



September 12-13, 2011

Vancouver, BC

Vancouver

- Established in 1867
- Home to 2,300,000 people
- Home of 2010 Winter Olympics
- 3rd largest Canadian city
- 3rd largest film production city in North America (*after LA and NY*)
- 3rd best city in the world to live (*Economist magazine – after Melbourne and Vienna*)

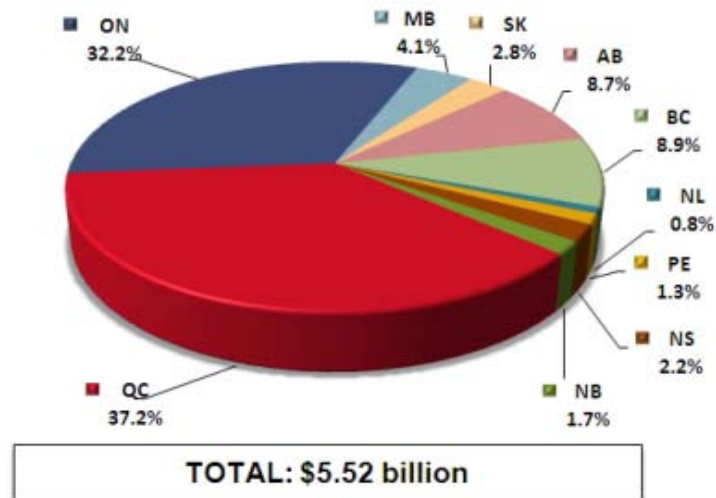


Canadian Farming Sector

Agri-business accounts for 9% of National GDP.

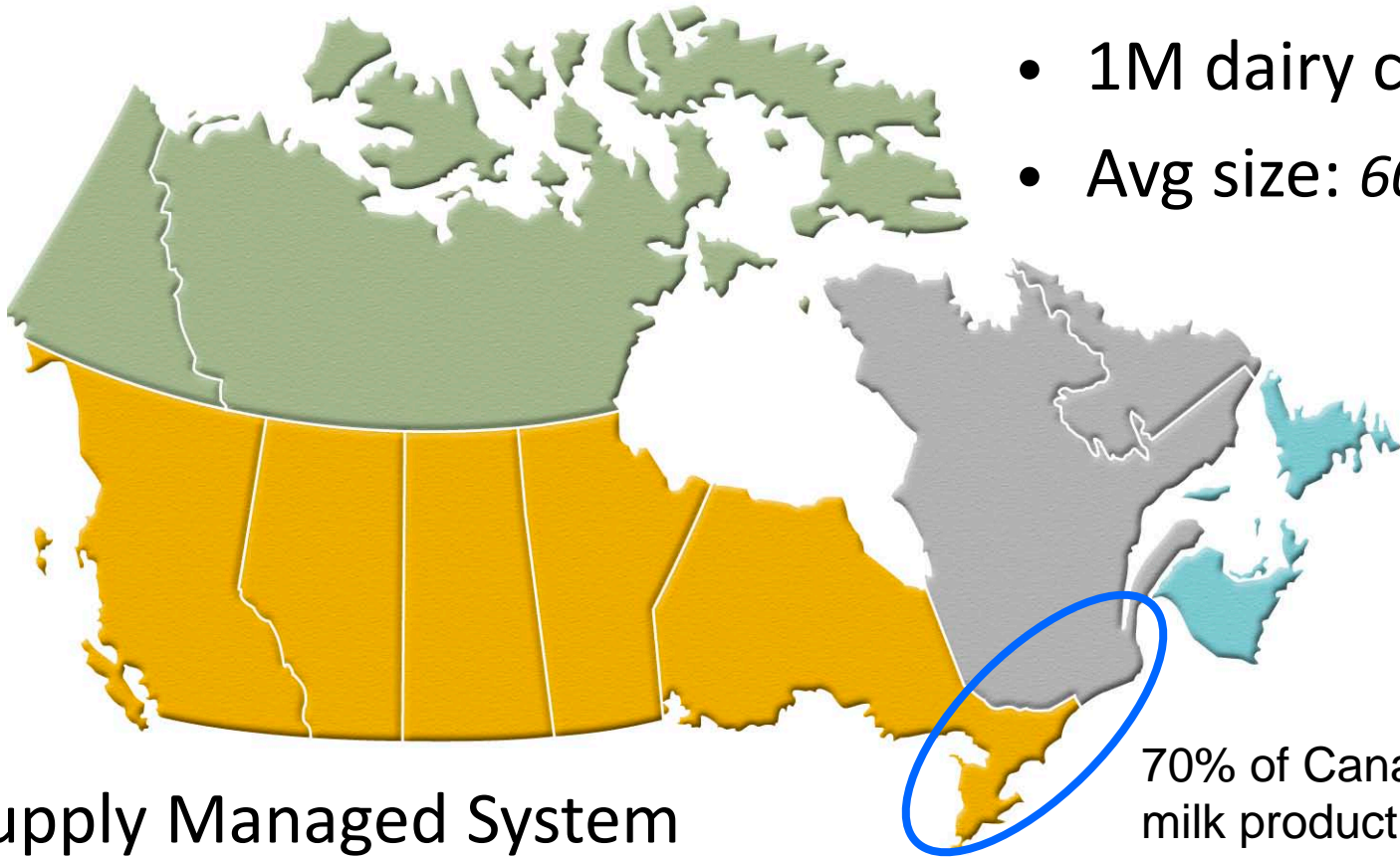
Sector size by gross receipts:

1. *Crops*
2. *Livestock*
3. *Dairy (\$5.5 Billion)*



Canadian Dairy Industry

- 12,800 dairy farms
- 1M dairy cows
- Avg size: *60-155 cows*



Supply Managed System

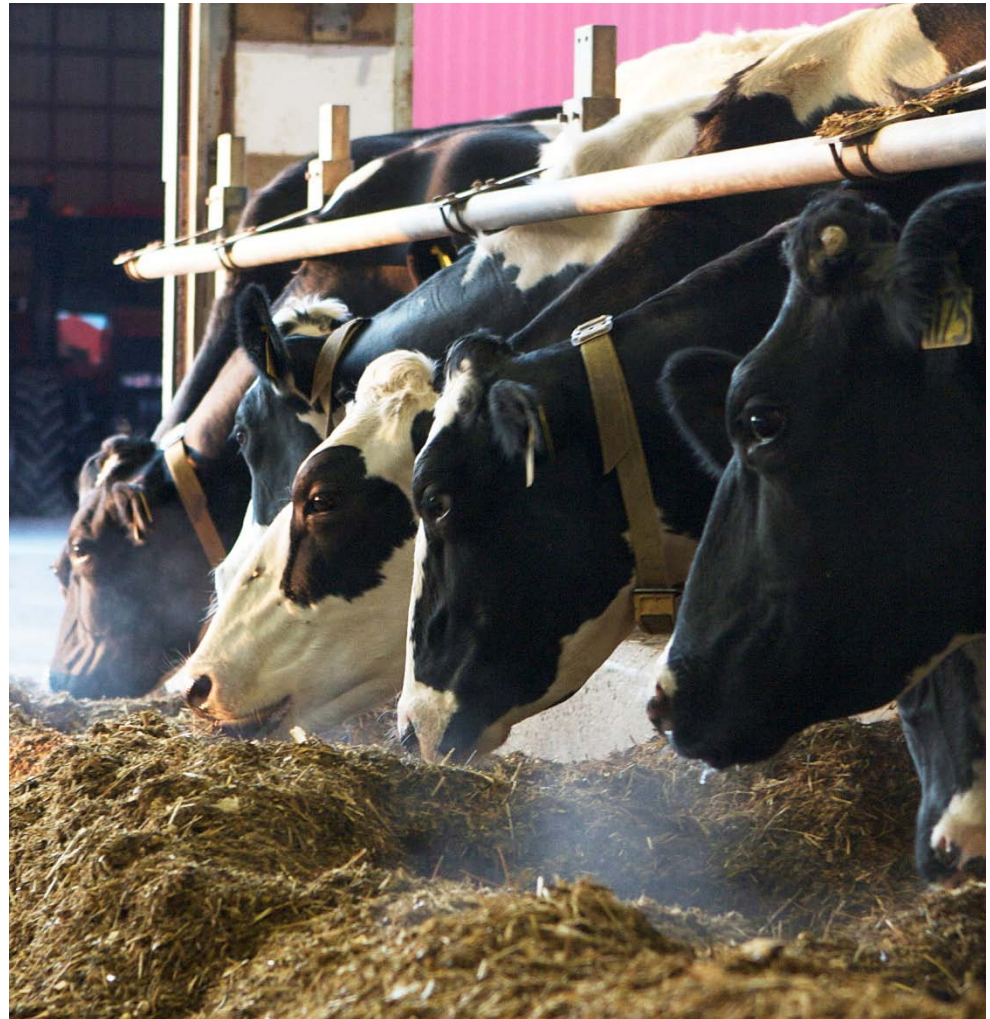
- *Quota market value: \$22-35K/cow*
- *Quota assets of customers: \$18B*

DHI in Canada

- Two DHI agencies:
CanWest and Valacta



- Service 9,800 herds
- Single national record processing center



DHI in Canada



DHI Statistics

- 9,800 DHI herds (*~75% enrolment*)
- 710,000 DHI Cows
- 91% Holstein
- Average milk production: 8,500 kg / 18,700 lbs
- Herd Demographics:
 - *Herd sizes – 56 -155 cows*
 - *% Milking Parlour: 25 – 90%*
 - *% Herds >50 cows: 50 – 95%*

DHI in British Columbia

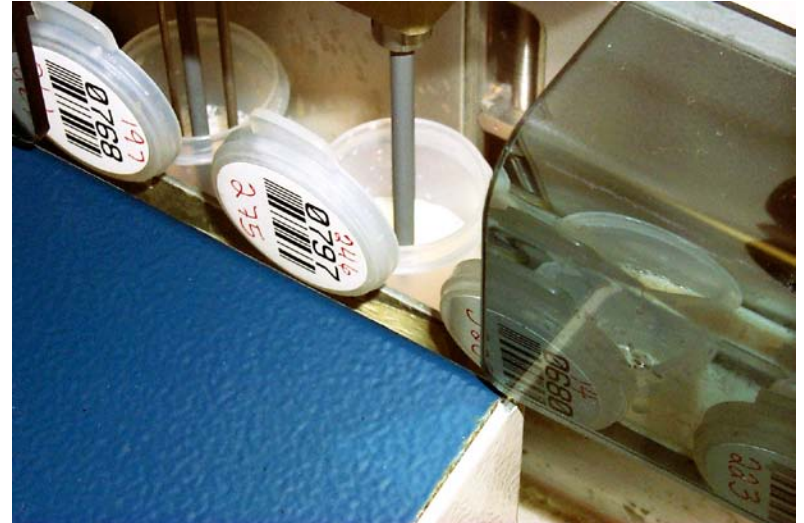
- 309 herds
- 45,000 cows (146/herd)
- 2nd largest herd size
- Top production in Canada (9,600 kg /21,200 lbs)
- Lowest SCC in Canada



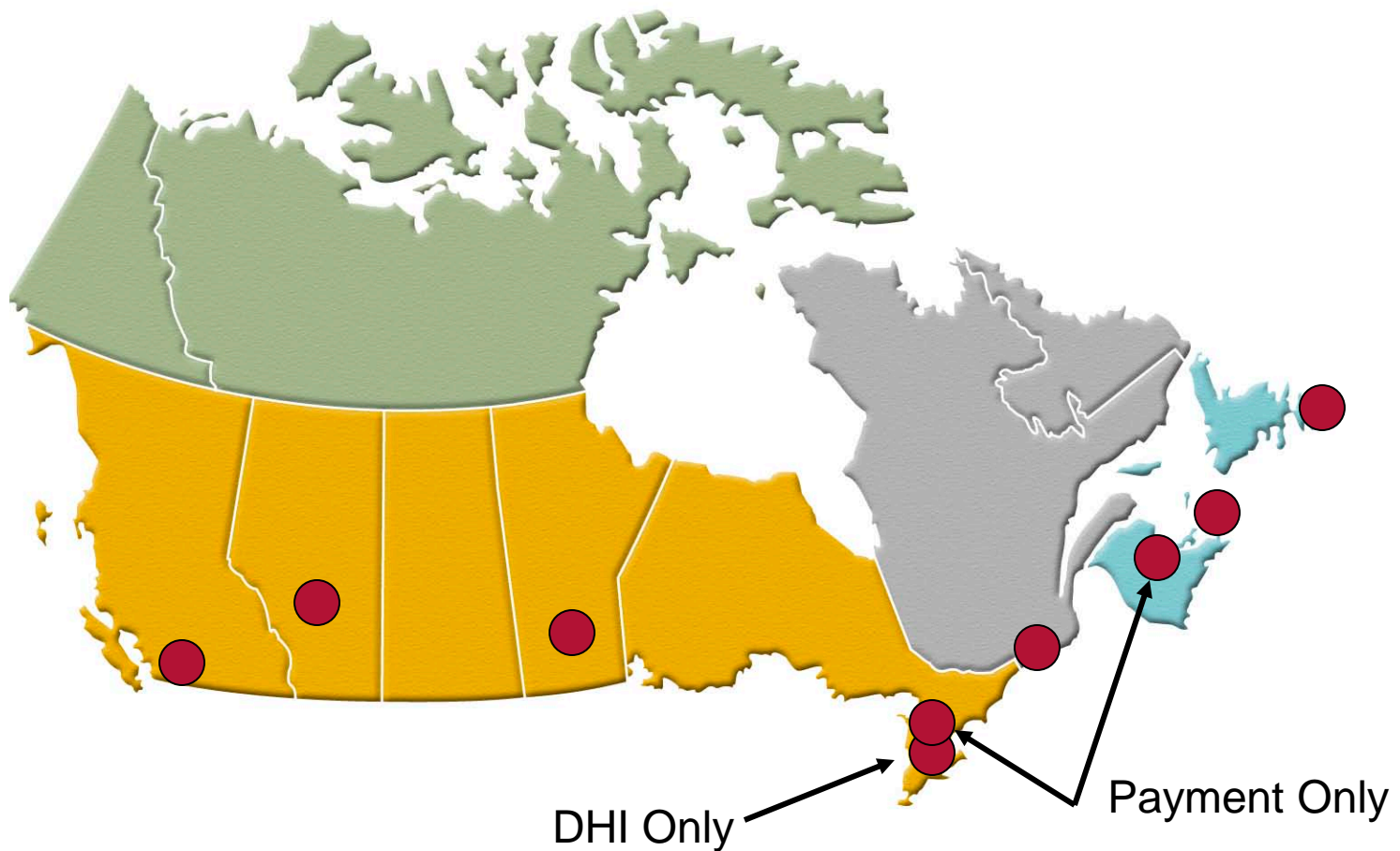
Milk Analysis Labs

9 Milk Labs in Canada

- DHI & Payment - 6
- Payment – 2
- DHI – 1
- No Lab – Sask, Nova Scotia



Canadian Milk Analysis Labs



DHI Lab Analytical Services

- **Payment and Quality**
 - Fat, protein, lactose, SNF, FPE
 - Bacteria, inhibitors (*plates and quick tests*)
- **Health and Disease** (*ELISA, PCR, IR*)
 - Johne's, Leukosis, mastitis, BVD, acetone
- **Other**
 - Calibrations, iodine
 - Forage



Canadian DHI Labs

Samples per year

- Valacta (Quebec) – 3M
- CanWest (Ontario) – 1.9M
- CanWest (Alberta) – 600K
- CanWest (BC) – 400K
- Valacta (Atlantic) – 300K
- Manitoba – 180K



Future Challenges

Size and Geography

- *stable cow numbers*
- *decreasing herd numbers*



On-farm technologies

- *Afi-lab*
- *Herd Navigator*
- *Robots*

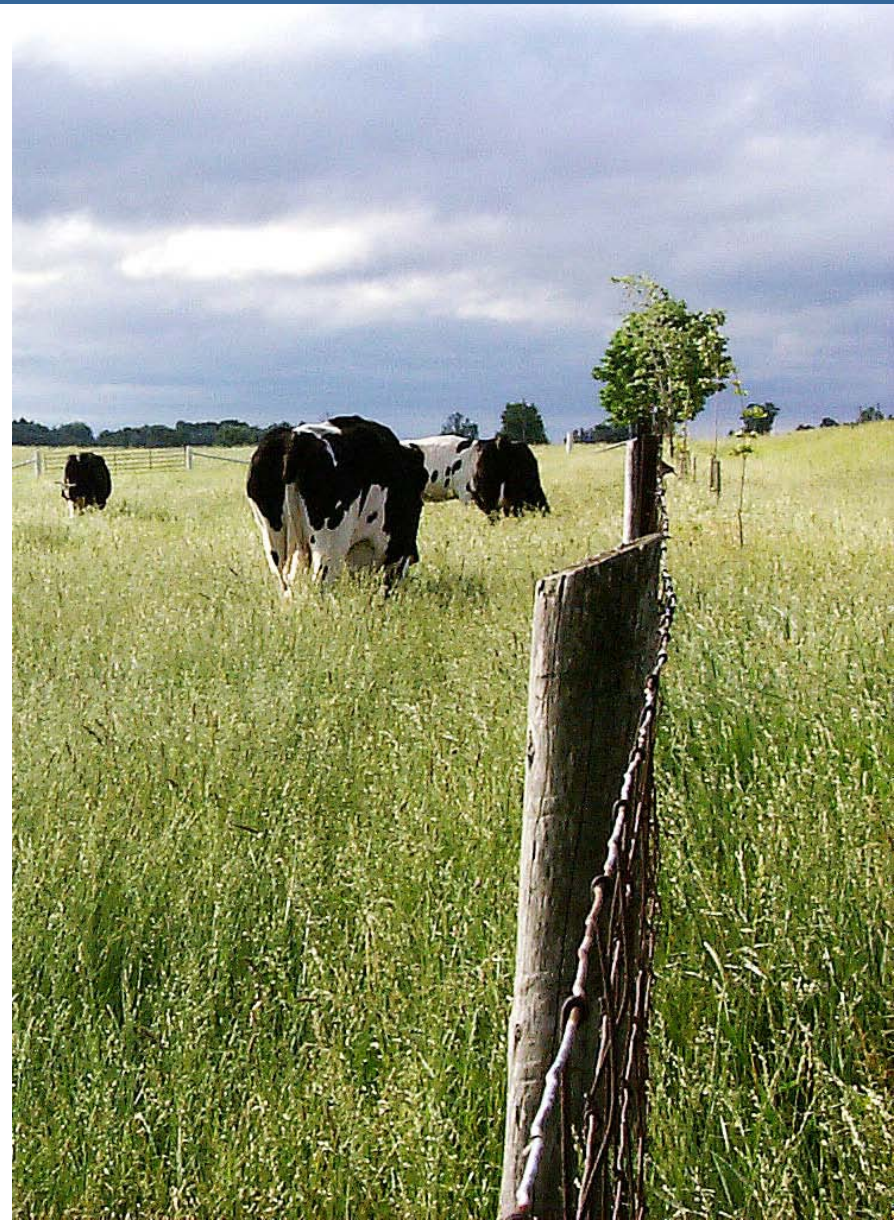
Future Opportunities

New Service Options

- *Acetone (ketosis)*
- *Fatty acid profiles*
- *Disease tests*
- *Animal health tests*
- *Food safety*
- *On-farm calibrations*

New Technologies

- *Improved accuracy*
- *Improved speed*
- *Improved efficiency*



North American Lab Managers Association

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