

$$\square \frac{\text{Rolling \# cows in herd}}{\text{Annual turnover rate}} \times (0. \frac{\text{Annual turnover rate}}{\text{Goal turnover rate}} - 0.25) \times \frac{\text{Avg. cost per cull}}{\text{Annual cost of excess culling}} = \$$$

- UW-SVM Dairy Production Medicine **GOALFORM Version 21:** Ken Nordlund, June 14, 2004

UDDER HEALTH

☐ PRODUCTION LOSSES DUE TO SUBCLINICAL MASTITIS

Lactation No. Group	Avg Head	LS	Production Goal	Loss/Unit	Lbs milk lost per Group	
1st Lactation:	_____	x (_____ - 2.0)	x	220 lb	=	_____
Other Cows:	_____	x (_____ - 2.5)	x	440 lb	=	_____
Total Lbs Lost				x	_____	=
				Milk price per lb		
						\$ _____
						Annual production loss to subclinical mastitis

☐ OPPORTUNITY FROM MILK QUALITY PREMIUMS

Maximum SCC premium from your milk plant: \$ 0. _____ per cwt (at 150,000 SCC)

Average quality premium received last year: \$ 0. _____ per cwt (avg SCC past year = _____)

Potential premium difference: \$ 0. _____ per cwt

_____ x _____ x _____ / 100 = _____
 Rolling Herd Average Milk Rolling #. Cows Pot. Premium. Diff per cwt Annual premium opportunity

☐ LOSSES FROM ACUTE MASTITIS:

_____	-	_____	x	\$107	=	\$ _____
Estimated # of mastitis cases/year		Target # of cases / yr (15% of R# cows)				Annual loss to clinical cases

The average mastitis flareup will cost \$107, as a combination of \$12 in medication, \$90 in discarded and decreased milk, \$2 in veterinary cost, and \$3 in labor. (Hoblet, NMC 1991)

GENETICS

☐ LOSSES DUE TO SEMEN SELECTION RELATIVE TO TOP HERDS

Lactation Group	>30,000 NM\$	Your herd	NM\$ Difference.	No. Identified Cows	
First Lact. Cows	271	- (_____)	= (_____)	x (_____)	= _____
2 nd Lact. Cows	226	- (_____)	= (_____)	x (_____)	= _____
Later Lact. Cows	211	- (_____)	= (_____)	x (_____)	= _____
					Total =
					\$ _____
					Annual NM\$ losses

☐ LOSSES DUE TO HERD BULLS OR UNIDENTIFIED SIRES

Lactation Group	Total cows in Group	No. Identified	No. not Identified	Genetic Loss (Cassell, 1990)	
First Lact. Cows	(_____)	- (_____)	= (_____)	x \$134	= _____
2 nd Lact. Cows	(_____)	- (_____)	= (_____)	x \$134	= _____
Later Lact. Cows	(_____)	- (_____)	= (_____)	x \$134	= _____
					Total =
					\$ _____
					Annual non-AI losses

REPRODUCTION: Average Days in Milk (Lactating Cows ONLY)

Reproduction problems result in cows having extended lactations. The herd average days in milk is very reflective of long term reproductive status of the herd.

1 _____
2 _____
3 _____
4 _____
5 _____
6 _____
7 _____
8 _____
9 _____
10 _____
11 _____
12 _____

Because average days in milk is highly variable in seasonally calving herds, a Rolling Average Days-In-Milk should be calculated by averaging the herd average days in milk over the previous 12 months.

Sum above and divide by 12 = _____
Rolling ADIM

❑ MILK SALES LOST DUE TO MILKING LATER AND LOWER IN LACTATION CURVE

(_____ - 160) x _____ x 0.17 x \$ _____ / lb x 365 days x 0.89 = \$ _____
Rolling ADIM days Rolling # Cows lb/day* Milk price %DIM Annual loss to long DIM
* Western Regional Ext. Pub. 0067

❑ PRODUCTION LOSS DUE TO LONG DRY PERIODS

(_____ - 55) x _____ x \$3.00/day * = \$ _____
Avg Days Dry days # 2(+) lact cows Annual loss to long dry days

NUTRITION: ECONOMIC IMPACT OF PEAK MILK

Calculate a weighted average peak milk of 2nd and 3+ Cows: No Cows Avg Peak Product

2nd _____
3+ _____
Total _____

Total Product _____ / Total # cows _____ = Wtg Avg Peak _____

RHA milk Lbs	Avg Peak, 1 st Lact	Your Avg Peak, 1 st Lact Peaks	Your Mature cows 2+ peaks
30,000	93	_____	128
29,000	92	_____	124
28,000	90	_____	121
27,000	87	_____	117
26,000	85	_____	113
(Circle RHA closest to your herd avg)	25,000	82	110
	24,000	80	106
	23,000	77	103
	22,000	75	99
	21,000	72	95
	20,000	70	92
	19,000	67	88
	18,000	65	85
	17,000	62	81

(AgSource, regression of Dec 2001 data)

Goal increase from current peak Milk price/lb

No cows

1st Lact _____ x _____ x 390 lb / lact x _____ = _____

2(+) Lact _____ x _____ x 280lb / lact x _____ = _____

Preliminary Total = _____

(To avoid double counting factors that increase peak milk, subtract \$ amounts from other areas that would increase peak milk. If increased peak goals were stated for only 1st or older cows, subtract amounts from other categories designated to that parity group only.)

❑ _____ (-) _____ (-) _____ (-) _____ = \$ _____
Preliminary peak \$ Heifer size Losses Genetic losses SCC Linear Score Losses Annual \$ from increased peaks

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Goal Form Summary for Herd:

Date:

Item	Goal-form categories related to increased milk production	Categories related to cost control or price, but not production
Replacements		
Excess calf mortality		
Age at first calving		
Size at first calving		
Culling		
Excess cull rate		
Mastitis		
Subclinical mastitis		
SCC Premiums		
Excess clinical cases	(80%)	(20%)
Genetics		
PTA\$ relative to top herds		
PTA\$ from unidentified sires		
Reproduction		
High rolling days-in-milk		
Excess days dry	(50%)	(50%)
Nutrition		
Peak milk opportunities		
Total		

Check:

$$\frac{\text{Production \$ increase}}{\text{Milk price per lb}} \div \frac{\text{No. of cows}}{\text{Increase per cow per yr}} =$$

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AREAS FOR ATTENTION

MANAGEMENT GOALS

1.

2.

3.

4.

PLANS / NEXT STEP
