



# Carthage Corner

August, 2005 Quarterly Newsletter

## Contents:

A note from:



Bill Hollis D.V.M.  
Carthage Veterinary  
Service, Ltd.

&

Elanco Products

## Important Industry Dates:

Carthage Veterinary  
Service, Ltd. Annual  
Swine Conference  
August 30, 2005

*Teaming up for Success*



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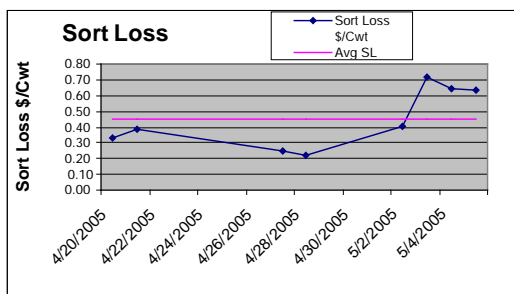
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### How do you measure your production?

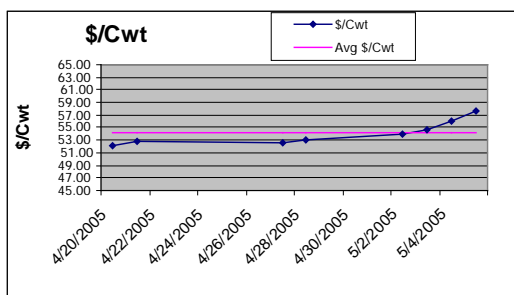
Over the last 10 years producers have enjoyed excellent production recording systems for sow farms and, as a result, sow productivity has increased. We measure over 20 key indicators of productivity every week on sow farms. Sow farm managers use daily reports to manage their workload and the distribution of pigs.

Chevy Chase was once asked in the movie Caddyshack, "How do you measure yourself against other golfers"...his reply, "by height". Chevy Chase is 6 foot 5 inches tall!

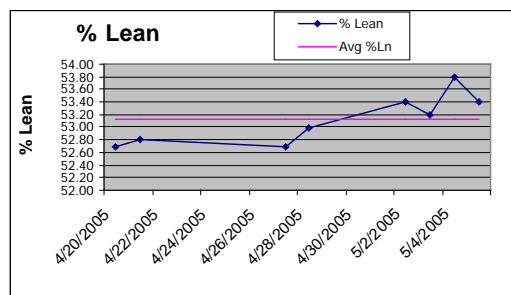
We all like to look at our best numbers and measure where we have the best advantage. Production improvement comes from making changes in these identified areas. Our record service is now providing reporting on individual grow/finish closeouts with sales data and growth data.



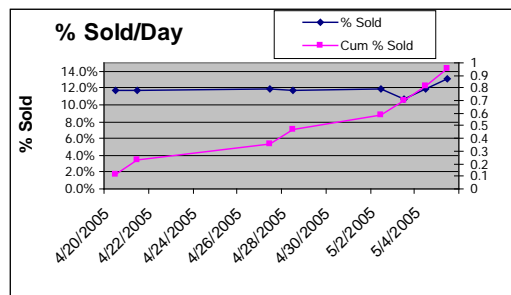
This chart illustrates the individual loads sold from one closeout population and the progression of sort losses. We all recognize it's not all sort loss....but rather opportunity value and the management of pig sales for the most profit. Knowing money is left on the table drives us to measure our ability to identify the best pigs to sell that day.



This second chart measures the same loads and their \$/Cwt price paid. Notice the increase as market changed over time and pigs received greater value even with the increased sort loss. This is of course the market increase over time and a function of the lean and yield percentage.

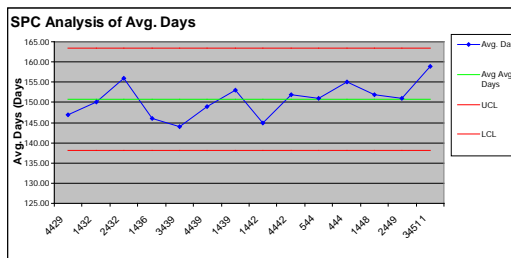


This chart measures % Lean. Note that each group had an increase in % lean. First pigs marketed are fastest growing and lowest % lean. The management comes in understanding your best price for the group and your best opportunity to drive profit.



The real message is that the producer made good marketing decisions with this group close out to maximize both weight and lean percentage. You can identify the 16 day total marketing window, the 8 day delay to add weight and maximize profit, and the sell off at the end. We are asking you to send kill sheets to monitor this process "real time" as we know you have the opportunity to hit better profit by tighter measurement.

Along these same lines we manage group close outs against each other as we have shown in the past. We like to see one group compared to the next as a whole in order to manage the seasons, the inputs, and monitor our production changes.



This time analysis allows you to identify the variation in grow days as we move from pigs sold in the winter into pigs selling in the early summer.



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## Training Toolboxes!

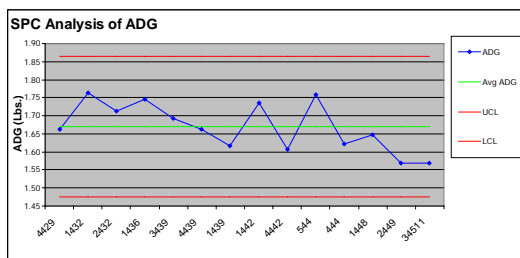


Do you need help training your swine employees? If so, our Breeding and Farrowing Toolboxes are perfect for you.

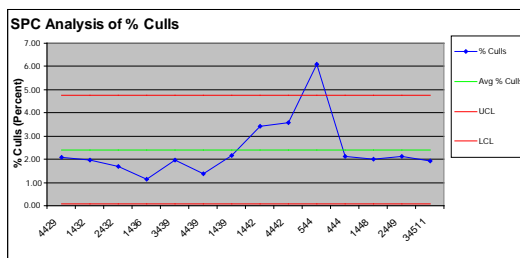
Learn more about our Training Toolboxes and view free demos of our lessons by visiting our newly designed training website at [www.hogvet.com/training](http://www.hogvet.com/training)



Week 29 pigs would have been born in July and sold in December 2004. Week 51 pigs would have been born in December 2004 and sold in May 2005.



These same seasons show the general trend to lower ADG but we are still enjoying an excellent growth average and monitoring the system from group to group. 1.75 WF growth rate from wean through finish is an achievable target. We are now searching for the next intervention to get us to our potential of 1.8 ADG consistently.



Finally, we believe it's the management of the culls and lights from group to group that will contribute to better profitability. Here we see the larger population of culls from a few closeout groups in the center. These groups represent an opportunity to sell more pigs. Finding the reasons .....In this large finish population we have more total days at entry and a larger overall population to sort and manage. We believe this is the reason and monitor the groups for ways to overcome this obstacle.

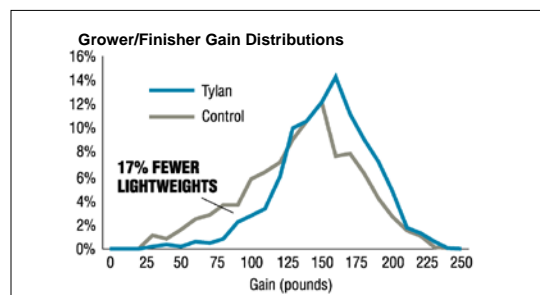
How do you measure yourself against other producer? We believe we can help you identify the opportunities for improvement and find those shortcomings where intervention pays.

*Warmest Regards,*

*William L. Hollis, DVM*

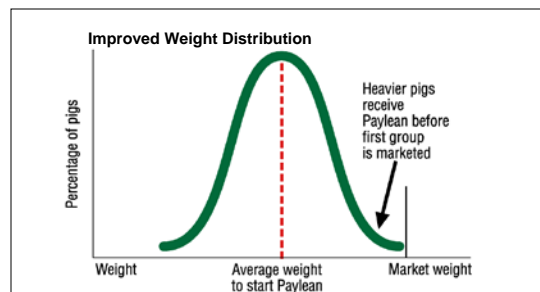
## How Tylan® Helps You Get More from Paylean®

Producers who use Paylean to improve performance will find that improving herd health with Tylan can provide additional performance benefits. Tylan reduces the length of disease-related performance loss, improving uniformity and increasing gain most in the lightest pigs.<sup>1</sup>



Tylan reduces weight variation, producing 17% fewer lightweights for better throughput.<sup>1</sup> Because Tylan reduces lightweights, producers can profit by feeding Paylean to all hogs in a group, including the first load marketed.<sup>2</sup>

With typical finishing pigs, weight distribution is so wide some pigs will be marketed before the group receives Paylean. When Tylan improves gain in lightweights, weight distribution tightens so all pigs can receive Paylean before heaviest pigs are marketed.



Producers who use Tylan followed by Paylean can earn an extra \$3.50 profit on every pig by feeding Paylean to all pigs in a group and not topping off the barn.<sup>3</sup>

There is no withdrawal period when using Tylan, Paylean or the combination of these two products. Paylean should be fed for 28 days prior to final barn closeout at 4.5–9g/ton,\* in a diet containing at least 16% crude protein.

\*150 lbs. to 240 lbs.

<sup>1</sup> Deen, J. and Dritz, S. Field trial with 3,427 pigs at a commercial facility, 1998.

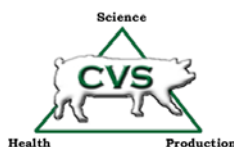
<sup>2</sup> Plain, R. Economics of feeding ractopamine discussed. *Feedstuffs*, September 24, 2001.

<sup>3</sup> When used properly, Paylean can net \$2–\$5 per pig (Paylean implementation guide, 9/99. Estimated derived benefit based on applying Paylean research results to average market prices). AI 9199.

Paylean® is a trademark for Elanco's brand of ractopamine. Tylan® is a trademark for Elanco's brand of tylosin.

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