

Adisseo NA VIP Seminar
Nashville, TN



Milk\$MART
by Adisseo



Estimate your Herd's Lifetime Returns with MilkSmart

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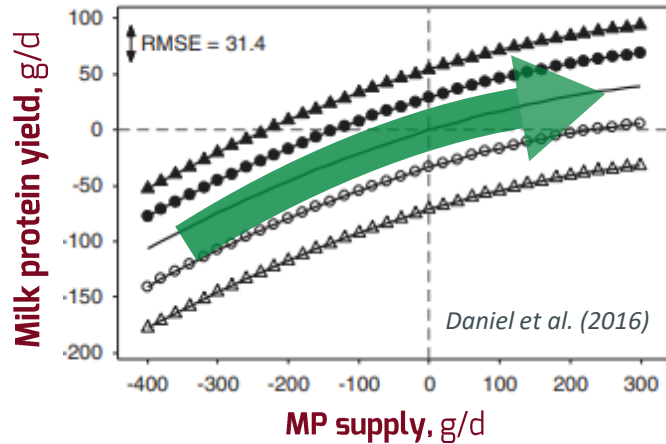
Consistent, Proven, Unarguable: Methionine Boosts Milk Protein

Meta-Analysis 1

Animal (2016), 10:12, pp 1975-1985 © The Animal Consortium 2016
doi:10.1017/S1757175116001245



Milk yield and milk composition responses to change in predicted net energy and metabolizable protein: a meta-analysis



↑ MP

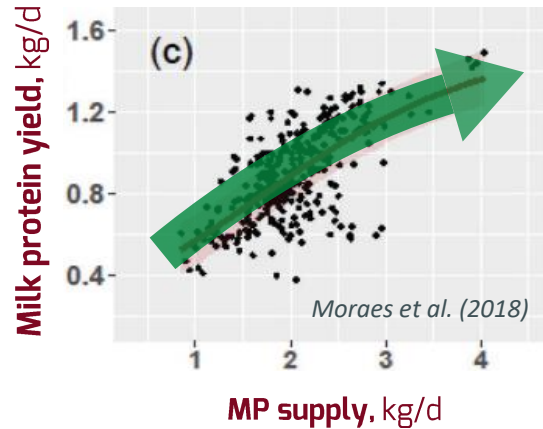
↑ Milk Protein

Meta-Analysis 2



J. Dairy Sci. 101:310-327
https://doi.org/10.3168/jds.2016-12507
© American Dairy Science Association, 2018.

Predicting milk protein responses and the requirement of metabolizable protein by lactating dairy cows



↑ MP

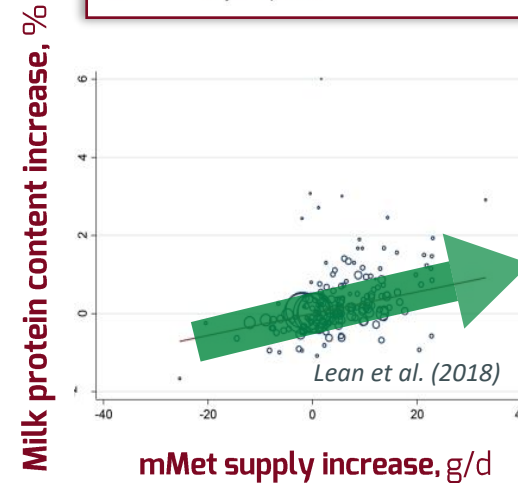
↑ Milk Protein

Meta-Analysis 3



J. Dairy Sci. 101:340-364
https://doi.org/10.3168/jds.2016-12493
© 2018, THE AUTHOR(S). Published by FASS and Elsevier Inc. on behalf of the American Dairy Science Association.
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Meta-analysis to predict the effects of metabolizable amino acids on dairy cattle performance



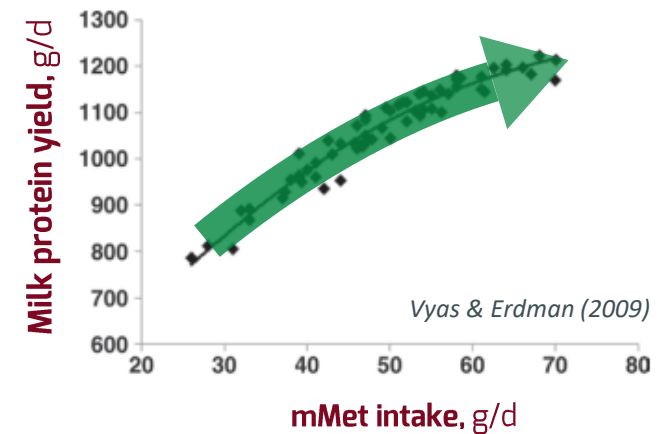
↑ Methionine

↑ Milk Protein

Meta-Analysis 4

J. Dairy Sci. 92:5011-5018
doi:10.3168/jds.2008-1769
© American Dairy Science Association, 2009.

Meta-analysis of milk protein yield responses to lysine and methionine supplementation



↑ Methionine

↑ Milk Protein

**Milk Protein synthesis
depends on Amino Acid supply**

↑ Amino Acid = ↑ Milk Protein

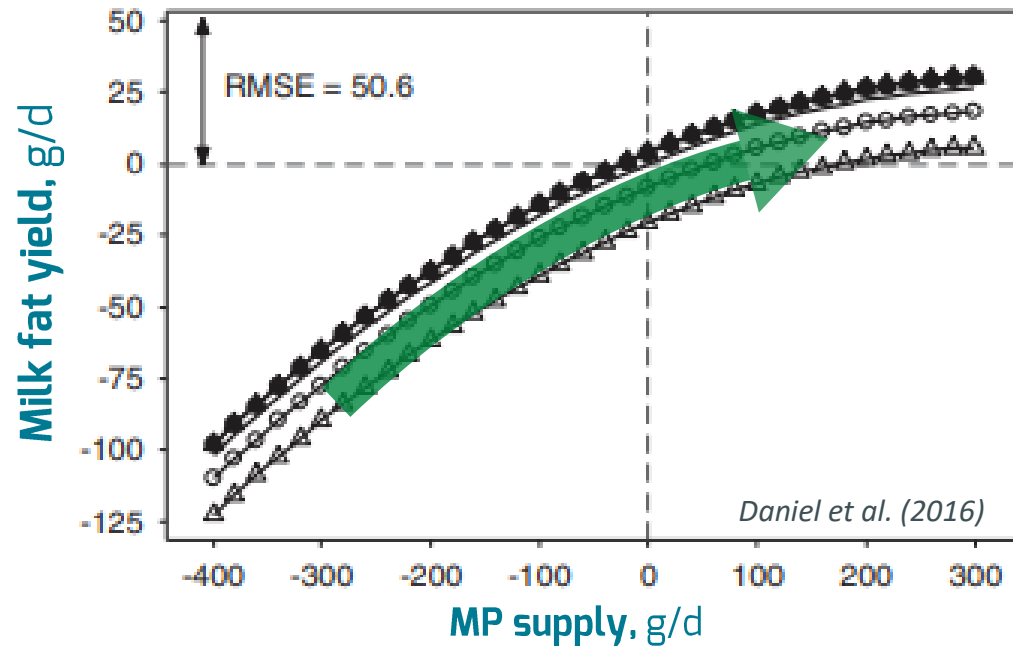
Consistent, Proven, Overlooked: Methionine Powers Milk Fat too

Meta-Analysis 1

Animal (2016), 10:12, pp 1975–1985 © The Animal Consortium 2016
doi:10.1017/S1751731116001245



Milk yield and milk composition responses to change in predicted net energy and metabolizable protein: a meta-analysis



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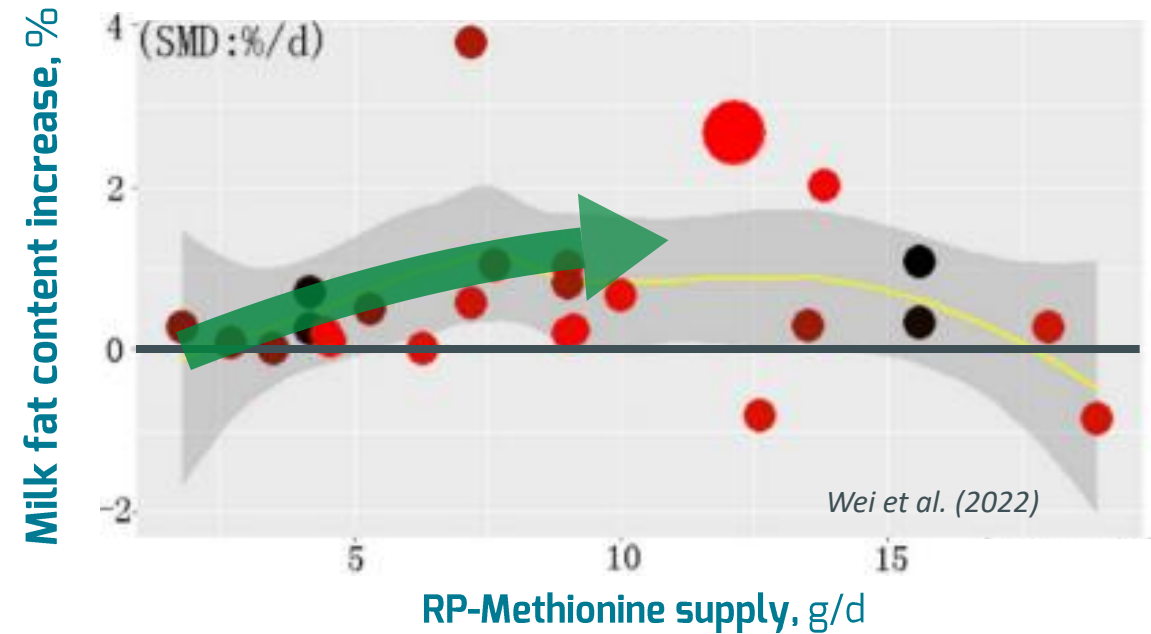
↑ Milk Fat

Meta-Analysis 2

Article



Meta-Analysis of Rumen-Protected Methionine in Milk Production and Composition of Dairy Cows

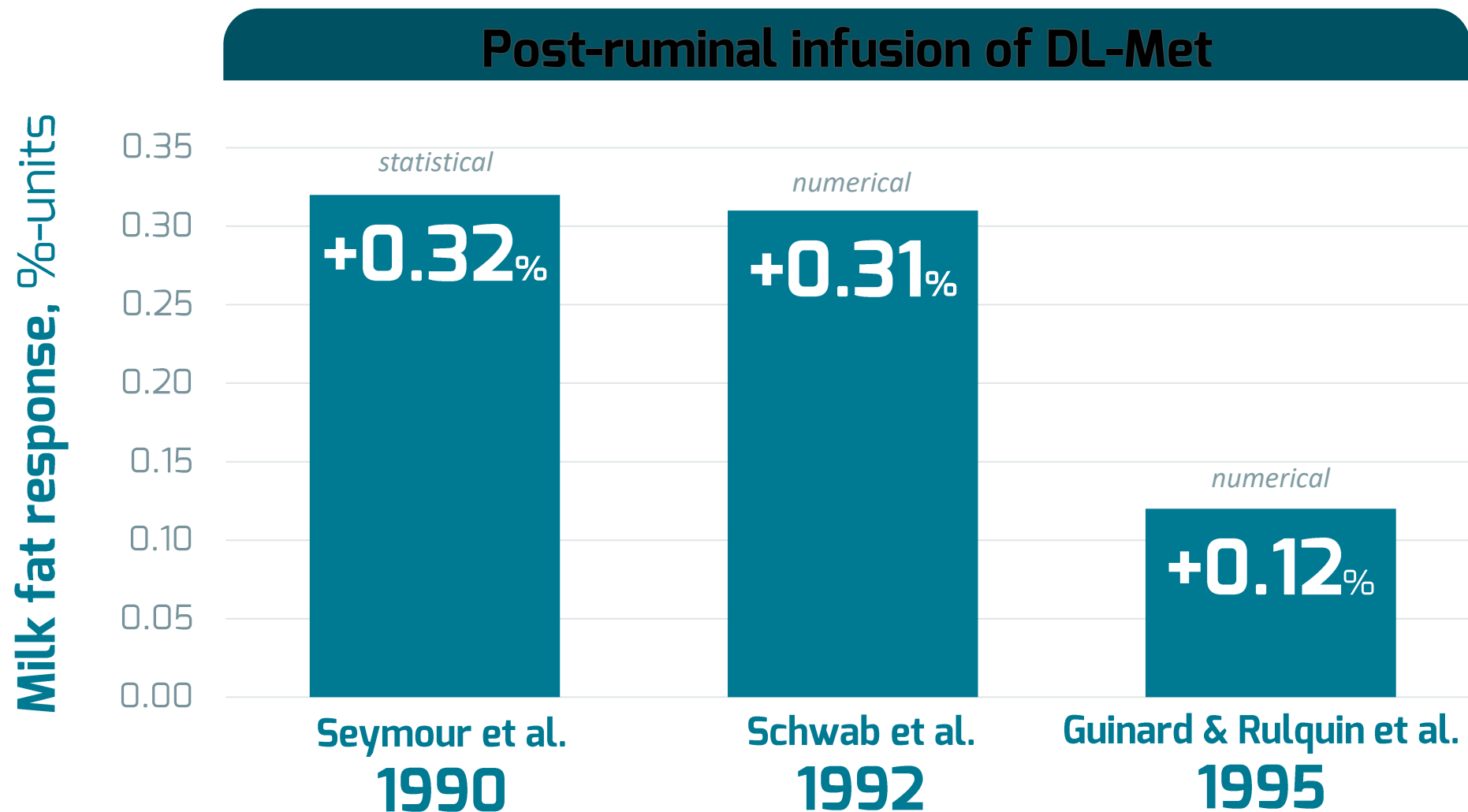


↑ Methionine

↑ Milk Fat

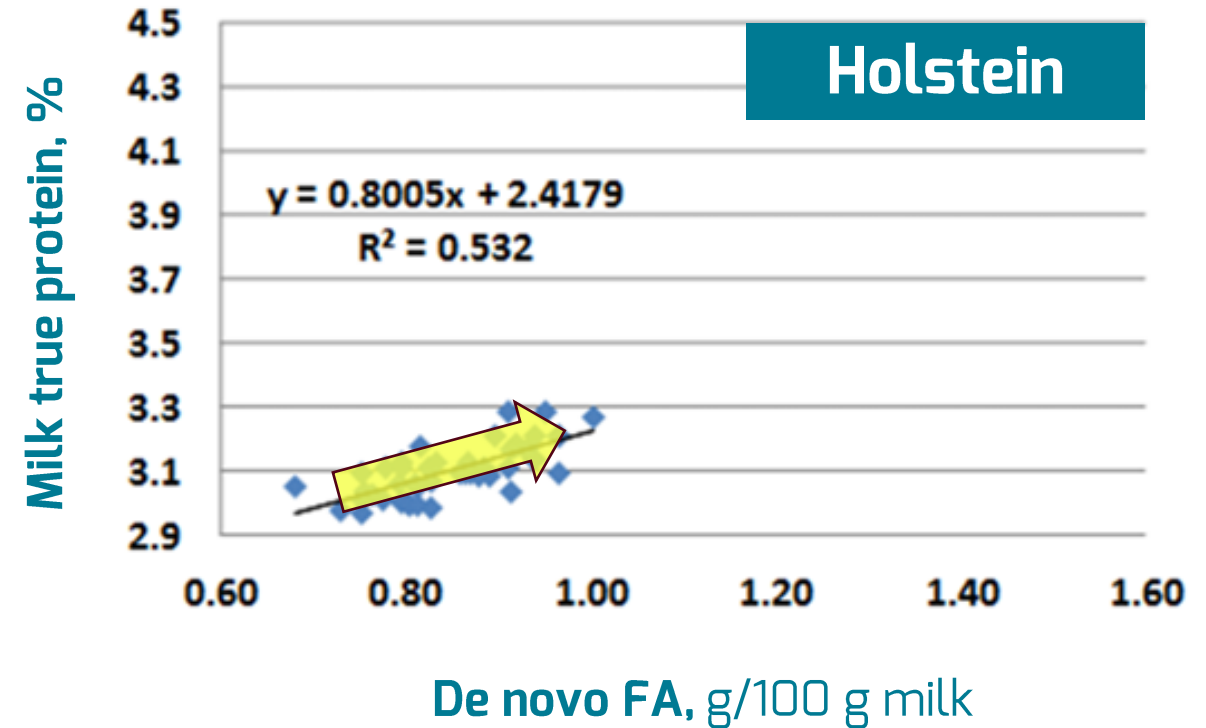
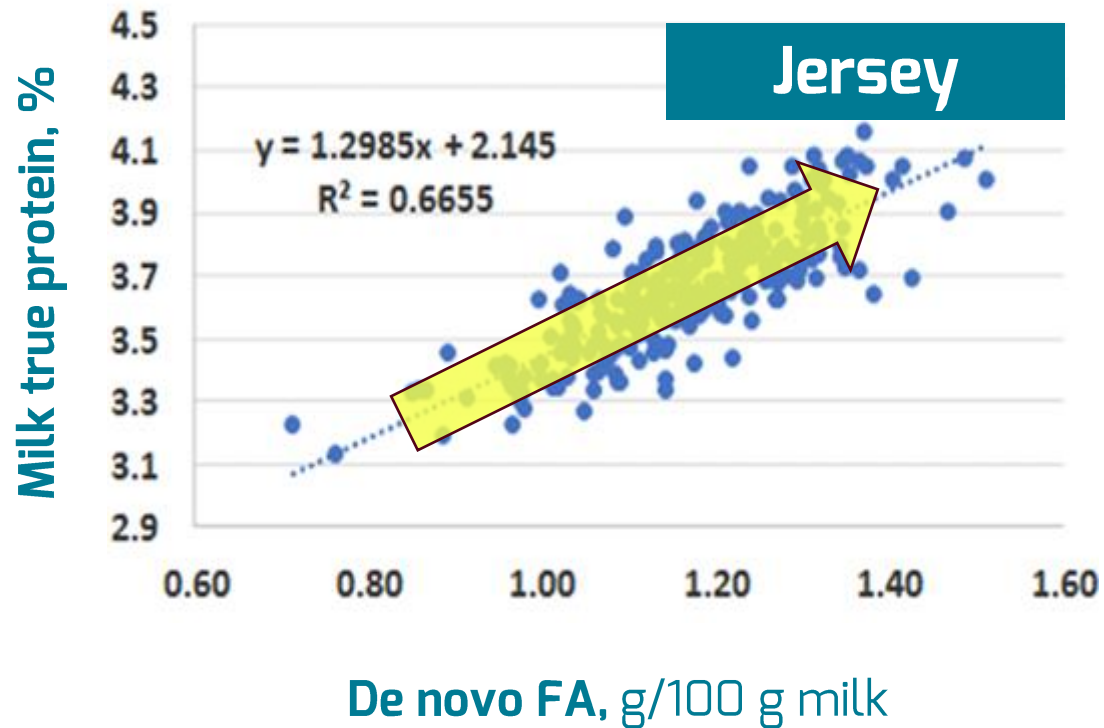
The Impact of Amino Acids beyond Milk Protein are often *not accounted for*

Consistent, Proven, Overlooked: Methionine Powers Milk Fat too



Herd Management Milk Analysis: Jersey vs. Holstein

D. M. Barbano¹, H. Dann², A. Pape², C. Melilli¹, and R. Grant²



A Century of Methionine Research: Beyond Protein Synthesis

1930s-50s

**Methionine
prevents
fatty liver**

lipotropic effects

[classic rodent models]

1980s

**Adequate Methionine
is essential for
early embryo
development,
and enhances
antibody response**
(deficiency blunts
immunity)

[rodent, broiler models]

2000s-2020s

**Methionine
Improves Liver,
Immune System,
Reproduction, etc.**

[dairy cows]

2010s-2020s

**Methionine
is Confirmed to have
Molecular Impact:**

Methionine



SAM

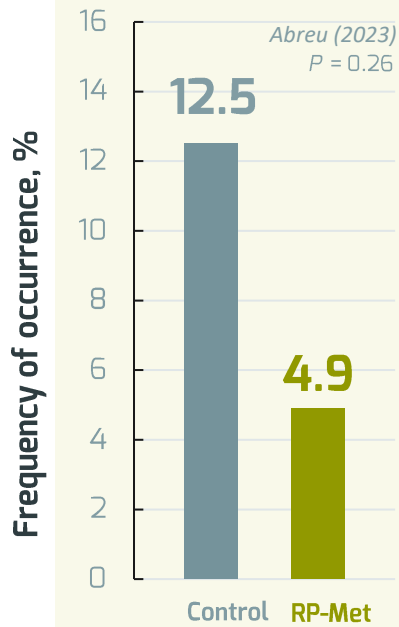


mTOR/SREBP-1

Methionine Supports Health & Reproductive Performance

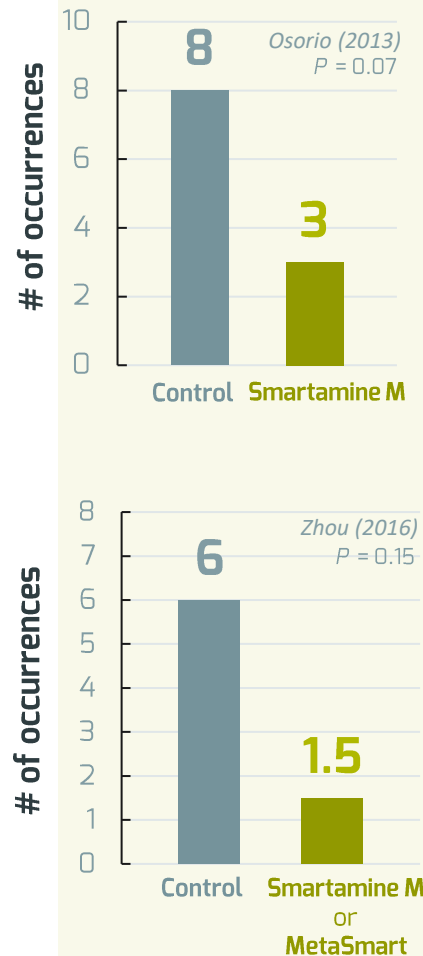
Mastitis Cases

↓ of ~40%



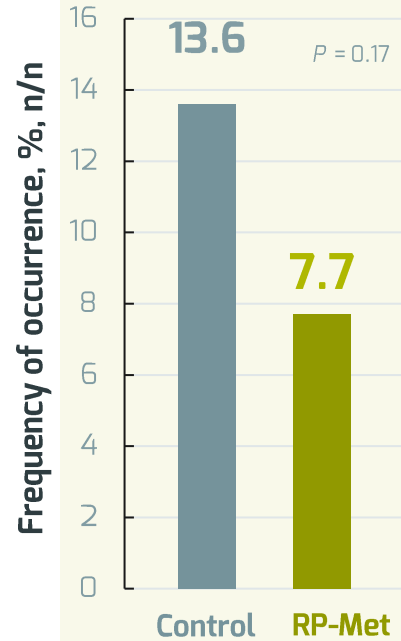
Ketosis Cases

↓ of ~30%



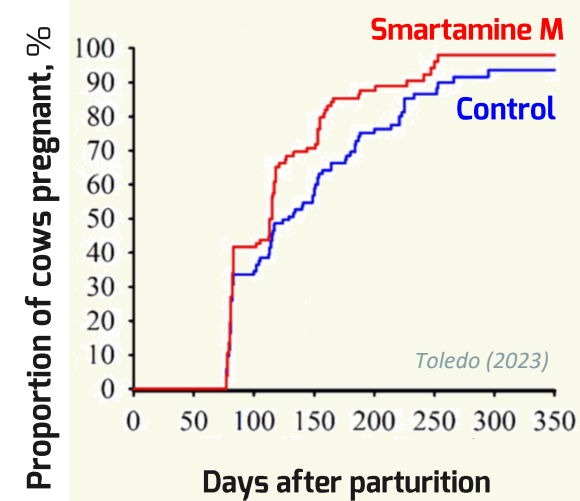
Metritis Cases

↓ of ~50%



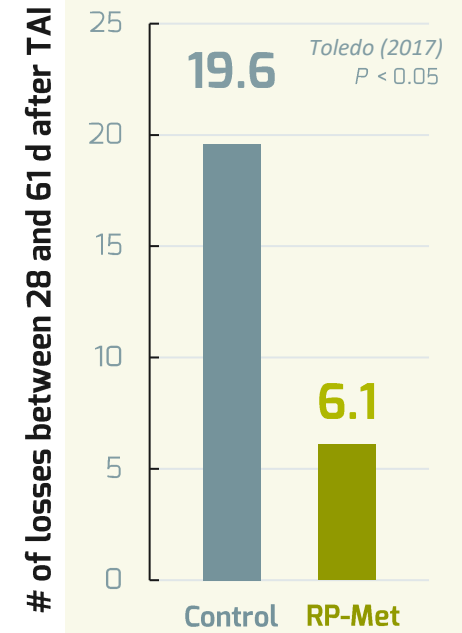
Pregnancy Success

↑ of ~5%-units



Pregnancy Losses

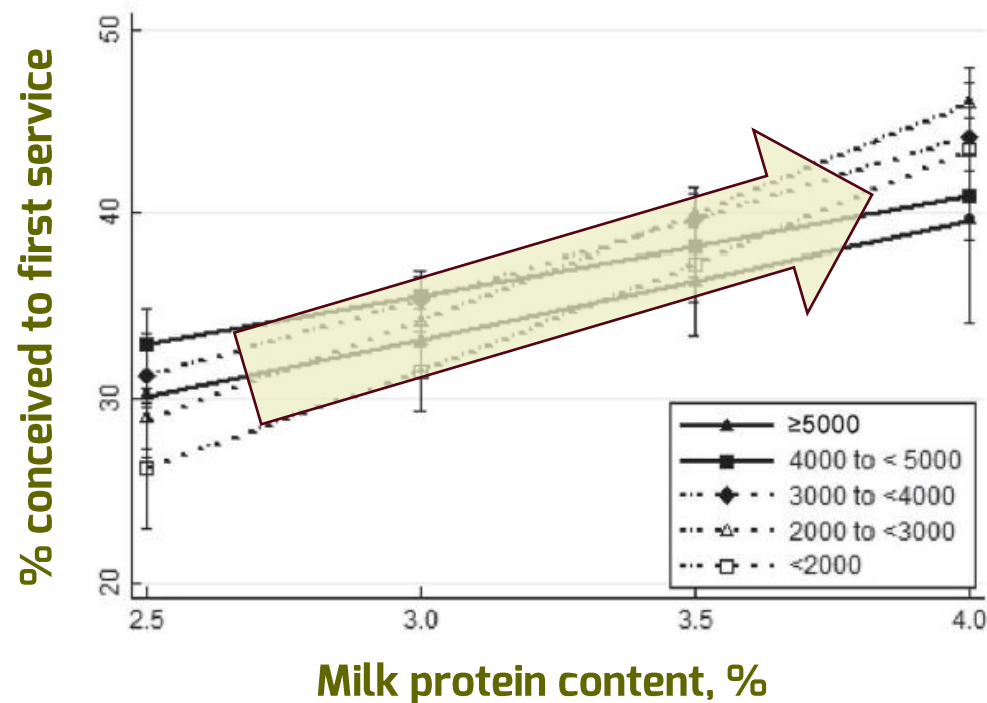
↑ of ~7%-units



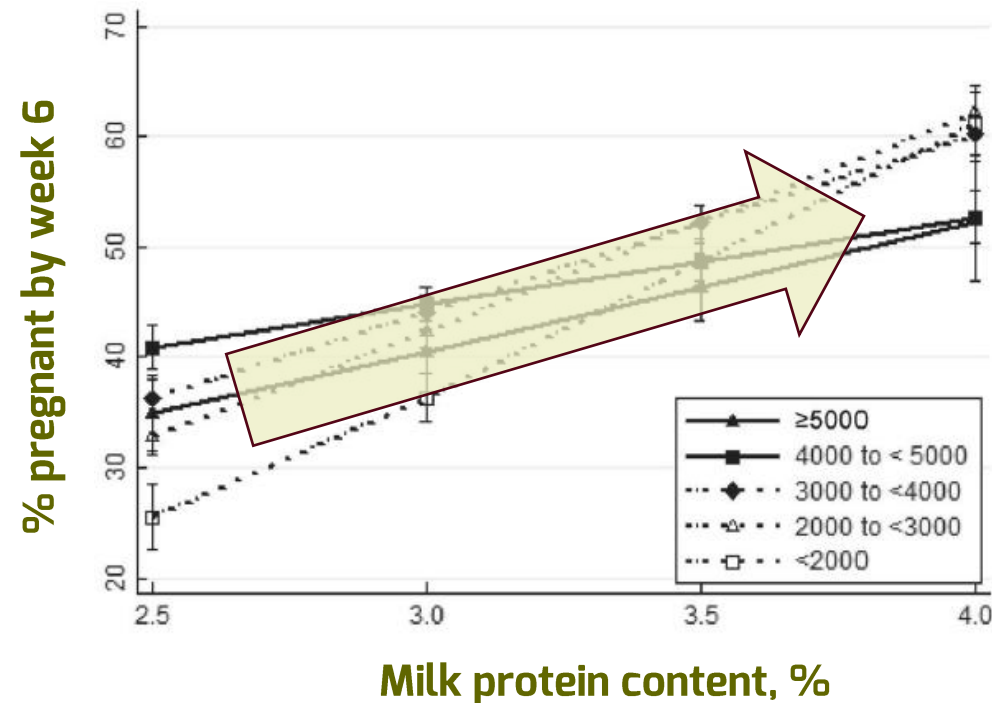
Methionine Supports Health & Reproductive Performance

Cows with higher milk protein concentration had increased conception at first service and pregnancy by week 6

Efficiency of 1st breeding attempt

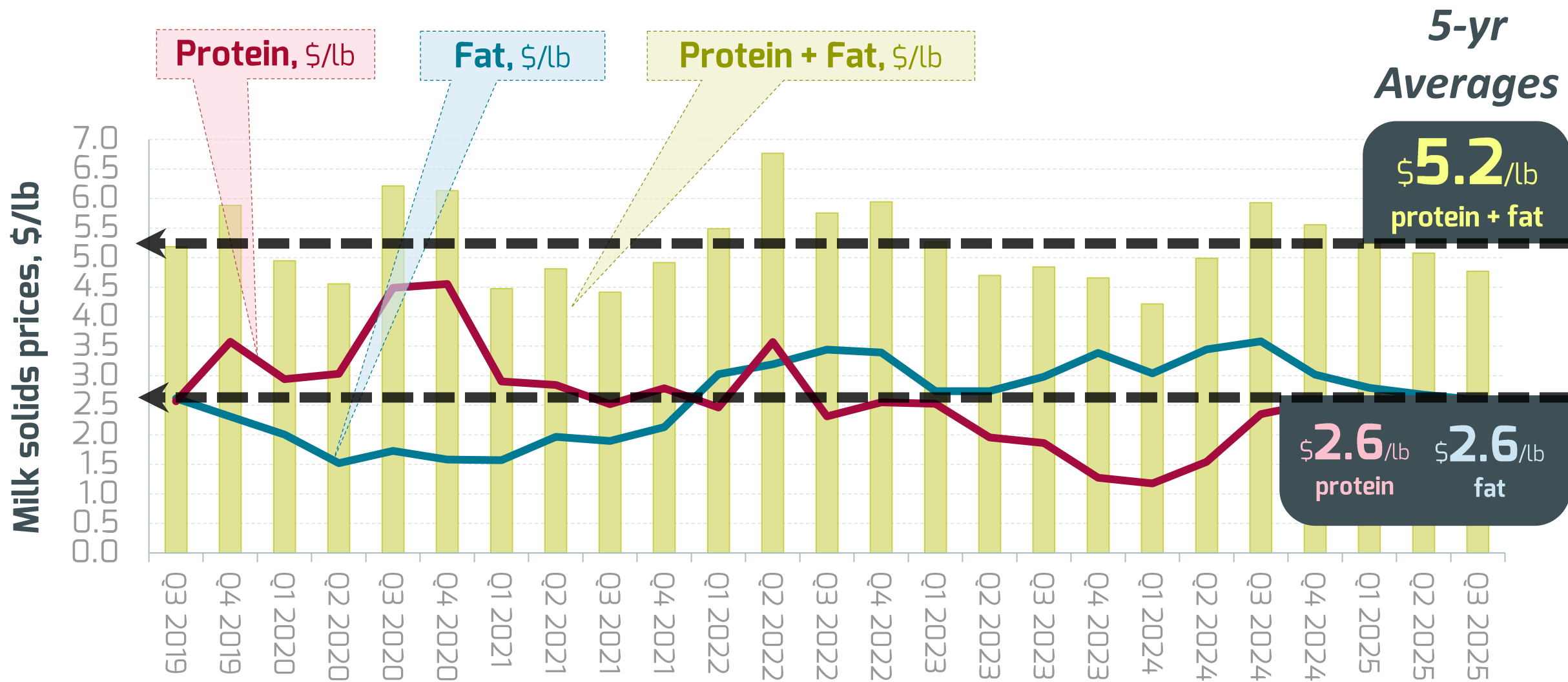


Overall speed and success of getting cows bred

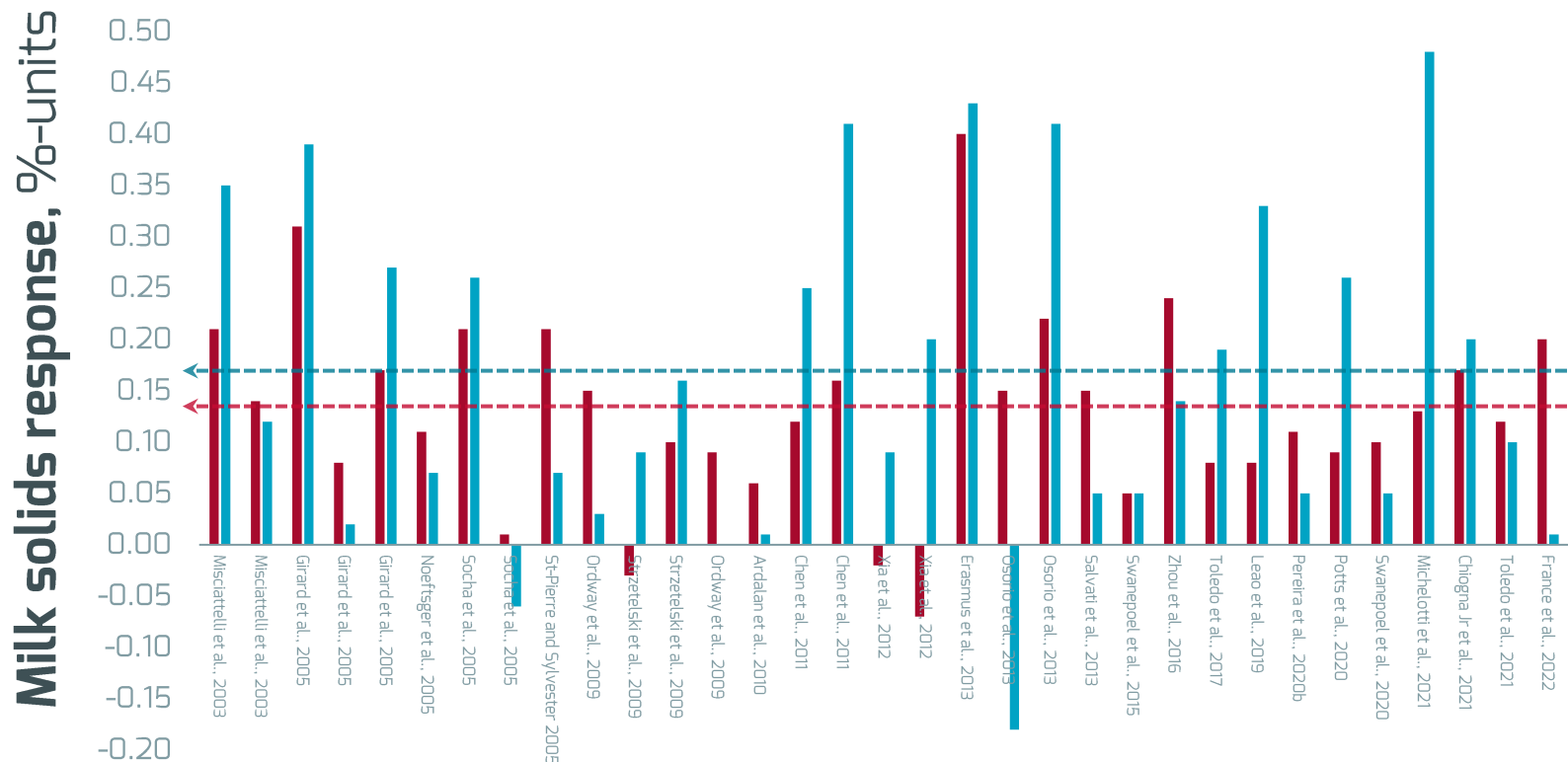


Why this Matters?

Profitability of Your Herd = Solids Output × Pricing



Consistent Impact of Methionine Supplementation



Fat Revenue \$?

+ 0.16 units in **Milk Fat %**

+ 0.12 lb

P < 0.01

+ 0.13 units in **Milk Protein %**

+ 0.1 lb

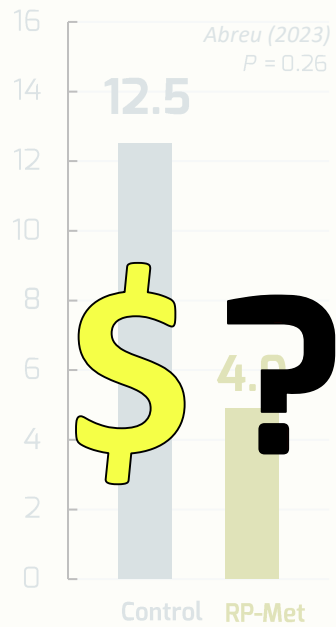
P < 0.01

Protein Revenue \$?

Methionine Supports Health & Reproductive Performance

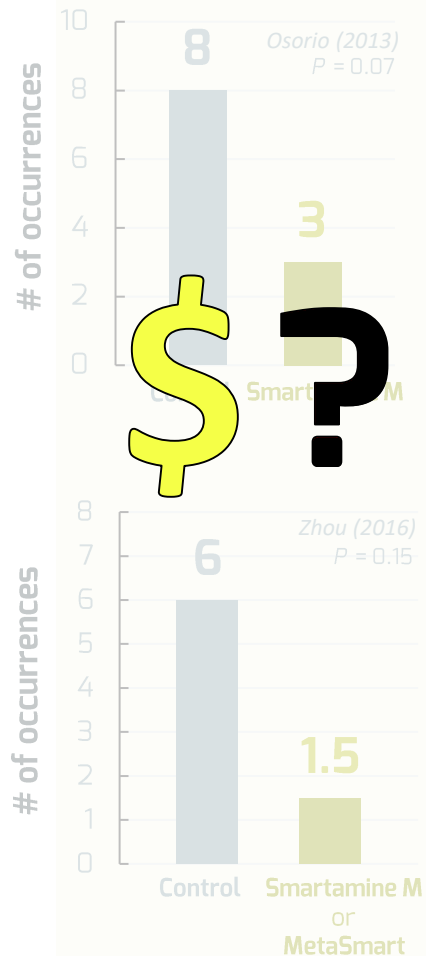
Mastitis Cases

↓ of ~40%



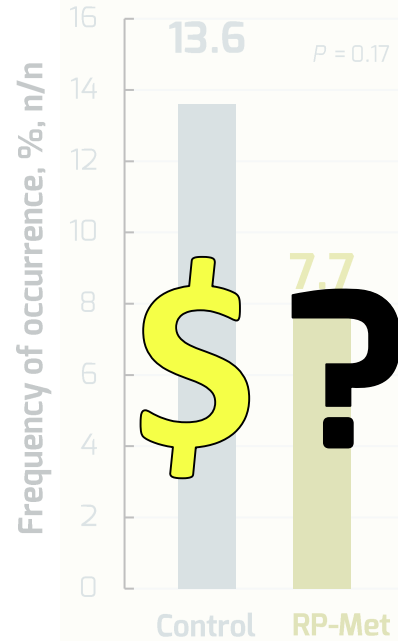
Ketosis Cases

↓ of ~30%



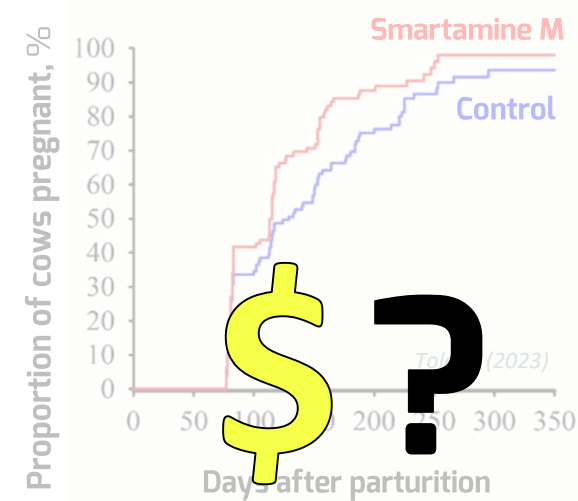
Metritis Cases

↓ of ~50%



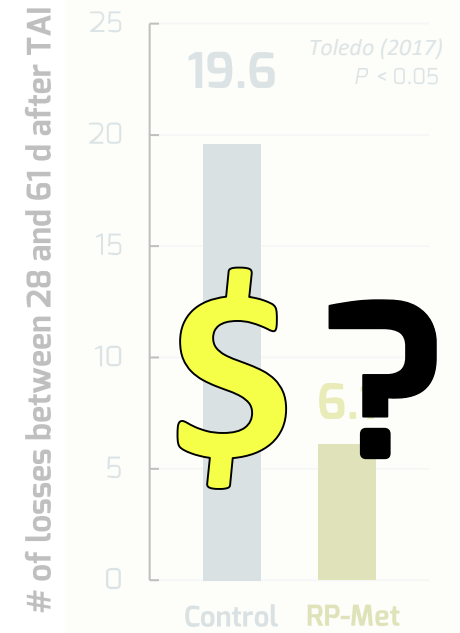
Pregnancy Success

↑ of ~5%-units

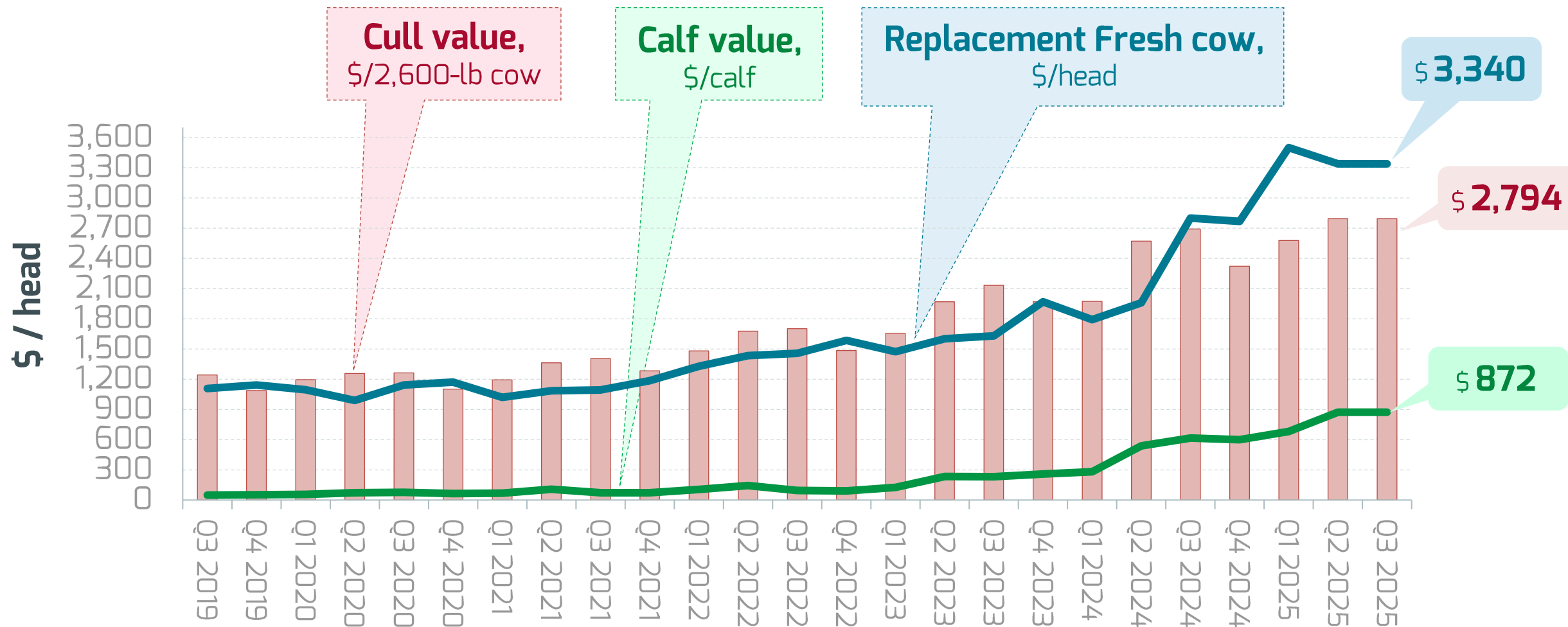


Pregnancy Losses

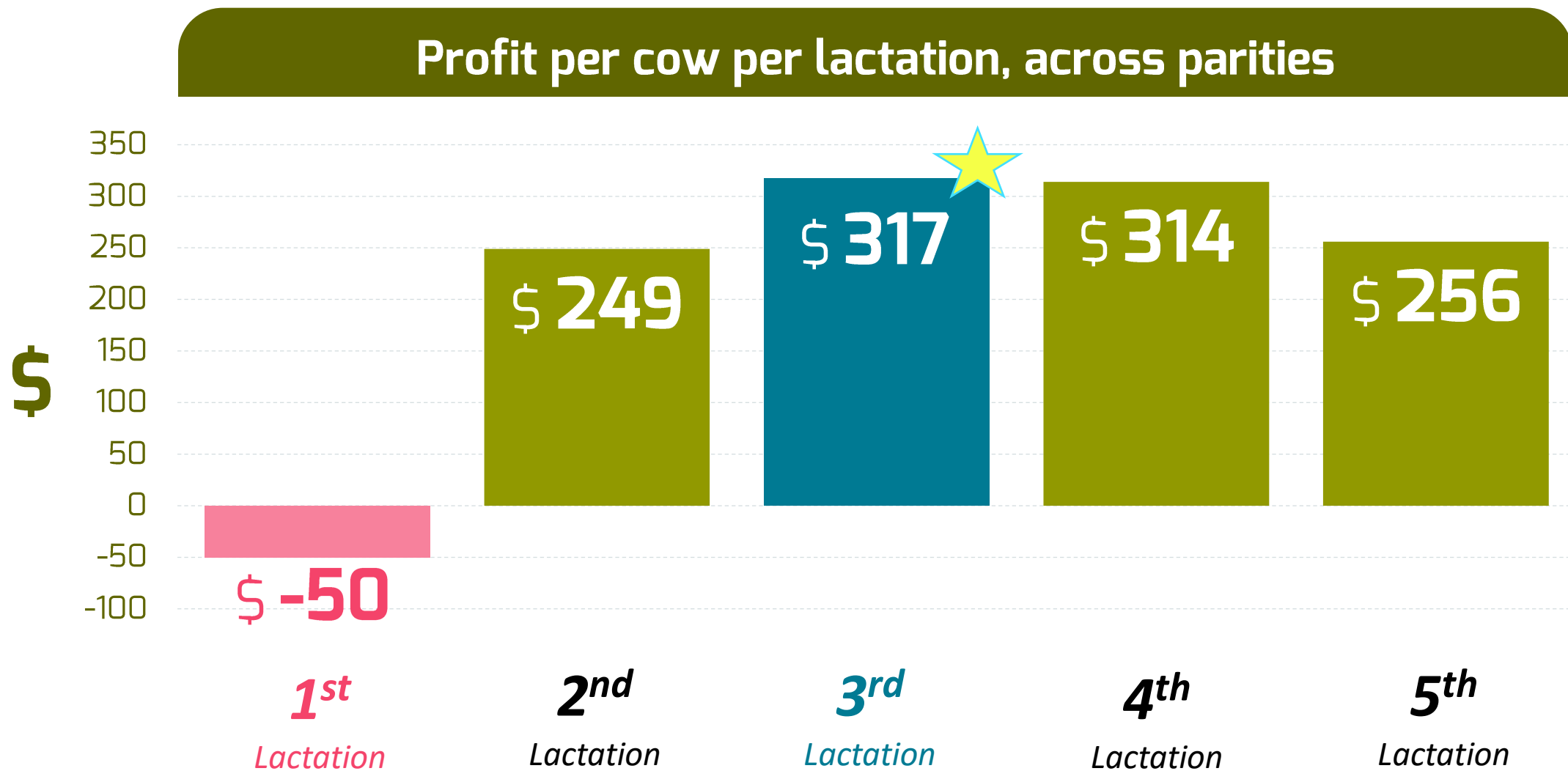
↑ of ~7%-units




Improved Reproductive Performance vs Current Market



Longevity vs Profitability per Cow



Developed with
Proven Science



30+ years of
expertise


30+ years of
research

100+ sponsored
trials

150+ trials testing our products
(sponsored or non-sponsored)

LIFETIME
PERFORMANCE

**SMARTLINE™
BIBLIOGRAPHY**



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How
can we
translate
all these findings into the
“field language”
[Money, Cost, Returns, ...]

MilkSmart - Profitability of AA Balancing



Smartamine® M ▾

\$ 0.00 / kg of product

USD ▾

English ▾

Default template ▾



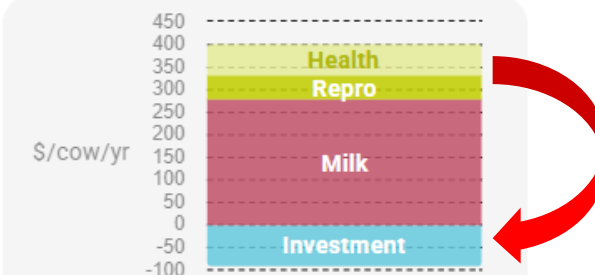
Investment			Units	Far-off	Close-up	Fresh	Early-Mid lact.	Late lact.	Cost with
	Smartamine M	g/cow/d	—	10	16	16	16		AA Balancing
		\$/cow/d	—	0.000	0.000	0.000	0.000	0.000	-0.25
	TMR Cost	\$/cow/d	0.00	4.88	9.00	11.00	9.25		\$/cow/d
		+ Smartamine M	\$/cow/d	0.00	5.07	9.78	11.18	9.43	

Milk Performance			Units	Current	Adjusted	Difference	Milk Pricing		Improved
	Milk	lb/cow/d	80.0	81.00	1	0.0000	\$/lb	Milk volume	Milk Production
	Fat	%	4.0	4.16	0.16	2.1925	\$/lb	Fat	0.76
	Protein	%	3.1	3.23	0.13	2.7062	\$/lb	Protein	\$/cow/d
	Other Solids	%	5.7	5.70	0	0.3647	\$/lb	Other Solids	
	ECM	lb/cow/d	86.57	90.14	3.57	0.0000	\$/cwt	Quality Premium	
	Milk Value	\$/cwt	19.24	19.94	0.70				

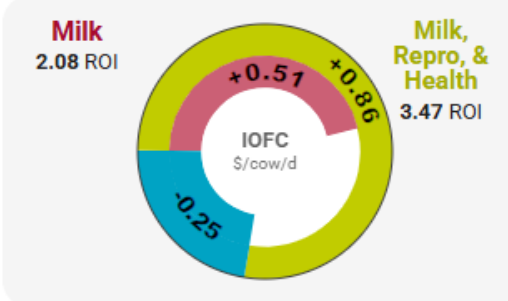
Reproductive Performance			Units	Current	Adjusted	Difference	Improved Reproduction
	Pregnancy Rate	%	25	28	3		
	Pregnancy Loss	%	17	10	-7		
	Calf Sales	\$/cow/yr	97	110	13		
	Mortality Cost	\$/cow/yr	-50	-46	4		
	Reproductive Cost	\$/cow/yr	-152	-140	11		
	Reproductive Culling Cost	\$/cow/yr	-28	-14	14		
	Non-Reprod. Culling Cost	\$/cow/yr	-165	-151	13		

Health Status			Incidence		Cost	Cost (\$/herd-cow/yr)		Improved Health
	Units (Incidence)		Current	Adjusted	\$/case	Current	Adjusted	
	Mastitis (clinical)	% milking cows/mo	2	1.3	224	-54	-35	19
	Ketosis (clinical)	% fresh cows	6	3.4	232	-14	-8	6
	Ketosis (subclin.)	% fresh cows	40	22	67	-27	-15	12
	Metritis	% fresh cows	15	8.6	511	-77	-44	33

Investment vs. Gross Returns



Investment vs. Net Returns



AAB Savings
-18 cents/cow/d
* for a reformulated diet

+DMI
Close-up & Fresh

Herd
1000 cows

Cow Herd Day Month Year

Reset LB KG PDF

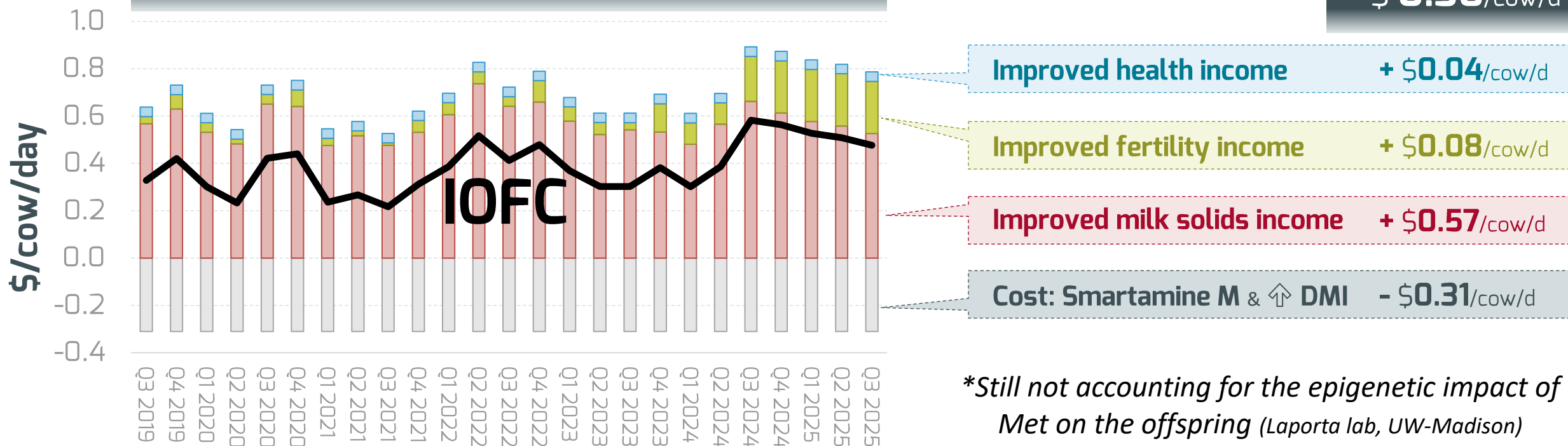
Over time IOFC From Smartamine M Supplementation

2025 Average **IOFC**

+ \$ 0.50/cow/d **+ \$ 140/herd/d**

6-yr Avg **IOFC**

+ \$ 0.38/cow/d



Assumptions

- ✓ ↑ Milk fat (+0.12 lb/cow/d), protein (+0.10 lb)
- ✓ ↑ 3%-units in 21-day pregnancy rate, ↓ 7%-units in pregnancy loss
- ✓ ↓ 5%-units in mastitis, ketosis/yr

- ✓ Quarterly FMMO prices
- ✓ Replacement cost, calf value, cull value accessed from national comprehensive monthly reports

- ✓ Mastitis cost (\$224/case)
- ✓ Subclinical ketosis cost (\$68/case)

Thank you