

Dan and Sharon Rossiter



- ✦ 700 Cows
- ✦ 690 Heifers
- ✦ Grow all own forages
- ✦ AFImilk system for records
 - daily milk weights
 - heat detection by activity



✦ Hutches... most to be moved into new barn in background



All baby calves get:

- ✦ 20/20 Milk Replacer w/ 400/200 Oxytet/neomycin plus biomos
- ✦ 21% pellet with rumensin

Electronic Scale with Double Gate Cage for Weighing Calves





- ✦ Weaned at 42 days (with 1 day of diluted powder) then moved next day
- ✦ Stay here 2 weeks
- ✦ Retro-fitted stanchion barn



- ✦ Blue buckets have water
- ✦ Other has milky water for one week .
- ✦ Very soft hay
- ✦ 21.5% pellet

- ✦ New barn for hutches and weaned calves
- ✦ (Calves and calf man get buried with snow!)





✦ Inside New Barn

✦ Ventilation "Chimney" inside New Barn





✦ New Barn, 1st Calves!

Trying Fabric →



✦ New Barn

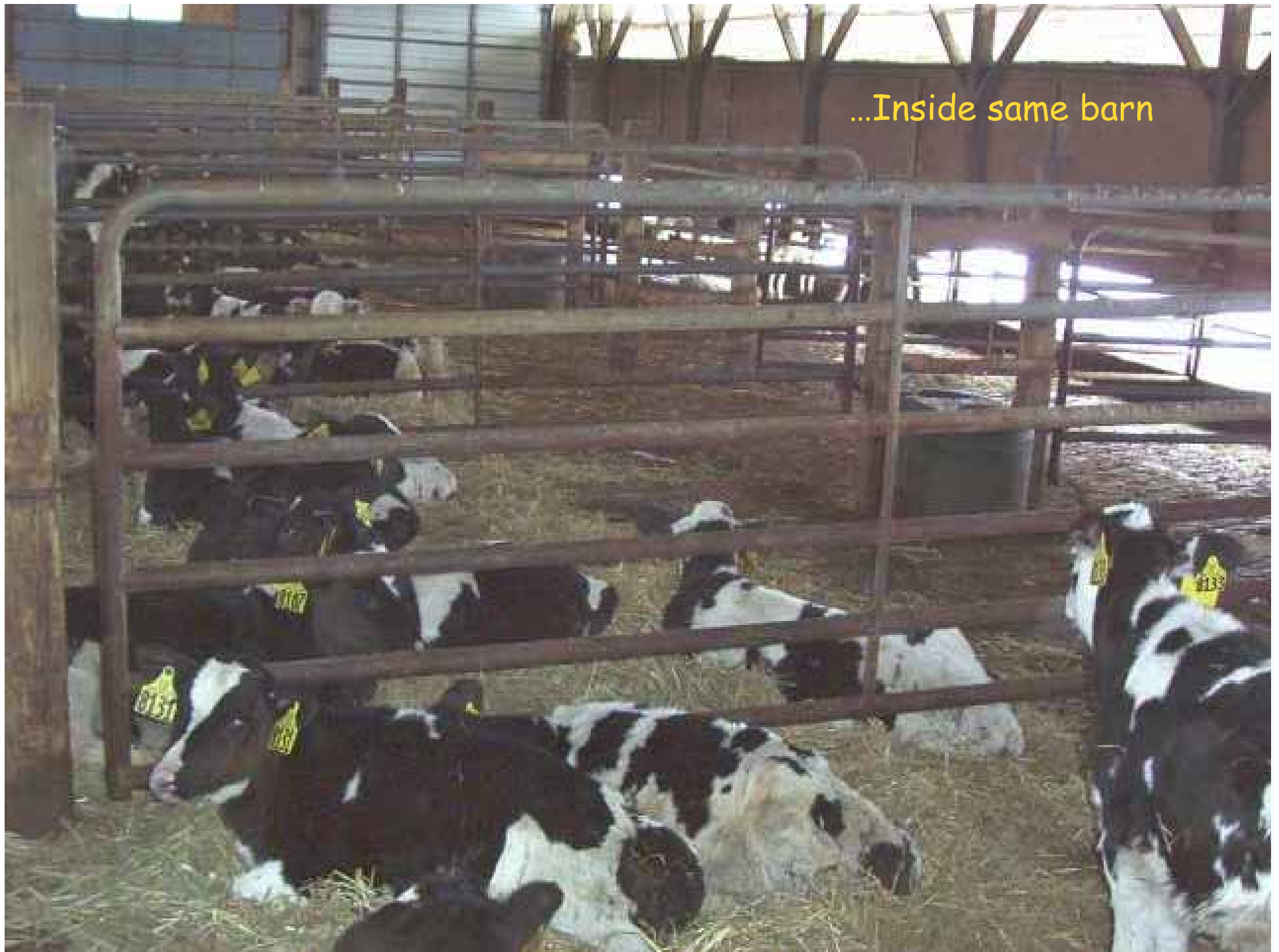


✦ New Barn



- ✦ Calves 2-3 mos.; separate building.
- ✦ Looks like a Virginia counterslope.
- ✦ TMR 1:1 heifer haylage/oats & CS plus top dress 21% pellet. Also use safeguard and aureomycin.

...Inside same barn



- ✦ Arrowdale Farm-partnership
- ✦ Rossiters used to milk cows here. Now heifer facility.



✦ Arrowdale Farm (side view)

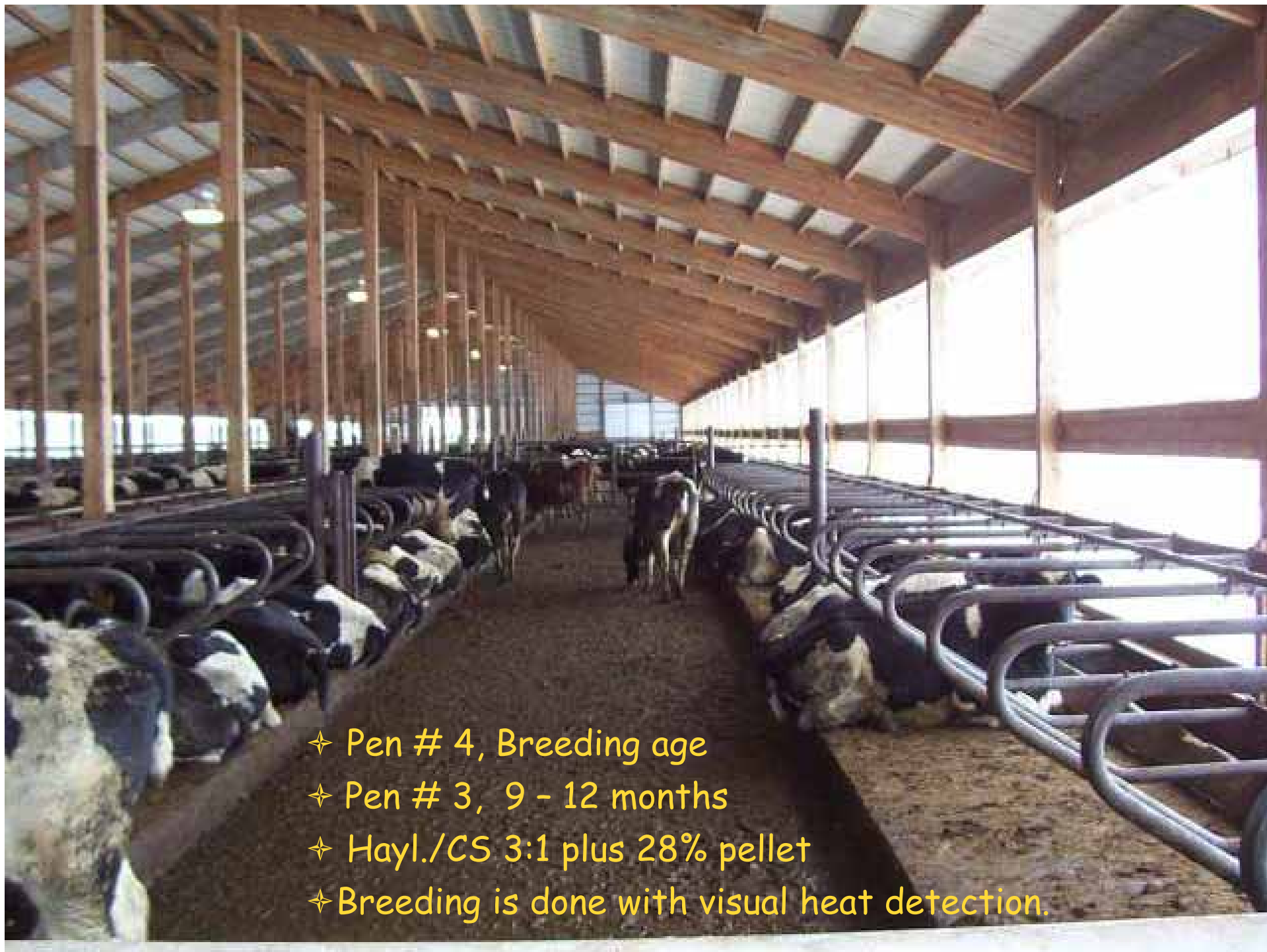


✦ Arrowdale Farm (road front view)





- ✦ Pen # 1, 4 - 5 months
- ✦ Pen # 2, 6 - 8 months
- ✦ Hayl./CS 2:1 plus 28% pellet
- ✦ Top dress 21% pellet in pen #1

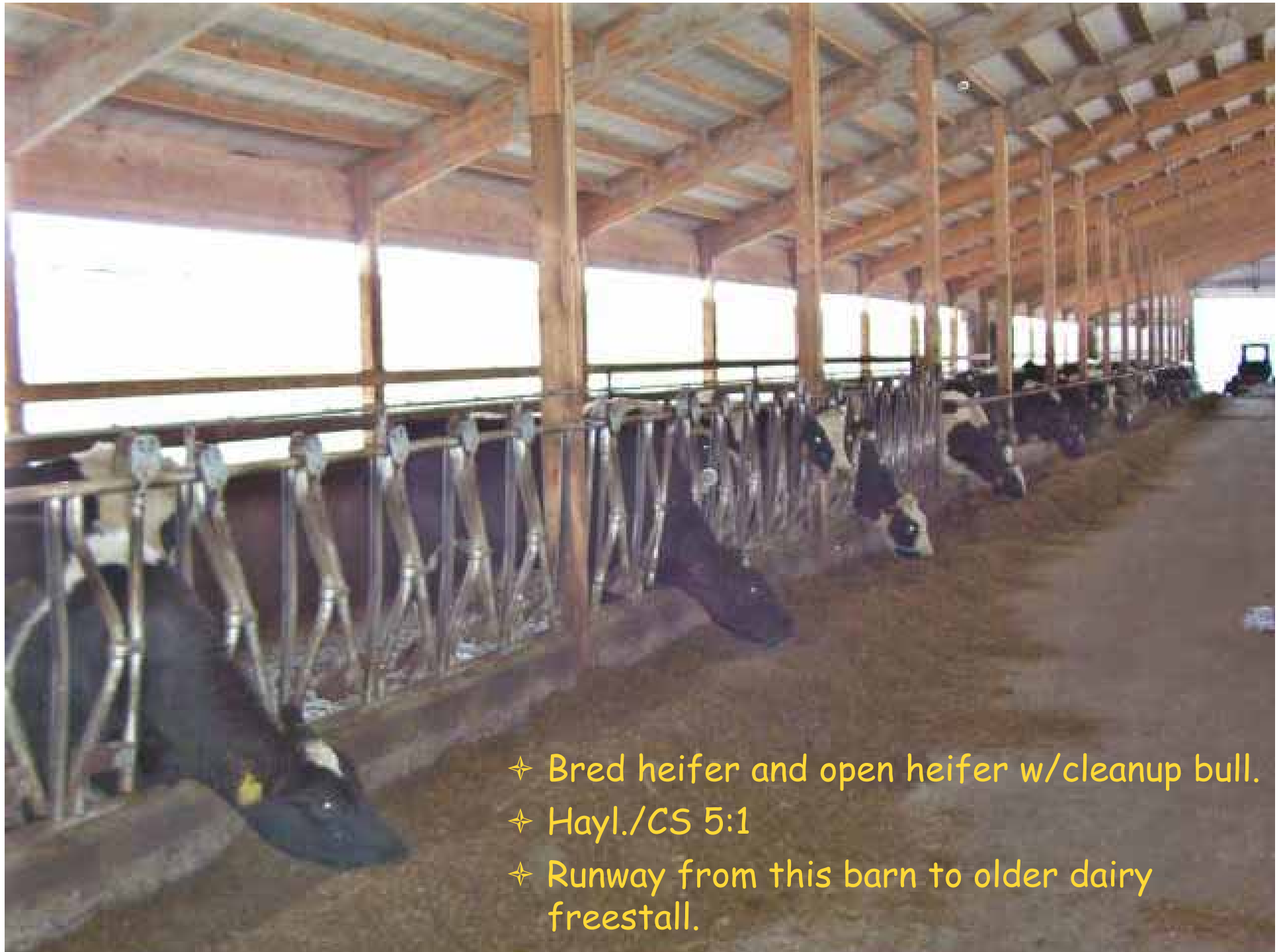


- ✦ Pen # 4, Breeding age
- ✦ Pen # 3, 9 - 12 months
- ✦ Hayl./CS 3:1 plus 28% pellet
- ✦ Breeding is done with visual heat detection.



✦ New addition for breeding age heifers





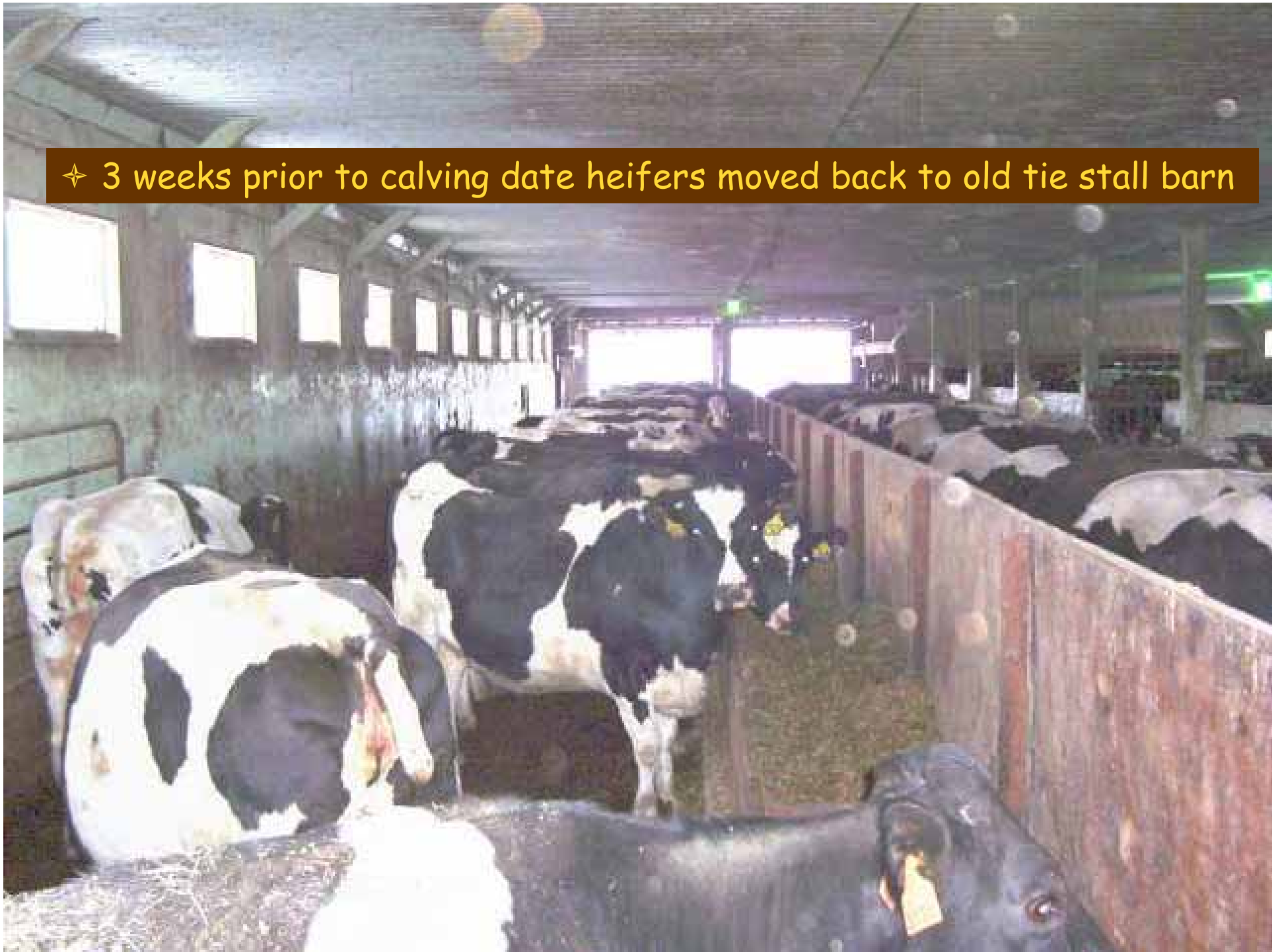
- ✦ Bred heifer and open heifer w/cleanup bull.
- ✦ Hayl./CS 5:1
- ✦ Runway from this barn to older dairy freestall.

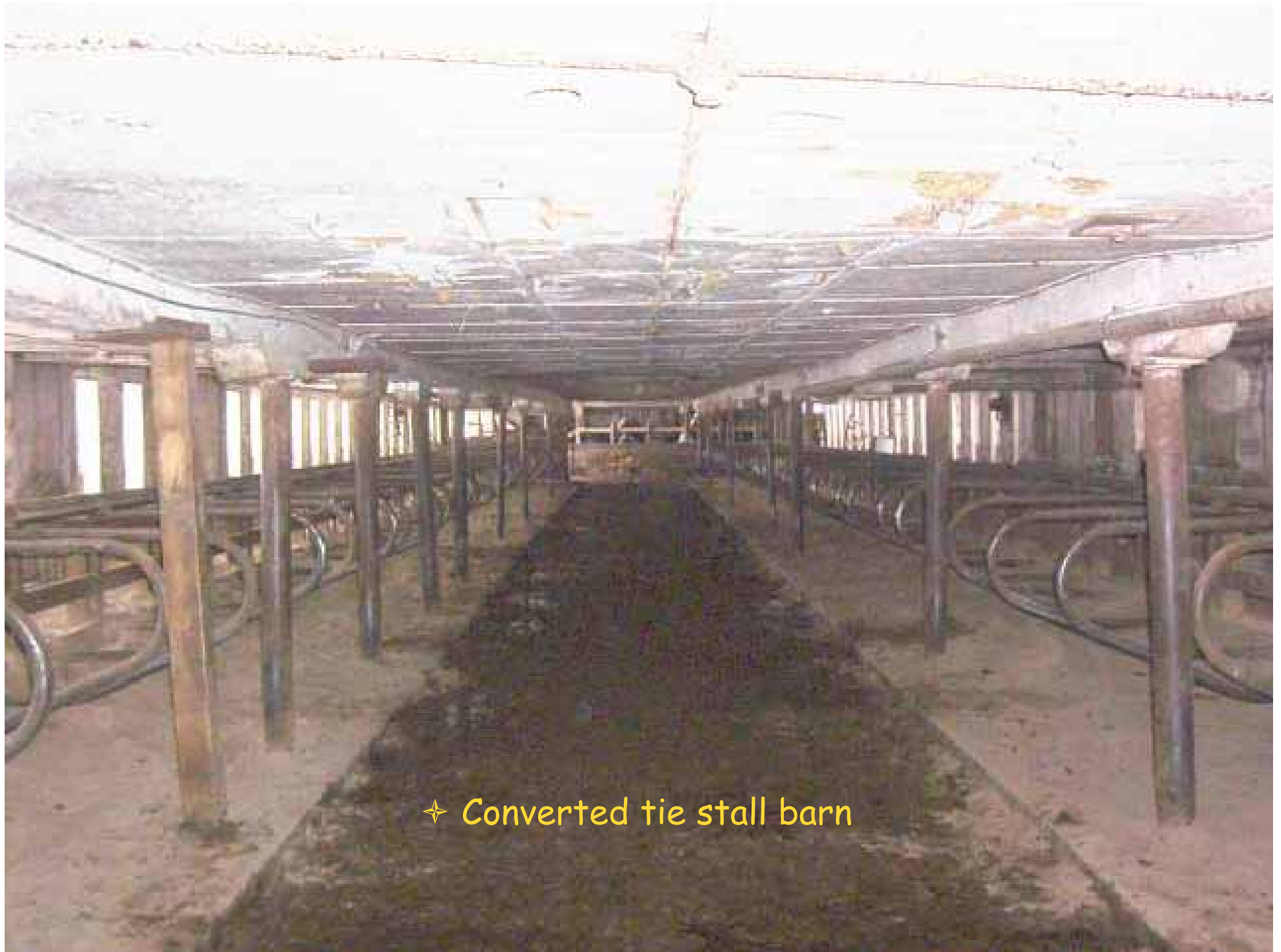


✦ Old dairy freestall, bred heifers



✦ 3 weeks prior to calving date heifers moved back to old tie stall barn





✦ Converted tie stall barn

A photograph of two dark horses standing in a vast, snow-covered field. The horses are positioned in the middle ground, facing left. The field is covered in a thick layer of snow, with some dry grass visible in the foreground. In the background, there are some trees and a dark, overcast sky. The overall mood is quiet and somber.

Horse Power!



Thank You!



Rossiter

Breakdown of Costs of Raising Heifers by Stage of Growth Rossiter				
Per Pound of Gain	Stage of Growth			
	Birth to 200 Lbs	201 to 700 Lbs	701 to 850 Lbs	851 to Calving
Feed	\$1.222	\$0.728	\$0.752	\$0.757
Labor	\$0.755	\$0.121	\$0.094	\$0.259
All Other Costs	\$1.028	\$0.483	\$0.562	\$0.624
Total	\$3.004	\$1.331	\$1.407	\$1.639
By Total Investment	Stage of Growth			
	Birth to 200 Lbs	201 to 700 Lbs	701 to 850 Lbs	851 to Calving
Feed	\$134.4	\$363.9	\$112.8	\$378.4
Labor	\$83.0	\$60.4	\$14.1	\$129.3
All Other Costs	\$113.1	\$241.5	\$84.3	\$311.9
Total	\$330.5	\$665.7	\$211.1	\$819.5
% of Total Costs	17.7%	35.7%	11.3%	44.0%
% of Total Growth	8%	38%	12%	35%



Rossiter

Age Leaving Replacement Program	23.1	Months
Weight Leaving Replacement Program	1250	Lbs.
Average Daily Rate of Gain	1.66	Lbs.
All Heifers per Labor Hour, On Farm Only	31.53	
Pre-Weaned Heifers per Labor Hour	7.95	
Post Weaned Heifers per Labor Hour	44.1	
Total Investment in Animal	\$1,998.67	
% Dairy Replacement Cull Rate	5.49%	
% Non-Completion Rate, Based on Animals Entering System	10.03%	

Rossiter



	Average Cost		Per Animal		Percent
	Per day per Animal	Per Pound of Gain	Completing Program 99.9 wks		
Feed	\$1.314	\$0.792	\$918.86		49.7%
Labor	\$0.364	\$0.220	\$254.66		13.8%
Bedding	\$0.096	\$0.058	\$67.33		3.6%
Health	\$0.100	\$0.061	\$70.24		3.8%
Breeding	\$0.060	\$0.036	\$41.80		2.3%
Trucking	\$0.004	\$0.002	\$2.50		0.1%
Insurance	\$0.009	\$0.005	\$6.28		0.3%
Machinery Operation	\$0.057	\$0.034	\$39.71		2.1%
Machinery Ownership	\$0.051	\$0.031	\$35.88		1.9%
Building Operation	\$0.058	\$0.035	\$40.55		2.2%
Building Ownership	\$0.183	\$0.110	\$128.10		6.9%
Manure Storage Operation	\$0.000	\$0.000	\$0.00		0.0%
Manure Storage Ownership	\$0.004	\$0.002	\$2.81		0.2%
Manure Spreading	\$0.053	\$0.032	\$37.08		2.0%
Custom Boarding	\$0.000	\$0.000	\$0.00		0.0%
Professional Services & Fees	\$0.007	\$0.004	\$5.10		0.3%
Non-Performance Expense	\$0.072	\$0.044	\$50.59		2.7%
Interest on Daily Investment	\$0.211	\$0.127	\$147.18		8.0%
Total	\$2.645	\$1.594	\$1,848.67		100.0%

Health Program

Rossiter



	Per Animal per Day	Per Pound of Gain	Per Animal
Group 1			
Preventative	\$0.18	\$0.09	\$8.65
Treatment	\$0.02	\$0.01	\$1.19
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.20	\$0.10	\$9.84

Group 2			
Preventative	\$0.58	\$0.39	\$14.20
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.58	\$0.39	\$14.20

Group 3			
Preventative	\$0.15	\$0.10	\$9.91
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.15	\$0.10	\$9.91

Group 4			
Preventative	\$0.04	\$0.02	\$2.85
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.04	\$0.02	\$2.85

Group 5			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00

Group 6			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.03	\$0.02	\$4.23
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.03	\$0.02	\$4.23

	Per Animal per Day	Per Pound of Gain	Per Animal
Group 7			
Preventative	\$0.02	\$0.01	\$2.10
Treatment	\$0.04	\$0.02	\$5.31
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.06	\$0.03	\$7.41

Group 8			
Preventative	\$0.89	\$0.55	\$21.81
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.89	\$0.55	\$21.81

Group 9			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00

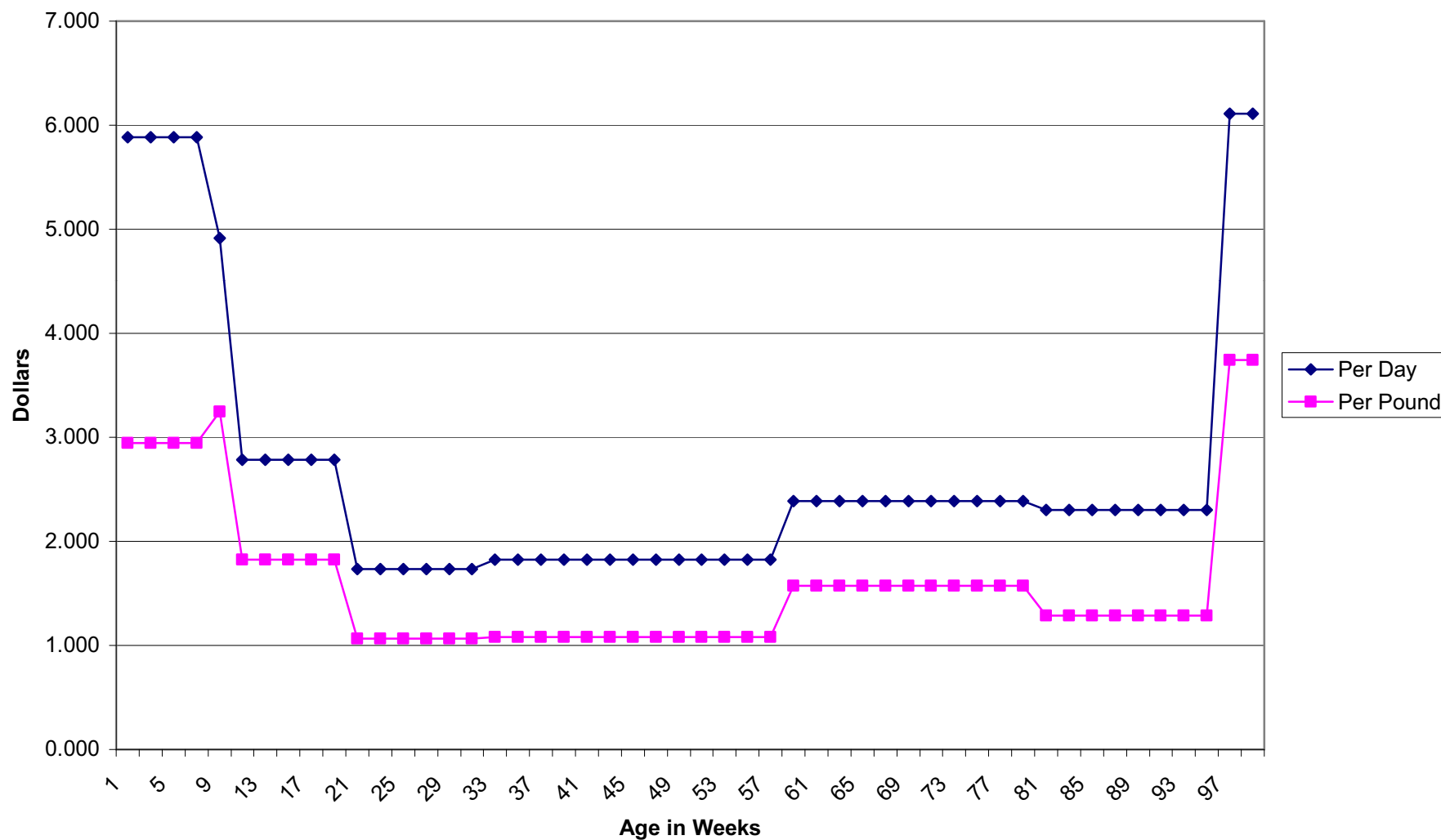
Group 10			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00

Group 11			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00

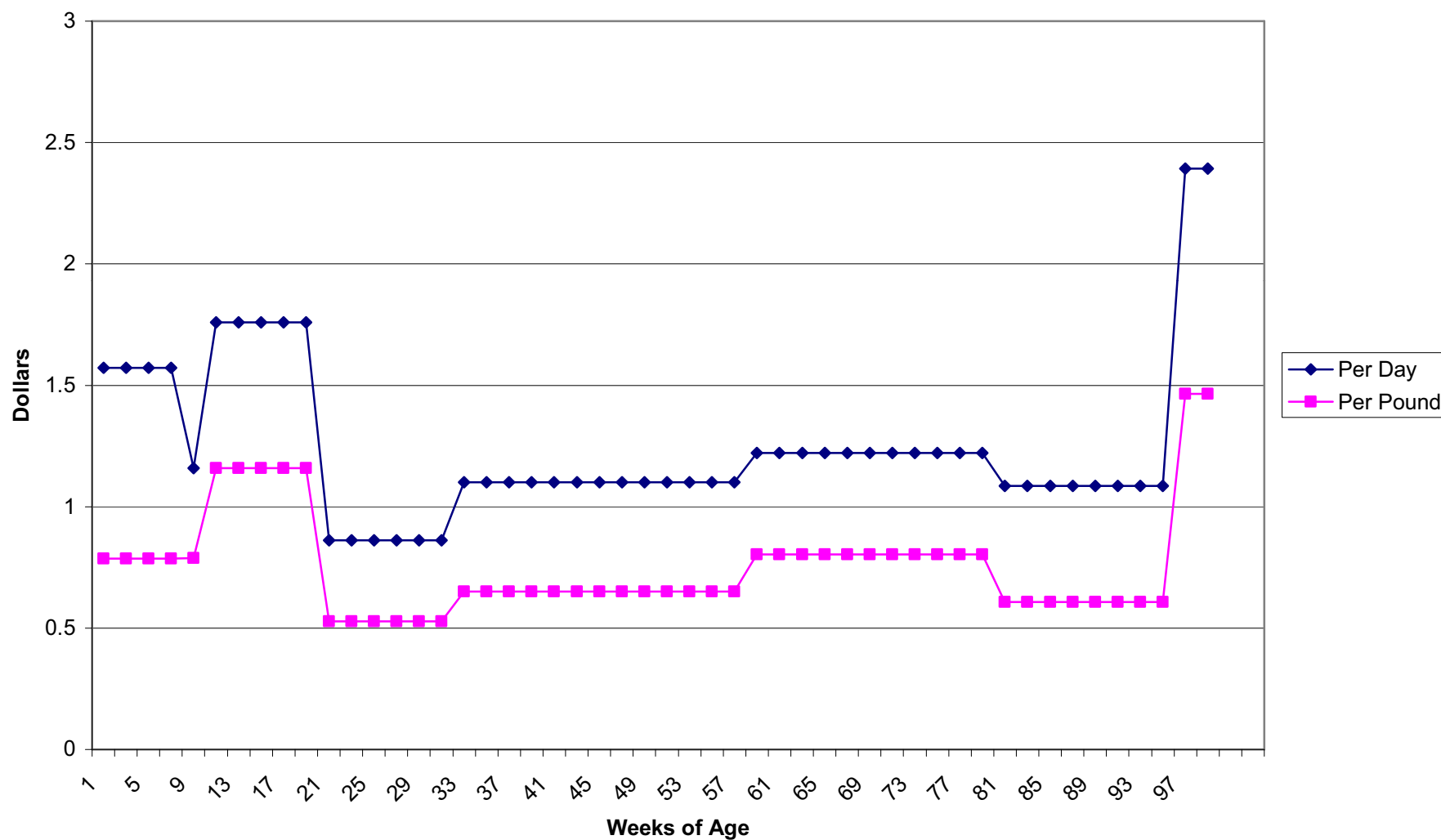
Group 12			
Preventative	\$0.00	\$0.00	\$0.00
Treatment	\$0.00	\$0.00	\$0.00
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00

Summary			
All Groups	Per Animal per Day	Per Pound of Gain	Per Animal
Preventative	\$0.09	\$0.05	\$59.51
Treatment	\$0.02	\$0.01	\$10.72
Veterinary	\$0.00	\$0.00	\$0.00
Total	\$0.10	\$0.06	\$70.24

Rossiter Total Heifer Raising Costs



Rossiter Heifer Feed Costs



Passive Immunity Achievement

- ♦ Blood IgG >10mg/ml ✓
or Blood serum protein
>5.5 g/dl ✓
(at 48 hours of life)
≥85% achieving
(95% is achievable)
✓(100% Rossiter)
✓(91% > 5.0 g/dl)
✓(61% > 5.5 g/dl)
(Rossiter)

Optimize Pre- Weaning Gains

- ♦ Double birth weight
In 56 days
≥90% achieving
1.96 x
47%
(Rossiter)

Doubledale Case Farm

Nail Biological Growth Targets

- 55% mature weight @ breeding
- 82 - 85% mature weight
@ 1st calving

≥ 90% achieving

*Breeding: Avg. 62% MW
(94% Achieving)

*Calving: Avg. 85% MW
(73% Achieving)
(Rossiter)

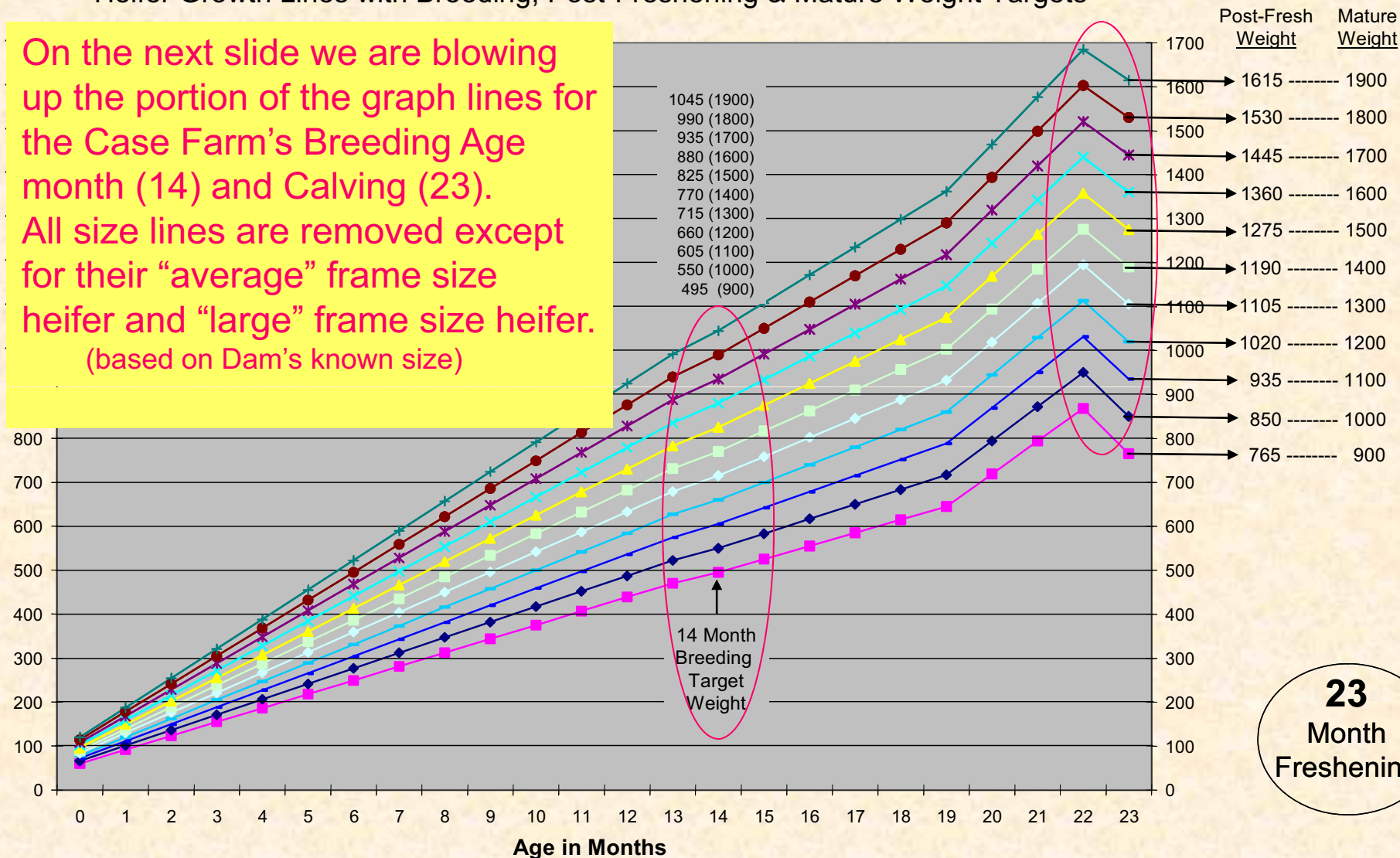
What Makes a “Quality Heifer” -- (Rossiter) Maintaining Management Momentum

- 1st Calf “Treated” as Calf/Heifer* ≤ 30% ?
24 hrs. → 3 mos. _____ 4 mos. → fresh _____
- DOAs in first calf heifers ≤ 9% 26%
Male DOAs 35% Female DOAs 15%
- 1st Calf avg. peak ≥ 80% of Mature 67%
or total lactation ≥ 80% of Mature 78%
- 1st Calf Culls ≤ 60 Days in Milk ≤ 5% 2.3%
- 1st Calf ME's ≥ Mature > (+250)
- 1st Calf “Treated” in Lactation* ≤ 15% ?
- ≥ 85% retention (any herd) to 2nd lactation 91%
- Reduce #1 reason for 1st lactation culls
(continuous improvement) Repro

Heifer Growth Lines with Breeding, Post-Freshening & Mature Weight Targets

On the next slide we are blowing up the portion of the graph lines for the Case Farm's Breeding Age month (14) and Calving (23). All size lines are removed except for their "average" frame size heifer and "large" frame size heifer. (based on Dam's known size)

Lbs. Bodyweight



23
Month
Freshening

