

THE BULLHORN

June 2018

Grazing Experts visit the PNW



Team members from World Wide Sires Ltd. led a group of 25 salespeople from around the world on a week-long grazing tour of the Pacific Northwest in mid-June. According to WWS Marketing Specialist Nisa Gallichio, this tour was designed to show distributors and evaluators who work with Select Sires and Accelerated Genetics that grazing genetics

are thriving in the U.S. "Oregon has a great concentration of grazing herds along the coast, and this was the perfect opportunity to showcase those genetics in a management style well-known to our global distributors. This week was about getting sales



representatives and evaluators together to talk about specific bulls and share ideas on how to further reach all corners of this particular market. We wanted them to see that our genetics work very well in

these kinds of environments." Tour participants came from New Zealand, Australia, the U.K., South America and South Africa.



Proof News

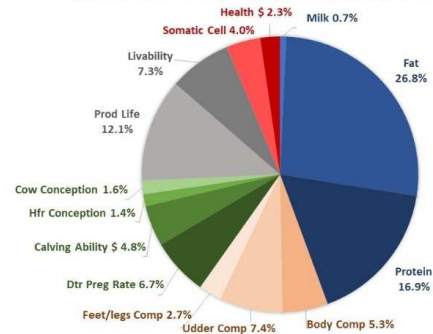
Your questions answered on the new NM\$ formula!

The Net Merit \$ index will be revised for the August 7, 2018, genetic evaluations. Net Merit \$ is updated periodically to include new traits and to reflect current economics. At its 1994 introduction, Net Merit included five traits, and the 2018 update will include 14 traits or sub-indices that combine information from 35 individual traits. The evolution of NM\$ demonstrates the increased research and adoption of new fitness and fertility-related traits.

How are the new CDCB health traits incorporated into NM\$ 2018?

Starting in August for Holsteins, NM\$ and three other CDCB economic indexes will include the six new disease resistance traits. These six traits, launched in April, will be incorporated in NM\$ through the new sub-index, Health Trait \$ (HTH\$), at a relative value of 2.3% for NM\$, 1.9% for Cheese Merit \$, 2.3% for Fluid Merit \$ and 2.1% for Grazing Merit \$. The new Health Trait \$ sub-index will not be published separately.

WEIGHTING OF TRAITS IN 2018 NM\$ (HOLSTEINS)



Will NM\$ change for non-Holstein breeds?

Currently, evaluations for stillbirth and health traits are computed only for Holsteins. Because the incorporation of health traits is the major change in the 2018 NM\$ revision, other breeds should see minimal change in Net Merit \$. The CDCB is committed to increasing the data flow for other breeds to allow disease resistance evaluations and subsequent future updates to NM\$.

How does the 2018 NM\$ correlate to current Net Merit?

The 2018 NM\$ has a correlation of 0.994 for recent Holstein bulls, compared to current NM\$.

Are there changes being made to NM\$ that are not related to the health traits?

Adjustments will be made to the relative economic value for each trait, with economic value defined as the added profit caused when a given trait changes by one unit and all other traits in the index remain constant. The value of milk, fat and protein – as well as feed costs – will also be

updated to reflect current economics.

Where can I go for more details?

A detailed article has been authored by Paul VanRaden and John Cole of AGIL and Kristen Parker Gaddis of CDCB. Read more at <https://aipl.arsusda.gov/reference/nmcalc-2018.htm>. (Source CDCB)

Ground All West

A Cal Poly Celebration -

Many members of the All West team have graduated from Cal Poly in San Luis Obispo, and in fact, we're just welcoming the newest graduating Mustang to the family in



early July as Amber LaSalle joins All West full-time. No matter if our team members are recent graduates, or have a few years in between, they all have a strong loyalty to the college and in particular, to the strong dairy program there. This spring, quite a few All West employees made the trip back to SLO to help with the Cal Poly Classic, including

Allan Hanselman, Rod Paulo, Mackenzie Gomes and Brian Nelson. The sale co-chairman, Caitlin Lopes, also has All West ties as her father, Carlos, is a Delegate on the All West Board. Caitlin provided a great summary for us to share:

The Cal Poly Classic Sale has given us the opportunity to help rebrand Cal Poly dairy science and show everyone that we are going to be the school where the next great industry leaders will come from. Myself and my co-chair Matt Ruby wanted to put this event on to showcase what Cal Poly dairy science has to offer, where we are headed, and how we will impact the industry for future



generations. We wanted to put a sale together that featured a diverse group of animals but was also representative of what we want Cal

Poly Dairy Science to stand for: beautiful cattle with great conformation, extensive pedigrees with show winnings, bloodlines from families that breed true, and impressive genomic numbers for buyers to breed their next generation. We feel that we were truly able encompass this vision! All our hard work paid off with an average over \$4,700, which was highlighted by selling the #1 polled Jersey in the breed, a 507JE1569 AVON KLAY {3}-P daughter, who sold for \$70,000! We also were able to

reach a lot of different platforms selling animals and embryos in six different states and three different



countries! This event meant so much to us because we have deep roots within this program and we care deeply about everyone

involved in Cal Poly Dairy Science. We would like to especially thank Rich Silacci and Dr. Leanne Berning in helping make this event possible. We also could not have done this without the help of our amazing and generous sales staff whom we relied on heavily for advice and expertise. A huge thank you to our amazing student chairs which included: Tony Lopes, Brandon Almeida, Alex Gambonini, Darby Toth, Elise Regusci, Elisabeth Regusci, and Amber LaSalle. We would not have been able to have such a huge success without these students who care about the success of this program like me and Matt. And one final, extremely deserving thank you to the entire team at All-West for their constant support, dedication, and willingness to help the Cal Poly Dairy Science Program!

*On Behalf of the Cal Poly Classic Sales Staff,
Caitlin Lopes*

All West Customers in the News -

Royal Dairy in Central WA was recently featured in an online story of how they turn manure into clean water!

Featured on "Undeniably Dairy" check it out -

<https://www.thrillist.com/eat/seattle/this-amazing-dairy-makes-clean-water-from-manure>

Dairyman Randy Kortus of Mainstream Holsteins, Jerseys & Ayrshires in Lynden, WA, will be honored by the National Dairy Shrine this fall as the Distinguished Dairy Cattle Breeder Award winner. Summer



intern Carly Olufs will also be recognized by the National Dairy Shrine as a Klussendorf Scholarship winner. The NDS Banquet is held during World Dairy Expo, Oct. 2-6 in Madison, WI. Congratulations to both!



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