTALS	26-35	30	124	285	21	15	430	100	3.3

By Sire from 2/12/13 through 3/4/13

Sire Name	95% CI	%Conc	#Preg	#Open	Other	Abort	Total	%Tot	SPC
7H7004	24-55	38	13	21	1	2	35	8	2.6
7H8165	26-48	36	27	47	5	3	79	18	2.7
7H8190	21-38	29	31	76	6	3	113	26	3.5
7H8221	-	24	4	13	1	0	18	4	4.3
7H9107	19-41	28	17	43	3	1	63	15	3.5
7H9264	19-39	28	21	54	2	4	77	18	3.6
7H9420	11-40	23	7	24	3	2	34	8	4.4
7H11110	-	36	4	7	0	0	11	3	2.8
TOTALS	26-35	30	124	285	21	15	430	100	3.3

By Sire from 2/12/13 through 3/4/13

Sire Name	95% CI	%Conc	#Preg	#Open	Other	Abort	Total	%Tot	SPC
7H7004	24-55	38	13	21	1	2	35	8	2.6
7H8165	26-48	36	27	47	5	3	79	18	2.7
7H8190	21-38	29	31	76	6	3	113	26	3.5
7H8221	-	24	4	13	1	0	18	4	4.3
7H9107	19-41	28	17	43	3	1	63	15	3.5
7H9264	19-39	28	21	54	2	4	77	18	3.6
7H9420	11-40	23	7	24	3	2	34	8	4.4
7H11110	-	36	4	7	0	0	11	3	2.8
TOTALS	26-35	30	124	285	21	15	430	100	3.3

"To get the preg rate we can multiply the heat detection rate by the conception rate. So for example, in the first period (2/12 through 3/4), it would be 30% conception x 64% heat detection = 19.2% pregnancy rate, while the other pregnancy rates come out to 21.8% and 22.4% respectively. Basically if you improve overall conception by 3%, you will improve your pregnancy rate by 2% if you get over 60% heat detection."

That's all good to know, but how can a producer improve these conception rates and ultimately pregnancy rates? Bill has had success in herds he works with by improving heat detection (chalking cows on a regular basis), providing herd technicians with refresher courses, and of course reducing heat stress on cows, which will be a prominent factor for All-West customers very soon.

"You can see in this slide that the example dairy drops below 20% conception rate during the summer months, so my job is to

By Calendar Month from 4/23/12 through 4/23/13

Month	95% CI	%Conc	#Preg	#Open	Other	Abort	Total	%Tot	SPC
2012 April	26-42	34	43	84	4	5	131	2	3.0
2012 May	25-32	28	171	430	27	31	628	8	3.5
2012 June	21-29	25	107	326	16	24	449	6	4.0
2012 July	11-17	14	59	369	12	19	440	6	7.3
2012 August	16-22	19	135	567	17	37	719	9	5.2
2012 September	22-28	25	173	516	13	44	702	9	4.0
2012 October	30-36	33	248	505	28	40	781	10	3.0
2012 November	32-39	36	274	497	13	55	784	10	2.8
2012 December	31-39	35	226	422	20	53	668	9	2.9
2013 January	30-37	34	252	494	25	33	771	10	3.0
2013 February	28-36	32	173	366	26	22	565	7	3.1
2013 March	30-38	34	203	394	16	23	613	8	2.9
2013 April	33-43	38	146	240	14	5	400	5	2.6
TOTALS	29-31	30	2210	5210	231	391	7651	100	3.4

look at how they handle heat stress and work on improvements there first."

In a Hoard's Dairyman online article, "Boosting preg rates pays multiple dividends," author Jeff Stevenson of Kansas State University states, "The value of each percentage point bump runs about \$66, so moving two points would yield an additional \$132 per cow. As herd pregnancy rate rises, the value of the increase lessens but is still significant in herds with 20% preg rate." He also explained "Payback from improvements in pregnancy rate will take time." Benefits include more milk revenues, more calf revenues and increased value of culls/dairy sales of cows.

Kit Watson who's an All-West technician and ???? knows this all too well. He works with herds in the same east central part of Washington state. (Insert quote here)

Press Release March 12, 2009

BURLINGTON, Washington in the truest sense of a successful cooperative, AllWest/select Sires announces the distribution of patronage for 2008 business profits. On September 15, 2009 All West Co-op members will receive their share of the \$1,404,212 cash being returned in the form of patronage checks. This cash disbursement amounts to 60% of the 2008 profits the remaining 40% is scheduled to be sent to qualifying members on a five year rotation. That will make total patronage returned to members based on their 2008 purchases well over 2.3 million dollars. This is the largest declared patronage distributions in the 68 year history of the cooperative. The second half of the 2003 patronage will be paid on March 15, 2009. When combined with the September payment over 1.8 million dollars will be paid out in cash to members in 2009. This is also a record payout amount. The total patronage returned

for 2008 amounts to well over 13 cents on the dollar returned to member owners of the cooperative. In other words, for every dollar spent on semen with All West in 2007, 13 cents will be returned to the farmer who purchased the semen through the cooperative. The more business they did, the bigger their patronage checks will be. Operating in an extremely efficient manner, the Burlington, Washington cooperative has been able to return huge patronage dividends year after year. Well over 3.6 million dollars have been returned in just the past two years. When combined with All West's industry leading 10% prompt payment discount, producers have come to expect huge discounts and excellent patronage returns from their farmer-owned cooperative. All West/Select Sires began business in 1941 as Skagit County Artificial Breeders and has served customers from Burlington, Washington for the past 68 years. The mission of the Co-op remains

the same today as it was then: 'To provide the livestock industry with superior genetics, products and services through a cooperative association.' To see how you too can share in the profits of the most successful A.T. cooperative in the West, call toll free 1-800-426-2697 or visit us at our website www.allwest-selectsires.com. If your semen supplier is not allowing you to share in the profits, contact All West/Select Sires today!

What do we share (if anything) with the public about how our year was in 2014? Have we ever put anything in print to mail to everyone? I'm looking for what kind of wording can go along with the generalized text

We need to leave space to include photos of Walt and Bill Kennedy – maybe Alan and Don too?





P.O. Box 507, Burlington, WA. 98233
(360) 757-6093 / 1-800-426-2697
www.allwestselectsires.com



I'll Never Be Without It!

Boudewyn DeHoop really likes using BioFresh boluses as a preventative treatment for his cows. Originally operating an organic dairy of over 800 Holsteins and crossbreds, DeHoop used BioFresh if cows were over 200,000 SCC. "I'd give those particular cows two boluses to bring the SCC down closer to our herd average, which was 130,000. As we're transitioning to a conventional Jersey herd, every new cow gets BioFresh and PastePlus as soon as they step off the truck. I will never be without it!"

Boudewyn & Audrey DeHoop, Klamath Falls, OR

