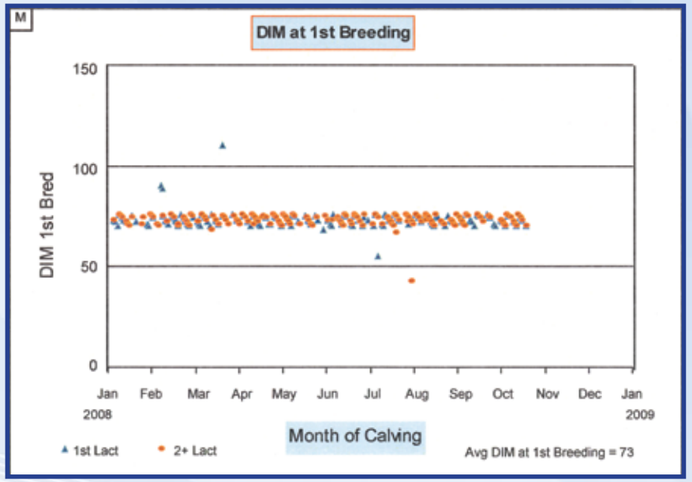
Block M DIM at 1st Breeding

If a herd's Block L Service Rate is not meeting expectations, pay special attention to the graph in Block M. The goal is to have all cows bred in a tight range of days in milk after calving. The example herd is using a very aggressive synchronized breeding program. Also included is the average DIM at 1st breeding. Ideally, this should be within ten days of the calculated VWP from Block I.



Genetics

Block K Genetic Value of Sires

Information that allows members to evaluate genetic transmitting ability in five key areas of current herd sires can be found in this box. These areas include Daughter Pregnancy Rate (DPR), Somatic Cell Count (SCS), Productive Life, Net Merit $, and Cheese Merit$.

Inventory

Block N Calving – Past 12 Months

Quickly spot dangerous trends in calving management with Block N information. Differences in percent of live births and deaths in different lactation groups as well as differences in live births and deaths based on the calf's gender are worthy of further investigation. The breakdown in numbers of female versus male calves born in the last year is also shown. Dead calves are counted in this block only if they are born dead or die within 48 hours of birth.

Block O Cows Leaving the Herd – Past 12 Months

High turnover or very low herd turnover can be expensive. This table identifies if less heifers and cows are entering the herd than are leaving. A user can also track why cows are leaving and see which lactation groups have the highest turnover. This calculation includes cows that entered and left over the past 365 days. The Average Cow Count at the bottom is used in all the calculations. The lactation breakdowns will not equal those in Block E which are for the current test day only.

Block P Herd Inventory – Next 6 Months

Users can maximize their facility size by utilizing the herd inventory information in Block P. This data can help determine if surplus cows are available to sell, if additional cattle need to be purchased to keep the facility full or if projected calving will exceed calf housing capacity in the next six months. Start with the number of Milking Cows at the start of the month displayed in the upper left hand corner of the box + Calving Cows – Cows to Dry + Calving Heifers – 1/12 of the Cows that left in the past year = Milking Cows at the top of the next column to the right (approximately). Inventory calculations are based on confirmed pregnancies along with the herd's historic dry period length.

N Calving - Past 12 Months

Lact	Male			Female		
	Pct Live	Num Live	Num Dead	Pct Live	Num Live	Num Dead
1st	88	245	35	91	546	54
2nd	94	314	21	96	274	10
3+	96	473	18	96	418	17
All	93	1032	75	94	1236	81

O Cows Leaving The Herd - Past 12 Months

Lact	Entered		Left		Reason - Percent							
	Num	Pct	Num	Pct	Dairy	Low Prod	Repro	Injr/Sick	Mastitis	Died	Feet/Legs	Dispo
1st	884	105	106	13	0.2	0.5	4.4	2.3	2.6	2.6		
2nd			130	24		1.1	7.6	4.4	5.7	5.2		
3+			407	55		1.3	7.5	16.3	12.5	17.1		
All	884	42	643	30	0.1	0.9	8.3	7.7	6.9	8.3		

Avg Cow Count : 1st Lact = 843 2nd Lact = 543 3+ Lact = 743 All = 2129

P Projected Herd Inventory - Next 6 Months

Month	Sep	Oct	Nov	Dec	Jan	Feb
Milking Cows	1951	1957	1938	1986	1989	1820
Dry Cows	307	321	360	325	332	506
Calving Cows	116	134	152	153	117	155
Cows to Dry	132	175	119	162	293	481
Calving Hfrs	73	73	65	64	58	55

Be sure to visit www.AgSource.com for more information about the Herd Summary!

Compare your Herd Summary numbers to similar AgSource herds at: http://agsource.crinet.com/forms/BenchmarksOrderForm.php

AgSource Cooperative Services

A subsidiary of Cooperative Resources International

135 Enterprise Drive, P.O. Box 930230

Verona, WI 53593

Phone: (608) 845-1900 • Fax: (608) 845-1999

E-mail: info@agsource.com • www.agsource.com

Using AgSource's

Herd Summary

A Test Day Average Production / Rolling Herd Averages

Test Date	Cows Total	Cows Milk	Milking Cows Only DIM	%Last	MLM	Milk	% Fat	% Pro	SCC	MUN	Entire Herd Cd	Cows	LDIM	Milk	%Fat	Fat	%Pro	Pro	Chs Yld
Avgs	272	235	206	88	87	81.0	3.86	2.99	318										
02 18	264	229	201	91	88	84.2	3.60	2.97	292		3	273	320	25840	3.87	999	2.99	774	2639
01 21	270	259	200	95	88	84.6	3.68	2.94	382		3	274	320	25522	3.88	991	3.00	765	2608
12 17	277	251	188	89	88	83.6	3.87	3.07	279		3	275	318	25087	3.89	977	3.00	752	2564
11 19	273	226	181	83	88	83.3	4.10	3.10	291		3	275	317	24783	3.90	966	2.99	742	2530
10 15	276	217	189	84	84	78.6	4.04	3.08	360		3	275	318	24715	3.89	961	2.99	740	2523
09 17	279	234	199	86	85	78.9	4.00	2.94	389		3	274	319	24605	3.87	953	3.00	739	2520
08 14	272	231	228	86	92	81.9	3.92	2.98	355		3	273	319	24399	3.87	944	3.01	734	2503
07 14	276	239	226	86	91	85.0	3.69	2.93	345		3	273	319	24137	3.87	934	3.01	726	2475
06 18	276	238	220	87	88	82.3	3.74	2.98	304		3	272	319	23941	3.86	924	3.01	720	2455
05 20	274	231	212	88	92	86.1	3.73	2.96	311		3	272	319	23836	3.84	914	3.01	718	2439
04 16	270	235	212	88	89	77.5	4.02	2.88	230		3	272	319	23824	3.79	904	3.02	719	2424
03 19	267	228	213	90	83	74.8	3.78	2.97	303		3	272	320	23873	3.78	902	3.02	722	2426
02 21	267	238	207	89	80	72.0	3.97	3.03	289		3	272	319	23880	3.78	902	3.03	723	2427

AgSource's Herd Summary is a powerful management tool that concisely profiles a dairy's herd information. The report is color coded, makes liberal use of graphics and combines information strategically to make needed management changes more obvious. The whole report is organized into four categories: *• Milk Production • Reproduction • Genetics • Inventory*

Milk Production

Block A Test Day Average Production and Rolling Herd Averages

Assessing short term and long term trends is easy using this box on the Herd Summary. Information from the previous 12 tests is presented with the current test highlighted in orange. If you want to evaluate a herd's long term performance, look at the Rolling Herd Averages section. To determine if the herd is performing better this month than last month or twelve months ago, look at the Test Day Average Production section.

Management Level Milk, MLM, is a valuable tool for comparing how a herd is performing from one month to the next because it standardizes all cows with less than 305 Days in Milk (DIM) to 4.0% fat, 3.3% protein, second lactation and 150 DIM. Milk is simply the average daily production of all tested cows. DIM is the average days in milk for all milking cows on the test day. A 13 month calving interval with a 50 day dry period, generally equates to around 170 DIM. Average lactation lengths over 200 DIM are especially profit draining. The top row highlights the averages in each category for the herd tests over the past 365 days. Measure annual progress by comparing the most recent test day with the same one from a year earlier, usually found in the bottom line of this table.

Block C Milk Shipped

An important accuracy check is the comparison of DHI milk weights on test day divided by the amount of milk sold that day measured by the bulk tank or tanker weight. To be considered "in range", DHI weights need to be 96-110% of the bulk tank weight.

C Milk Shipped

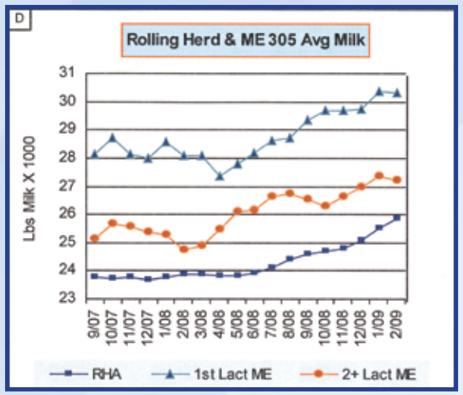
Bulk Tank	70670
DHI Weight	76460
% of Bulk Tank	108
Prev Mo Bulk %	100
4 Mo Avg Bulk %	100
Milking Freq	3

E Cows Currently in the Herd - Averages

Lact Group	Cow Lacts	305 Day ME Lactation Avg Milk	Fat	Pro	Age Mos	Peak Milk	MUN	Early (1 - 100 Days) Num	Milk	%Last	Mid (101 - 240 Days) Num	Milk	%Last	Late (241 + Days) Num	Milk	%Last
1st Lact	97	30302	1126	870	25.2	90	0.0	15	87.1	100	38	84.1	95	30	71.2	94
2nd Lact	67	28310	1083	828	40.4	110	0.0	18	104.6	104	23	87.1	94	19	69.0	86
3+ Lact	99	26493	1016	776	69.3	113	0.0	23	99.4	111	37	92.9	94	26	66.6	89
All	263	28361	1074	824	45.7	104	0.0	56	97.8	106	98	88.1	95	75	69.0	90
Breed Average		24261	894	720	46.0	91			82.5	107		72.7	97		54.6	91

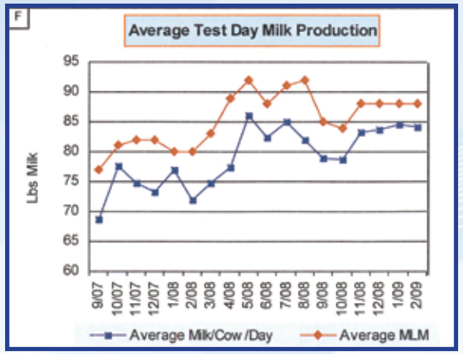
Block E Cows Currently in the Herd – Averages

A detailed breakdown of ME 305 Day Lactation Averages enables users to compare production levels of different age groups on a level playing field. Pay attention to persistency values when one or more groups are significantly below the other groups. Details on average age at first calving and the herd's average age are also in this block.



Block D Rolling Herd & ME 305 Avg. Milk Lbs

This graph shows progress over the past 18 test days. Mature Equivalent 305 Day Lactation Averages (ME 305) adjust all cows to the same age, season of calving and lactation length. Typically, expect to see first lactation cows having a 500-600 pound advantage in ME 305 levels compared to older cows due to improved genetics. Radically different variations indicate an opportunity area for management improvement. For example, if heifers are out-producing older cows by 2,000 pounds, use AgSource's Fresh Cow Summary to pinpoint problem areas in older cow management. Always expect ME 305 Lactation Averages to be higher than Rolling Herd Averages (RHA). This is due to the Mature Equivalent adjustment to actual milk production and lactation averages that do not include dry periods which are included in RHAs.



Block F Average Test Day Milk Production

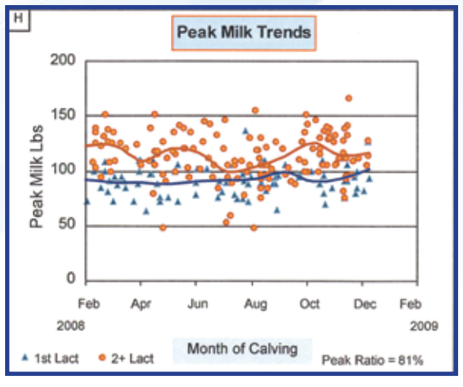
Data from Block A is graphed, as well as information from an extra six test days. Look for seasonality issues. A herd that dropped dramatically two years in a row in early September may do the same thing next September unless management changes are made. Average Milk/Cow/Day and MLM are the most responsive production measures on the Herd Summary, so expect to see the most month to month variation here. ME 305 lactation averages are the next most responsive with RHAs having the most lag time and showing the least variation. Both ME305 lactation averages and RHAs are graphed in Block D.

Block G Test Day Fat & Protein

Eighteen months of fat and protein data are plotted. Expect percent butterfat to display more variation than percent protein.

Block H Peak Milk Trends

Watch the two trend lines in this graph. Ideally, both will rise each month. Each first lactation cow is a blue triangle. Older cows are orange circles. The graph does not denote when in the lactation cows hit their peaks. The management benefit from using this graph is determining if cows are hitting higher peaks now or months earlier and comparing heifer and older cow peak ratios.



Peak milk production for each cow is her highest production in her first 100 DIM. Cows are not represented on the graph until they are at least 50 DIM. However, if a cow peaks at less than 50 DIM, her early peak is used. The X axis illustrates month of calving. Trend lines illustrate if current peaks are higher or lower, or if the herd has seasonal issues. The Peak Ratio = First lactation peak milk pounds divided by Second and greater lactation cows peak milk production.

The Peak Ratio's range should be 74% to 78%. If it is over 80%, this is an indication of fresh cow management problems. Use AgSource's Fresh Cow Summary to provide a more definitive answer. If the percentage is below 72%, this is an indicator of underperforming heifers.

Reproduction & Genetics

Block I General Reproductive Info

Basic reproductive information, such as Calving Interval, Dry Period Lengths, Conception Rates and Voluntary Waiting Period (VWP) can all be found in Block I. To take full advantage of this powerful management tool, all Breeding Dates and Pregnancy Confirmations must be recorded and provided to the DHI Field Technician.

Calving Int, Proj represents the average number of months between the most recent calving date and the expected due date for all pregnant cows in the herd. Calv Int, Hist represents the herd's historical calving interval and includes cows presently in the herd plus those that left the herd in the past twelve months. SPC, PG is the services per conception of all pregnant cows in the herd and those that left since the previous test day.

I — General Reproductive Info

Calv Int, Proj	Calv Int, Hist	Days Open, PG	SPC, PG
14	13.4	146	2

Repeat Breeding Analysis	3 - 17 Days	18 - 24 Days
% Total Repeats	5	16
Conception Rate %	27	24

Conception Rates:	Heifers	1st Lact	2nd Lact	3+ Lact
	59	49	48	42

Days Dry				VWP	
Avg	0 - 39	40 - 70	> 70	Calculated	Stated
67	1%	78%	22%	73	

The Average Dry Period Length for all cows currently in the herd is displayed. For many producers, the distribution of cows with short dry periods under 39 days and long ones of 70 or more days is a better troubleshooting tool than the Average Dry Period Length.

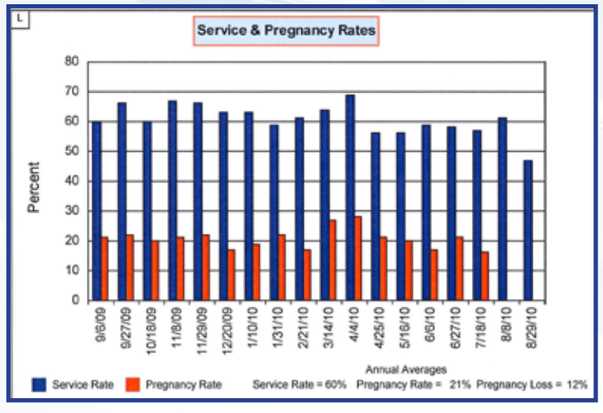
The VWP is the number of days between a cow's most recent calving date and when she is bred the first time. AgSource's Calculated VWP is the 95th percentile of the DIM of first breedings for all cows bred in the last 14 months. The Calculated VWP ignores the 5% of cows with the shortest intervals between calving and their first breeding. A Stated VWP can be provided to your DHI Field Technician.

Block J Service & Pregnancy Rate by Cycle

Block J provides an analysis of early to mid lactation breeding performance of animals currently in the herd. The data for Cycle 1 under "21 Day Cycle" is made up of breeding performance information on all cows in the herd on their first 21 day breeding cycle after their Calculated VWP. Cycle 2 is the second 21 day cycle after their Calculated VWP and so on through Cycle 6. Service Rate or Svc Rate%, equals Cows that were bred in this cycle divided by the number of cows eligible to be bred. Preg Rate % equals the number of cows that became pregnant in this cycle divided by the number of cows that were eligible to become pregnant. For a herd on a tight synchronization program, Cycle 1 Service Rates should be over 90% and Pregnancy Rates in the 30% range. Cycle 2 will have Service Rates in the 15-25% range with low Pregnancy Rates. Cycle 3 will have Service Rates in the 70% range with Pregnancy Rates in the 20% range. This cyclical trend will continue for the other three cycles.

J — Service & Pregnancy Rate By Cycle

21 Day Cycle	Bred Elig	Bred	Svc Rate %	Preg Elig	Preg	Preg Rate %	Preg Loss %
1	663	622	94	553	178	32	13
2	425	118	28	337	40	12	13
3	339	227	67	280	54	19	13
4	261	105	40	223	25	11	12
5	213	118	55	191	37	19	8
6	160	85	53	140	25	18	12



Block L Service and Pregnancy Rates over Time

The 21 Day Pregnancy Rate is the industry standard for measuring a herd's reproductive performance. In the graph, the 21 Day Pregnancy Rate is illustrated by the orange bars, and is the number of cows that became pregnant divided by the number of cows who were eligible to become pregnant in that period. The most important factor in getting a high Pregnancy Rate is getting semen into cows (getting cows bred). Service Rate measures a herd owner's success in this management area and is represented by the blue bars in the graph. The Service Rate is the number of eligible cows that were bred divided by the number of cows eligible to be bred in each 21 day period.

A year's worth of data is provided in Block L in 21 day increments or cycles. The most recent cycles are on the right, the most distant on the left. The graph starts with the current test day and the first cycle also includes the 20 previous days. Depending on how many days post breeding before pregnancy checks are done, the first two cycles may include only one column, representing the Service Rate.

The AgSource Pregnancy Rate includes cows that left the herd in the past year and cows that are no longer being bred, but are still in the herd. Consequently, it is often lower than Pregnancy Rates calculated by some dairy herd management software. Because these cows are included, AgSource members have apples to apples comparisons of current Pregnancy Rates with those from months ago on the left side of the graph.

Pregnancy Loss is not illustrated in the graph; however an annual value is displayed at the bottom. Pregnancy Loss is expressed as a percent and includes cows confirmed pregnant that before the theoretical end of their gestation were either rebred or recorded as open to AgSource.

Annual goals are:
Pregnancy Rate > 20%
Service Rate >70%
Pregnancy Loss <10%