

LARANDA FARMS, INC.

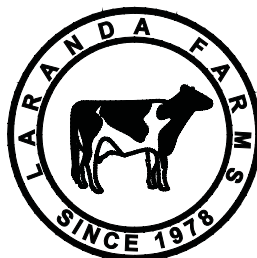
CONTRACT CONSIDERATIONS FOR RAISING DAIRY REPLACEMENTS

From Day Old



To Springer

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OPERATING STATEMENTS

Custom Raising Dairy Replacements since 1978

Capacity of 3500 Head

Charge by Day or Pound

Active in DCHA Nationally – Leadership, Organization, and Continuing Education

Quality AI Program – Heat Watch System

Reports and Charts for Gain, Wither Height, Deaths, Culls and Conception Rate

High Level of Biosecurity

Consulting Veterinarian/Dr. Sam Evans

Consulting Nutritionist/Dr. Holly Ballantine

60 Day Quarantine on Arrival

ADVANTAGES OF CONTRACT RAISING

1. You receive a quality heifer that has been grown at the proper rates to freshen at 24 months in proper body condition.
2. We GUARANTEE heifers to meet or exceed all criteria for a quality springer including weight gain, skeleton growth, death loss, age at calving, and AI. This guarantee is good only if heifer arrives with the right weight and wither height for age with health events before arrival recorded on permanent record.
3. Dairy can spend heifer raising time on breeding and management of milking herd.
4. Free up space on dairy to milk more cows.
5. Laranda Farms has a reproduction team dedicated 100% to AI.
6. Cost effective --- do a superior job in:
 - Age at Calving
 - Growth Rate
 - Skeleton Growth
 - Reproduction
 - Mastitiis Controlthan most dairies can accomplish on their own.
7. Spend extra time with family.

OVERVIEW OF BASIC PROGRAM

ARRIVAL

1. All heifers are weighed individually on arrival. Wither height recorded or IGG tested when age appropriate.
2. PI tested prior to delivery.
3. Have facilities to receive day old calves. The first two months after arrival we double the incoming weight. Death Loss less than 4% annually.
4. Calves move to the Weaning Barn. This facility has twenty-eight (28) pens holding six (6) heifers each. They stay for thirty (30) days. Average daily gain 1.60.
5. Out of the Weaning Barn calves enter the Calf Pens. These are outside lots holding twelve (12) per pen for thirty (30) days. Average daily gain 1.70.
6. At four (4) months of age calves are moved to pastures forty (40) head per pasture with portable shades.
7. Larger arrival groups on pasture with a maximum of forty (40) head with double fence between owners for sixty (60) days. They are rotational grazed during grazing season.
8. Sixty (60) days after arrival, heifers are moved and grouped by size and age. All pastures are rotational grazed during grazing season.

BREEDING

1. Booster vaccines are given thirty (30) days prior to breeding
2. Age, weight, and wither heights are recorded. Average daily gain 1.90.
3. Heifers must have three (3) breedings or be confirmed bred before leaving breeding herd.
4. Pregnancy checking is done on a regular basis at approximately thirty-five (35) and sixty (60) days.

CONFIRMED BRED

1. Heifers are rotational grazed during grazing season.
2. Hay is fed free choice along with concentrate.
3. Average daily gain 1.80, Average wither height 55 inches @ seven (7) months bred excluding crossbreds.

OVERVIEW OF BASIC PROGRAM (cont'd)

RETURN TO DAIRY

1. Heifers are pregnancy checked.
2. Weight and wither heights are recorded.

WORM AND FLY CONTROL

1. Dr. Maxey Nolan, Entomologist, manages this program.
2. All pastures in Laranda Farms' facilities are high and dry.
3. We have a very low mastitis rate.

FEEDING PROGRAM

1. Dr. Holly Ballantine, Nutritionist, manages this program.
2. Heifers are rotational grazed during grazing season.
3. Hay is fed free choice. Balance of feed TMR utilizing by-products when possible.

“Laranda Farms provides an excellent opportunity for dairy operations interested in having their dairy replacement heifers custom raised. The farm offers replacement heifer rearing from wet calves through springers in an optimal, well-managed environment. They have achieved a 5-Star Dairy Quality Assurance Rating, demonstrating their commitment to quality and use of best management practices for dairy heifer production. Laranda Farms utilizes nutritional and veterinary consulting services to evaluate and fine tune farm practices, such as disease screening, vaccination/deworming programs, breeding programs, and heifer growth and development. Excellent records and feedback to source farms are integral to their business model. Laranda Farms utilizes convention and alternative feedstuffs to ensure balanced diets with a focus on minimizing daily feed costs. I feel they offer the kind of services and develop the kind of heifer that today’s dairy producers are looking for.”

Bob Patrick, DVM
Shamrock Animal Health Services, Inc.
Eatonton, GA

VACCINATION PROGRAM

ARRIVAL	IMMUNOBOOST EAR NOTCH BO-SE (2cc SQ) PYRAMID 5 SALMONELLA (1cc)
14 DAYS	BOSE (2cc SQ) SALMONELLA (2cc)
56 DAYS (<u>Out of Hutch</u>)	VISION 8 (2cc SQ)
90 DAYS (<u>Out of Weaning Barn</u>)	PYRAMID 10 VISION 8 (2cc SQ)
120 DAYS (<u>Out of Calf Pens</u>)	LEPTOSHIELD 5 (2cc SQ) VISION 8 (2cc SQ)
12 MONTHS HEIFERS (<u>Breeding Herd</u>)	PYRAMID 10 VISION 8 (2cc SQ)
12 MONTHS BULLS	PYRAMID 5 VISION 8 (2cc SQ)
13-14 MONTHS	BREED
60-90 DAYS CONFIRMED BRED (15-17 MONTHS)	LEPTOSHIELD 5 (2cc SQ)
150 DAYS CONFIRMED BRED (20-21 MONTHS)	LEPTOSHIELD 5 (2cc SQ)
7 MONTHS BRED	SALMONELLA NEWPORT J5

“Larry has developed a first rate calf program at Laranda Farms with protocols and data collection in place for its on-going success.”

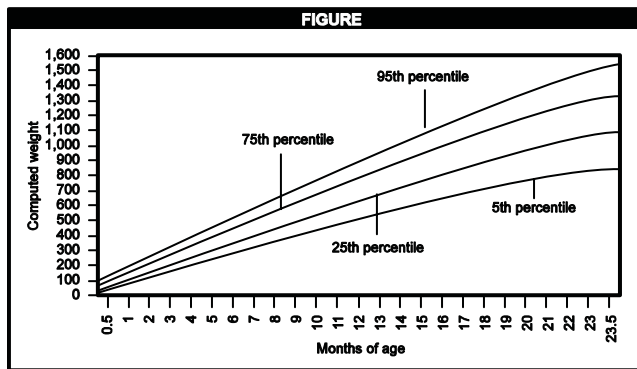
Dr. Al Kertz, Ph.D.

Dr. Al Kertz, Ph.D. operates ANDHIL, L.L.C., a U.S. and international dairy consulting business in St. Louis, Missouri. He specializes in the practical feeding and management of calves and heifers and writes regular columns in *Feedstuffs* as well as periodically for *Hoard's Dairyman*.

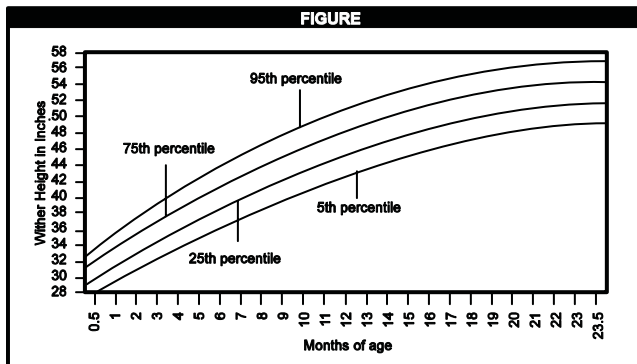
TABLE

Median weight and height by month of age

Month	--Weight in pounds:--		--Wither height in inches:--	
	Number Measured	Median	Number Measured	Median
1	27	119	27	31
2	267	161	267	33
3	996	209	996	35
4	1,202	257	1,202	36
5	897	310	897	38
6	653	367	653	40
7	523	422	523	41
8	420	469	420	43
9	380	528	380	43
10	293	574	293	45
11	266	636	266	46
12	156	682	156	47
13	240	728	240	47
14	237	774	237	48
15	238	843	238	49
16	200	913	200	50
17	199	931	199	50
18	214	988	214	51
19	195	1,005	195	51
20	189	1,065	189	51
21	205	1,085	205	52
22	176	1,146	176	52
23	182	1,146	182	53
24	167	1,168	167	53



Distribution of weight of Holstein heifers by months of age



Distribution of wither height of Holstein heifers by months of age

How Many Heifers?

It seems reasonable that for every 100 cows in a herd, a dairy producer should have about 50 heifers for potential replacements and 50 bull calves for sale or finishing every year. But we all know it doesn't quite work out this way.

First, most dairy producers don't get cows bred back quickly enough to have a calf every year. Secondly, not every cow that freshens is rebred, either because of health reasons or simply because the dairy producer wants to cull her.

And third, not every heifer born makes it into the herd, for one reason or another.

Tables 1 to 3 from the University of Wisconsin show how many replacement heifers can be produced from a 100-cow herd at three different involuntary culling levels.

Heifers Born ^{*1}	Survival Rate	No. Heifers Raised, Birth to Freshening	Involuntary Culls		
			15%	25%	35%
Calves saved from cows only					
45	90	40	25	15	5
45	80	36	21	11	1
45	75 ^{*2}	34	19	9	1
Including calves from freshening heifers ^{*3}					
55	90	50	35	25	15
45	80	44	29	19	9
55	75 ^{*2}	41	41	26	6

*1 In a 100 cow-herd, about 90 calves are born per year, half of which are heifers assuming a 13.5 month calving interval (130 days open, 280 pregnant and 60 days dry).

*2 Average survival rate from birth to freshening.

*3 With 20 two-year olds and 100 cows, total calf crop is 110 calves, half of which are heifers.

FRESHEN HEIFERS AT 24 MONTHS

1. The difference in 24 months and 28 months freshening is \$350.00.
2. For each month after 24 months it takes 4.4% more heifers in inventory to freshen the same number of springers. If the average for freshening was 27 months instead of 24 months, you would be feeding 13.2% more heifers to get the same number springers.

How Many Heifers? (cont'd)

Calving Interval (Months)	No. of Cows Freshening per 100 Milking Cows	No. of Heifers From 100 Milking Cows	No. of Heifers Remaining After Various (Percent) Losses & Culls ^{*2}		
			15%	25%	35%
12.5	96	48	40	38	36
13.0	92	46	39	36	34
13.5	88	44	37	35	33
14.0	85	42	35	33	31

*1 12.5 month calving interval = 380 days between calving

Considering gestation of 280 – 285 days, the average days open cannot exceed 95 - 100. 13.0 month calving interval, average days open of 110 – 115. 13.5 month calving interval, average days open of 125 – 130. 14.0 calving interval, average days open of 140 – 145 days.

*2 Assumes 10 percent death loss from birth to freshening, plus 5, 10 and 15 percent culling rates to account for non-breeders and heifers lacking type or size and weight necessary to freshen at producer's goal of beginning first lactation.

Age at Freshening (Months)	% Change from 24 Month Age at Freshening
22	-8.4
23	-4.2
24	0
25	+4.2
26	+8.4
27	+12.3
28	+16.8
29	+21.0
30	+25.2

*1 Each additional month after 24 months increases number of replacement heifers needed in herd by 4.2 percent ($1.00/24 \text{ months} \times 100 = 4.2 \text{ percent}$).

*2 For example, if the producer needs 50 calves and heifers in the replacement herd and freshening age is 24 months, then he or she can get by with 48 (4.2 percent less) by decreasing average freshening age to 23 months. Conversely, if freshening age is 28 months, 59 calves and heifers will be needed in the replacement herd.

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Pastures

Arrival pastures are double fenced to avoid fence line contact. Heifers are on rotation grazing when forage is available.



Arrival Pens

Individual weighed. Wither height checked. Heifers worked in this facility from arrival until breeding age.

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Sick Pen Facility

All sick and convalescent calves are housed and treated in this isolation hospital. Only one person is responsible for this facility. Other members of the heifer working crew do not treat sick animals. No routine processing of heifers is done in this facility.



AI Facility

80% or better are bred AI. Pregnancy checked weekly in this facility at 35 days and again at 65 days.

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Shelter

All heifers have adequate artificial shade or trees.



Strict Biosafety is Practiced.

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Calf Pens

Calf hutches are placed under pecan trees for shade during summer months.



Weaning Barn Facilities

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