

ABS NEWSLETTER

ANCELLOTTI DAIRY FARM

The Ancellotti's farm, located in Varano de 'Melegari', near Parma, has a herd of 250 milking cows, with production destined exclusively for Parmigiano Reggiano.

The farm has always focussed on income-oriented management, herd management and animal welfare. Along with these priorities, the goal for brothers Sergio and Roberto Ancellotti and ABS is to increase the genetic value of the herd and increase the productive and reproductive performance, through a Technical Consulting Services 360°.

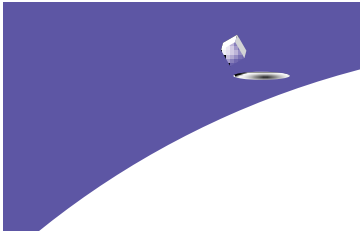


ABS Italy has worked with them to identify the genetic targets and has produced rigid protocols for the management of the herd. Every three months data is provided from the farm to Dr. Raffaella Pagliari of ABS (Raffaella is responsible for ABS Partner in Italy), and a statistical analysis of reproductive and productive livestock data is produced to provide support, benchmark and control all business parameters and increase the performance of the herd.

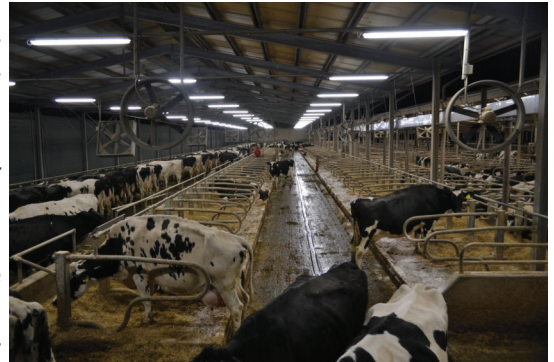
Due to the increase in analysis and reporting, the breeding results are truly surprising with the average production of 40 kg (with peaks achieved of over 42, which are nothing short of extraordinary for a stable diet of Parmigiano) with protein percentages and fat of 3.3 and 3.7 respectively.

Reproductive performance is also high: 71% of the herd is pregnant before the 150 days of lactation and the first insemination conception rate is 45%. There is also another parameter to consider which is the rate of heat detection that touches values around 80%.





On the side of milk quality and cow comfort, the ABS support came through the QMS program, which, in addition to providing the Valiant disinfectant line, offers the advice of Dr. Echeverri in the provision of training for milkers, establishing routines and management protocols. Several modifications have been suggested and implemented over the years on the bunks comfort, the overthrow of heat stress, and lately, lighting of the barn, with the installation of a modern system that aims to "manipulate the photoperiod" during half "dark" of the year, and the consequent increase in proven productive and reproductive. It incorporates sensors that measure the external brightness and aims to have 16 hours of light without shadows in the stable and to guarantee an intensity of 200 lumens. In order to get the benefits of productivity and fertility, cows must stand in the dark in the remaining eight hours.




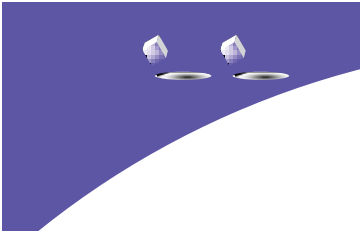
The cell count is currently under 180,000 cells, including all cows, even a dozen chronic animals, without which the average would amount to around 100,000. The incidence of clinical mastitis is exceptionally low, 0.5% / month (6% per year), "one of the lowest values ever seen," said Dr. Echeverri.



Sergio and Roberto focus on animal welfare. Their focus is to attempt to minimize the foreign exchange group of animals, especially in the dry time, where a large litter provides approximately 11 m² for the rest of the cows. During much of the year these animals also have access to a spacious outdoor enclosure.

The "bedding compost" is handled through an Israelian system that comprises of animal excrement and a proportion of organic material. In this case the organic material is spelled husk, which is added to the litter when this becomes too wet.





Twice a day it is processed by mechanical means with harrow teeth fixed to allow proper aeration of the substrate. In this area, as also in the rest of the barn, there are fans, "helicopters" and traditional horizontal axis, for both the cooling of the animals and to ensure that the necessary change of air and to keep the litter as dry as possible (the "helicopters" are in operation even on winter days).

The bunks are cleaned daily and refilled weekly with a straw mix, carbonate and water.

Genetically speaking, the average herd PFT is 1,220 and this has resulted in the breeding to be the fifth in the province of Parma. Sergio and Roberto are very knowledgeable breeders who keep themselves informed on all the latest industry developments but understand the importance of having to rely on specialists in genetics for the selection of bulls, especially in the age of genomics. Once the end targets are agreed (e.g. high production, good titles and efficient animals) it is then left to the Sire Analyst, Virginio Zilli, to choose the best bull for their herd. Clearly the goals are always changing, for example, at the time, the focus is to reduce the average size of the animals to have a more efficient herd.



The company is constantly growing, not so much in terms of numbers of the herd but also an increase in performance. Sergio says: "*One of our future goals is to continue to increase the productivity and efficiency of the animals and to do this we believe that we must continue to invest in genetics and new technologies.*"

A relationship such as this one which has developed over the years with our partner customer is a real source of pride for ABS that provides support to its customers and also achieves high levels of genetic progress to optimize the company management.

We hope that more and more farmers will become 'partner customers', accessing quality services, delivered by competent technicians with the value of world leading genetics.