

” There is no hocus-pocus here. When you are doing the right things with your colostrum during systematic and logical working procedures you will gain spectacular profits. .

Bjarne Boysen



EARN AT LEAST 100,000 A YEAR

per 100 cows by means of systematisation

New calculations will show that you may earn at least 100,000 DKK by using frozen, quality-checked colostrum for your calves by means of a completely regular and uncompromising procedure

An uncompromising procedure for colostrum is worth its weight in gold

You may gain large economic profits from a good colostrum management both in the short and the long run.

At the University of Arizona researchers examined the connection between a good colostrum management and an ordinary colostrum management and the subsequent milk yield (ref. 2). They found an extra yield of 955 kg to be accounted for in the 1. lactation, and 1,652 kg in the 2. lactation. Original setting was 9,000 kg of milk.

In the short run the gains are obvious in the form of strong and healthy calves, and in the long run one of the gains is the possibility of reducing the calving age of the heifers.

The economic gain from this is shown on the basis of tentative calculations in the table.

The working hours you may save from a good colostrum management are not included. The tranquility and security you will obtain from completely regular, logical procedures for all on the farm are not valued in the calculations either.

The calculations are based on “all things being equal”, where we assume ordinary, good farming in all focus areas. As an example it is no use having a perfect colostrum management, if you will later on “dawdle”, when it comes to other focus areas during the calf’s life. A chain is never stronger than its weakest link.

There are so many, obvious profits within the herds by using uncompromising procedures for colostrum, and it would be almost silly not to pick them up.

You have to take care of the calf’s health

Many laymen, but also experts, think that the cow is the one that can best take care of the newborn calf’s needs. And it is - in the nature of things. It is most distinct where grazing meat cattle stand in the fields surrounded by bubbly and happy calves. It is a different thing with the dairy cattle that we breed for milk production. Here man interfered with the original cow-calf relation in more than one way. A few hours after calving we separate cow and calf from one another. The clean and dry conditions from the fields are replaced by often dirty, humid settings in a stable with high individual occupancy. Through intensive breeding we changed the udder anatomy and physiology of the dairy cow, focusing on a high milk production. In the dairy cow herds it is therefore no longer the cow, but man, who takes care of the health and the breeding of the calves.

Uncompromising colostrum handling gives a good health

In both small and large herds this may represent a challenge. More than 30% of newborn calves will not have sufficient immunity (among other things antibodies) transferred from the cow’s colostrum (ref. 1; ref. 3; ref. 5), which results in failure to thrive, high rate of sickness and dead calves. Just like infants and youngsters will get sick and infect one another, so will our calves. Infectious diseases are a natural thing and not to be avoided, and they help maturing our immune system. A good colostrum supply will soften and reduce the infection and sickness courses that the calves have to go through. In Denmark we see a lot of variation in the calf mortality of the herds (ref. 4), and this tells us that in some herds the colostrum supply is under control - in many others it is not. The figures speak for themselves.



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	Payback time per factor		Sources
Increased value from +600 kg milk/ lactation	132.000 DKK	Yield: 69 days	Faber et al., 2005
Increased value from 2 months' lower calving age	52.250 DKK	Calving age: 48 days	Dansk Kvægs kongres, 2008
Lower mortality and medicine consumption, etc.	31.625 DKK	Mortality, medicine, etc.: 288 days	Dansk Kvægs "Stærke Kalve", 2001, + own estimate
Yearly increased value totally	215.050 DKK		
Investment in the coloQuick system	24.970 DKK		
Simple payback time for coloQuick		Totally: 42 days	

■ An uncompromising procedure for colostrum is worth its weight in gold - here shown by a most tentative calculation as a yearly increased value of 215,050 DKK in a herd of 200 cows. A simple payback time for the colostrum system, coloQuick, is 42 days.

” As a veterinarian and researcher I am impressed with the “coloQuick system”, which was developed for the optimum colostrum feeding of newborn calves. The system is simple, but very efficient, as it focuses on the crucial factors of colostrum feeding: “Time”, “Quality” and “Quantity”.

Christine Maria Røntved

Repeated problems with a high rate of calf sickness and mortality because of umbilicus, intestine and lung infections strongly indicate that the colostrum practice of the herd is not optimum.

Busyness, lack of management and basic knowledge will contribute to insufficient colostrum supply, which will again result in a higher rate of sickness and mortality. A high rate of sickness among the calves is equal to much “trouble” and “waste” for the farmer. The sick calves will increase the pressure of infection, which causes also well calves to be infected. Valuable time is taken away from the general care and management, and that costs money. Contrary to sickness prevention that may be planned and handled according to some few principles (colostrum time, quality and quantity), sickness and death will cause uncertainty and a more difficult planning of the busy everyday life.

Living on the edge

You may compare colostrum management with the popular TV-program “Luxury Trap”. People live their lives, of course, but they are “living on the edge”, because they lost control of their economy. Management and uncompromising control are the code words, also when it comes to a high rate of health and a low rate of mortality among the calves.

Just like a household that is run according to a fixed budget with relatively few and simple control measures, things will only work, if you stick to the budget and the agreements made. You may use the so-called coloQuick System as a control measure for your colostrum feeding of the calves. If you stand by the principles of time, quality and quantity it could make a big difference for the individual and the general calf health in your dairy cow herd. To be convinced, please check your colostrum with a colostrumeter.

Easy to do it right

A large part of the success you will experience with the coloQuick is due to the fact that it is so easy to do it right. Doing things right must not be troublesome in any way - otherwise there will be no impact. That is one of the reasons why the use of a colostrum bank did not gain proper acceptance till now. coloQuick also supports the completely uncompromising procedure for colostrum, which Rikke Engelbrecht introduced in Denmark. That is why it works.

coloQuick is very much LEAN

Lean is a question of doing only things that will create value and reduce waste in your production and procedures. In its construction coloQuick prepares the ground for you to fulfil all the needs of the calf - i.e. what creates value for the newborn calf. It is a large quantity of 4 litres. You will be released from the

milking, so the calf can get its milk quickly with no extra work on your part. The colostrum is quality-checked so poor quality is sorted out. The colostrum may be pasteurised, so the calf will get no live bacteria in its milk. The heating takes place in a gentle way, so the antibodies will not be destroyed. And finally, the colostrum has the right temperature every time.

Less waste in production

You may experience “waste” in your production in many ways:

- There may be waste of time due to obscure working procedures. If your employees are not aware exactly what to do then they will make mistakes and spend time asking and finding things.
- Waiting time is also a waste. It occurs when a cow has to be milked out of normal milking hours, and when you have to wait for milk to be heated.
- If colostrum of good quality is spoiled by too much heating in the microwave, then it is a waste of the antibodies which are so important for the calf. And in fact it is a waste using the colostrum at all.
- It is a waste of time nursing sick calves, if it could be avoided by using another procedure.
- Of course dead calves are a clear waste factor. It is a waste of both work, feed and other resources.
- If the calves will grow only 500 g a day, and their potential is 1000 g a day then it is also a waste. You have to spend double as many days to feed to obtain a weight of 100 kg. A bad growth will also mean waste in the form of a lower yield in the first lactation.
- It is a waste, when your employees are doing things in different ways, and the results therefore vary as to quality.

Simple standard procedure

You will save working hours, if all of your employees are doing their jobs in the same way every time. The coloQuick system prepares the ground for that with a completely regular procedure, easy to follow. As the herds grow bigger it becomes more logical to systematise things. It means a lot that the method is that simple and easy that nothing is gained by doing things differently. It is so easy doing it right.

Work flow

With a colostrum bank you do not have to milk the cows that just calved right away. That means a better flow in your work rhythm. As the colostrum will be heated very quickly, it is more obvious to feed the calf at once, and you are not tempted to wait. You can wait and milk the cow at the next ordinary milking hour, if that is what suits your work rhythm the best. That means less waiting time, and it saves you some extra work routines.

The challenge:

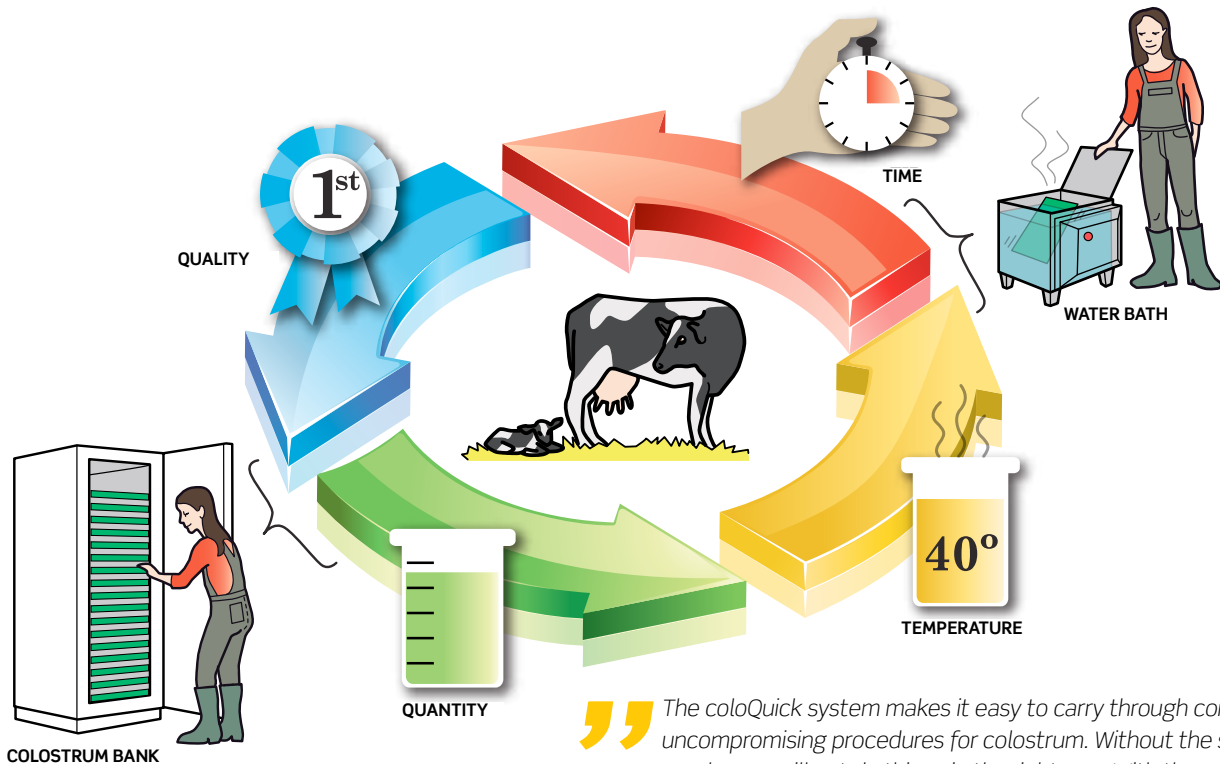
4 factors must be fulfilled to ensure a perfect start for all calves:

QUALITY: Experiences here from Denmark show that the colostrum does very often not contain enough antibodies. The quality must be checked. The quality cannot be judged visually or by touching.

QUANTITY: The calf must be fed with the largest possible quantity of colostrum – with the first meal – to get the best possible utilisation of the antibodies. A calf of 40 kg must be fed with 4 litres.

TIME: The colostrum must be given at a far earlier stage than previously assumed – preferably within the first hour after birth. Things can only be too slow.

TEMPERATURE: The colostrum must be fed at a temperature which is as close to the body temperature of the calf as possible.



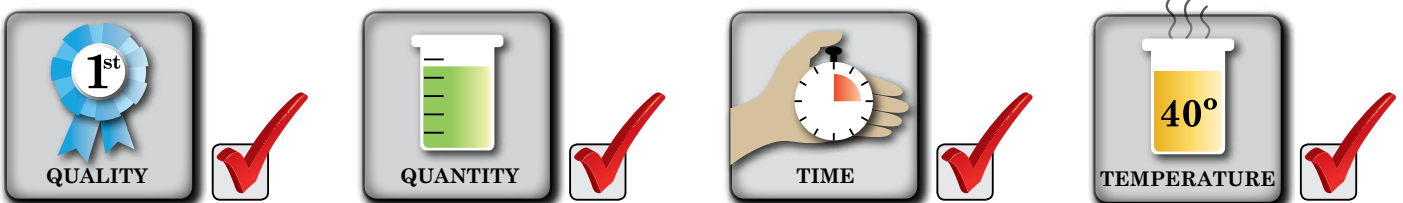
“ The coloQuick system makes it easy to carry through completely uncompromising procedures for colostrum. Without the system the employees will not do things in the right way. With the system it is so easy doing things right.

Susanne Pejstrup

Solution

COLOSTRUM BANK: The colostrum bank ensures that the correct quantity and quality of colostrum will always be available in the freezer. If you check the quality and grade the colostrum before freezing it you are sure always to use only the best part of the colostrum.

WATER BATH: The frozen colostrum is heated quickly and gently, so the calf may get its colostrum quickly and at the right temperature – here we are talking about the factors time and temperature.



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