When Good Records Go Bad

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most problems in keeping records caused by …

- Wrong number entered
- Skipped numbers
- Decimal points
- Wrong date (working in new year punching in last year's dates)
- Missing pigs
- Missing feed
- Recording data in wrong groups
- Not recording information

- Unable to reconcile inventories
- Performance results inaccurate
- Can not diagnose if there are problems with pigs
- Can not make sound decisions for marketings

Why keep records??

- Documentation
  - Lenders
  - Vets / Consultants
  - PQA
- No blame game
  - Protect the sow unit
  - Protect the finisher
- More Objectivity vs Less Emotion
- Diagnostics – are management changes needed
- Predictability – ability to make decisions for
  - Breakevens
  - Input purchases
  - Marketing hogs

Can you find the data errors?
Common input errors

Date	Head	Total wt	Total $
4/16/2010	183	51870.0	26848.25
4/30/2010	186	5225.0	23866.07
4/30/2010	33	9834.0	980.57
5/62010	155	44560.0	25197.62
5/6/2010	188	51380.0	22104,28
5/6/2010	185	49960.0	26717.83
5/26/2010	177	46630.0	8160.23

Did you find 3 common problems?

Date	Head	Total wt	Total $
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Check for mistakes

Look for outliers

Does it fit the data pattern

Use the correct dates

Example of using the date hog check was issued rather than date hogs shipped from barn

Barn	Date Sold	Head	Avg Wt	Days on Feed
1	2/14	180	268	112
	3/7	172	296	133
	3/7	171	296	133
	3/10	176	272	136
	3/10	168	269	136
	3/10	174	270	136
	3/14	72	273	140
2	2/11	178	262	114
	3/7	178	286	138
	3/8	170	287	139
	3/14	107	267	145
	3/14	174	264	145
	3/14	172	265	145
	3/14	147	266	145
	3/14	28	270	145
3	3/7	167	291	138
	3/7	167	290	138
	3/14	174	267	145
	3/14	173	271	145
	3/15	179	270	146
	3/15	172	275	146
	3/15	86	271	146

Use the correct dates

Example of using the date hog check was issued rather than date hogs shipped from barn

So what does a 4 day difference in days mean?

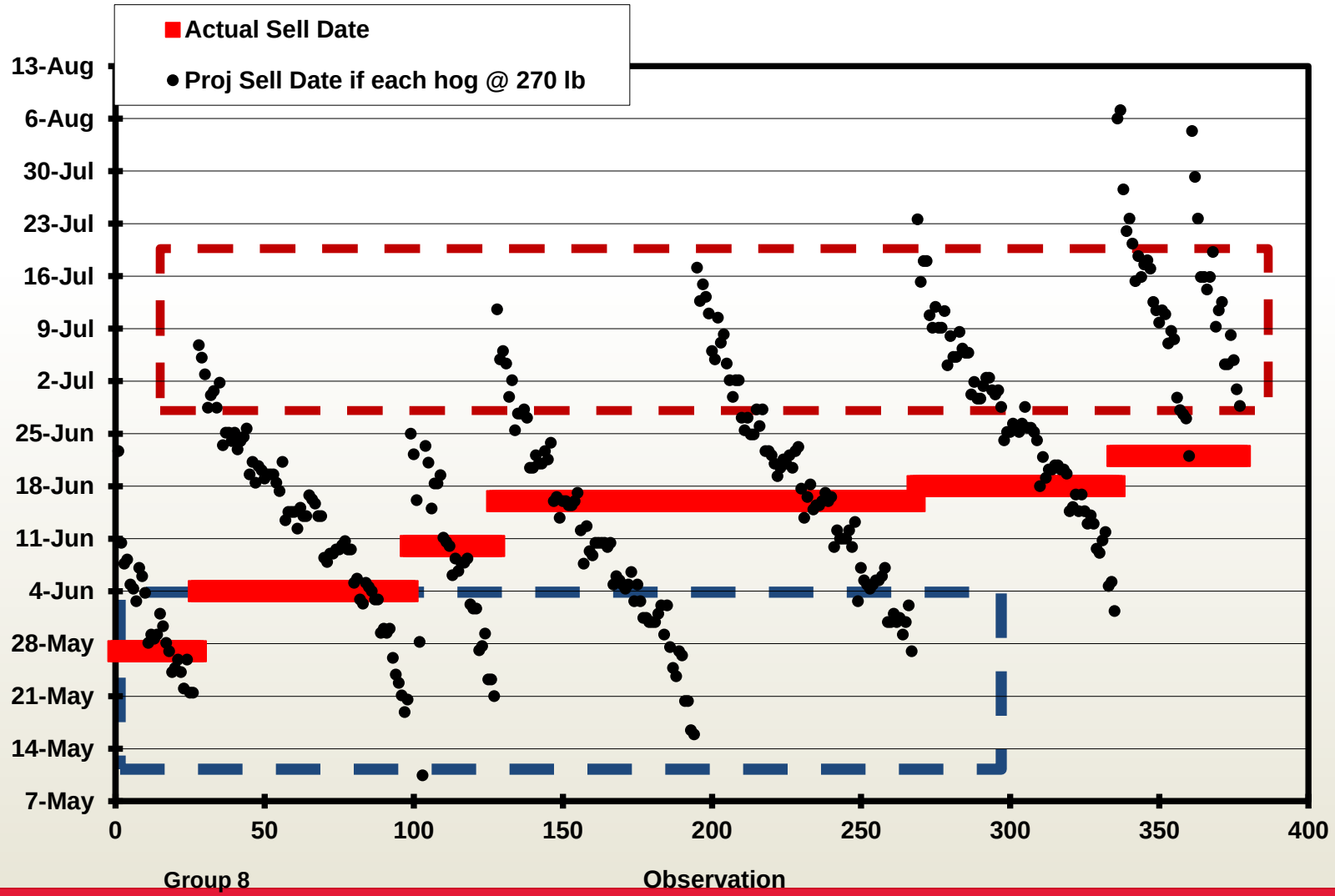
Barn	Check Date	Date Sold	Days on Feed Check vs Sold		Days on Feed
1	2/14	2/9	112	107	-5
	3/7	3/3	133	129	-4
	3/7	3/3	133	129	-4
	3/10	3/7	136	133	-3
	3/10	3/7	136	133	-3
	3/10	3/7	136	133	-3
	3/14	3/9	140	135	-5
2	2/11	2/8	114	111	-3
	3/7	3/3	138	134	-4
	3/8	3/4	139	135	-4
	3/14	3/9	145	140	-5
	3/14	3/9	145	140	-5
	3/14	3/9	145	140	-5
	3/14	3/10	145	141	-4
	3/14	3/10	145	141	-4
3	3/7	3/4	138	135	-3
	3/7	3/4	138	135	-3
	3/14	3/10	145	141	-4
	3/14	3/10	145	141	-4
	3/15	3/11	146	142	-4
	3/15	3/11	146	142	-4
	3/15	3/11	146	142	-4

What a 4 day difference makes

Barn	1		2		3	
In Wt	47		39		39	
Sell Wt	278		277		277	
Date	Sold	Check	Sold	Check	Sold	Check
DoF	128	132	134	138	140	144
diff	4		4		4	
ADG	1.81	1.76	1.73	1.68	1.70	1.66
diff	-0.05		-0.05		-0.04	
ADFI	5.16	5.01	4.82	4.67	4.65	4.53
diff	-0.15		-0.15		-0.12	
FG	2.85		2.78		2.73	

What happens if ADG has intervention action when below 1.70 lb/d?

How should a barn be sold ?



888 Carcasses

260 lb group avg sell wt

53.9 %Lean

Sort loss $1.39/hog

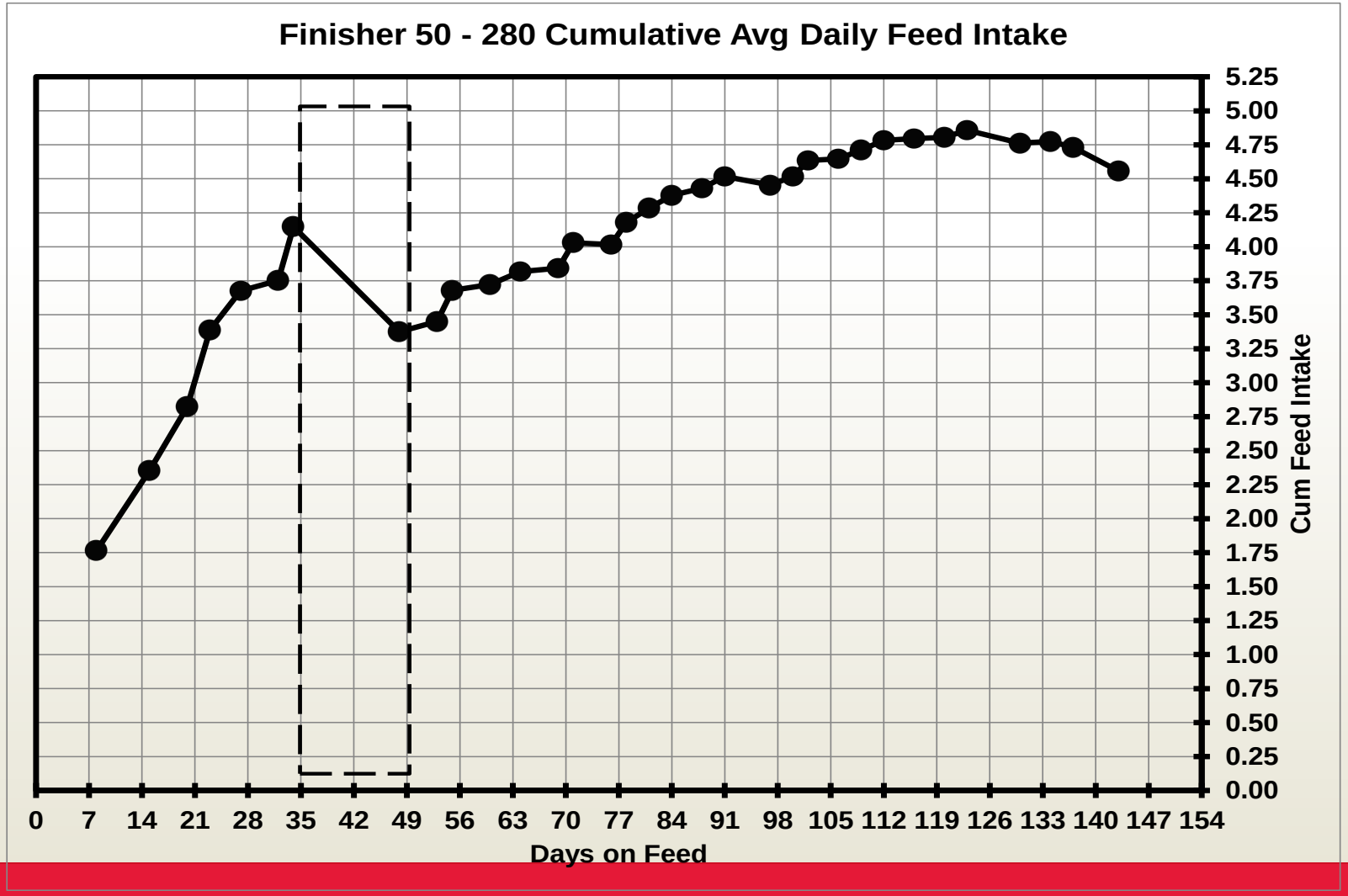
Missing data causes problems

- Missing feeding
- Feed allocated incorrectly
- How much was left in the bulk bins
- Missing kill sheets
- Death loss guesses

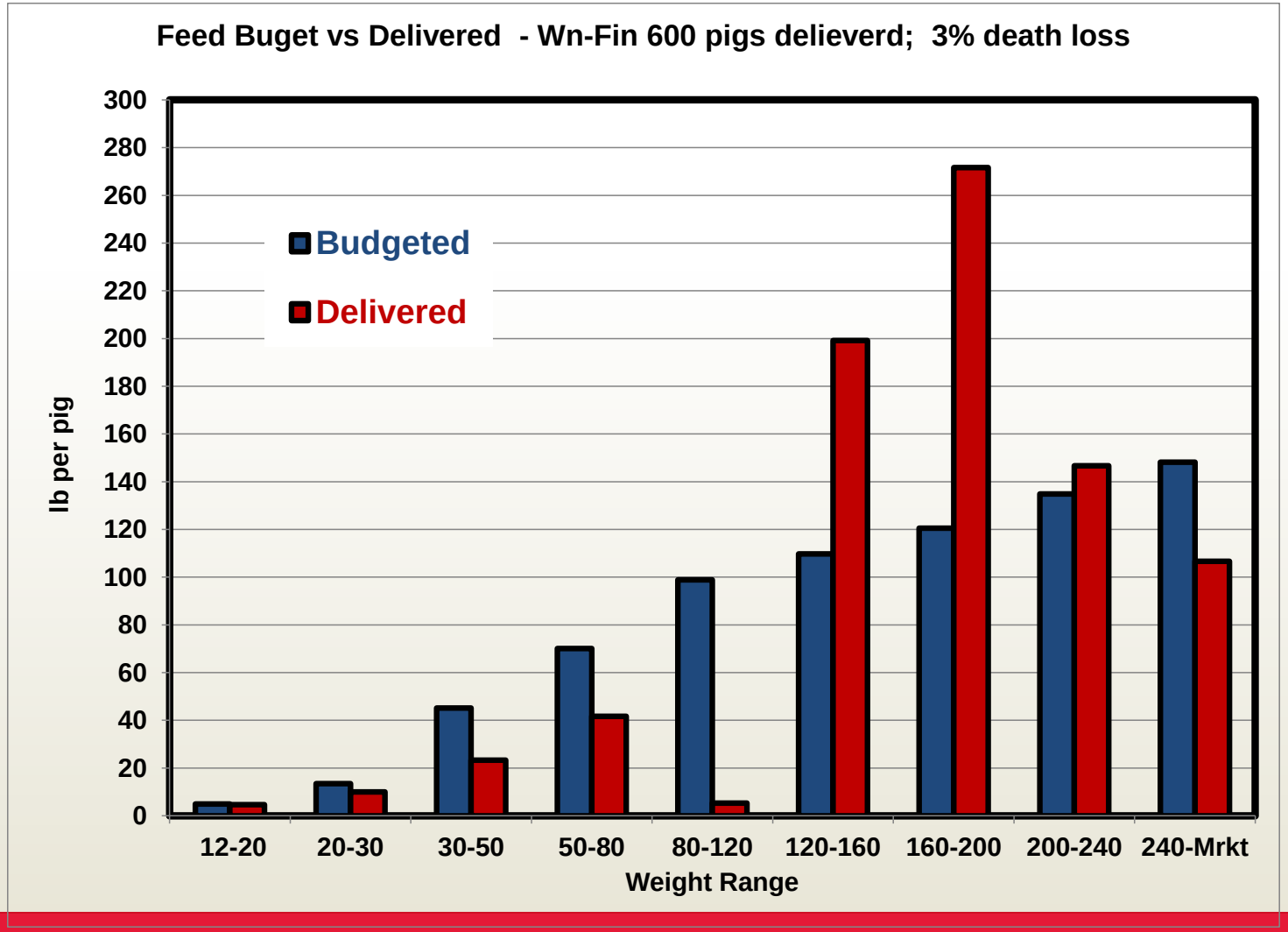
- Cumulative Feed Intake and Feed Efficiency charts/graphs review is a good place to look for “Errors”

- For Example

Was feed mixed and delivered?



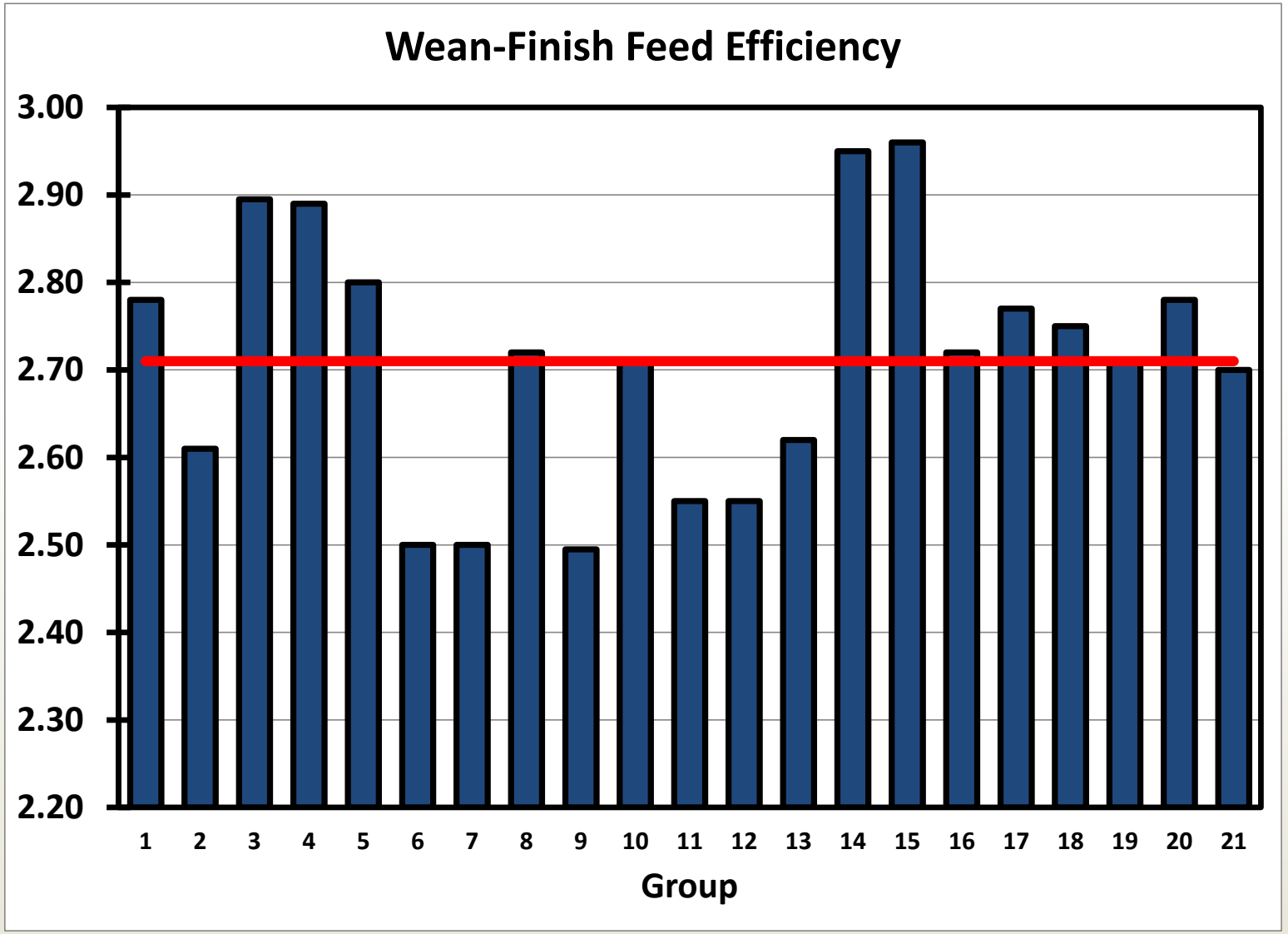
were feed budgets followed ?

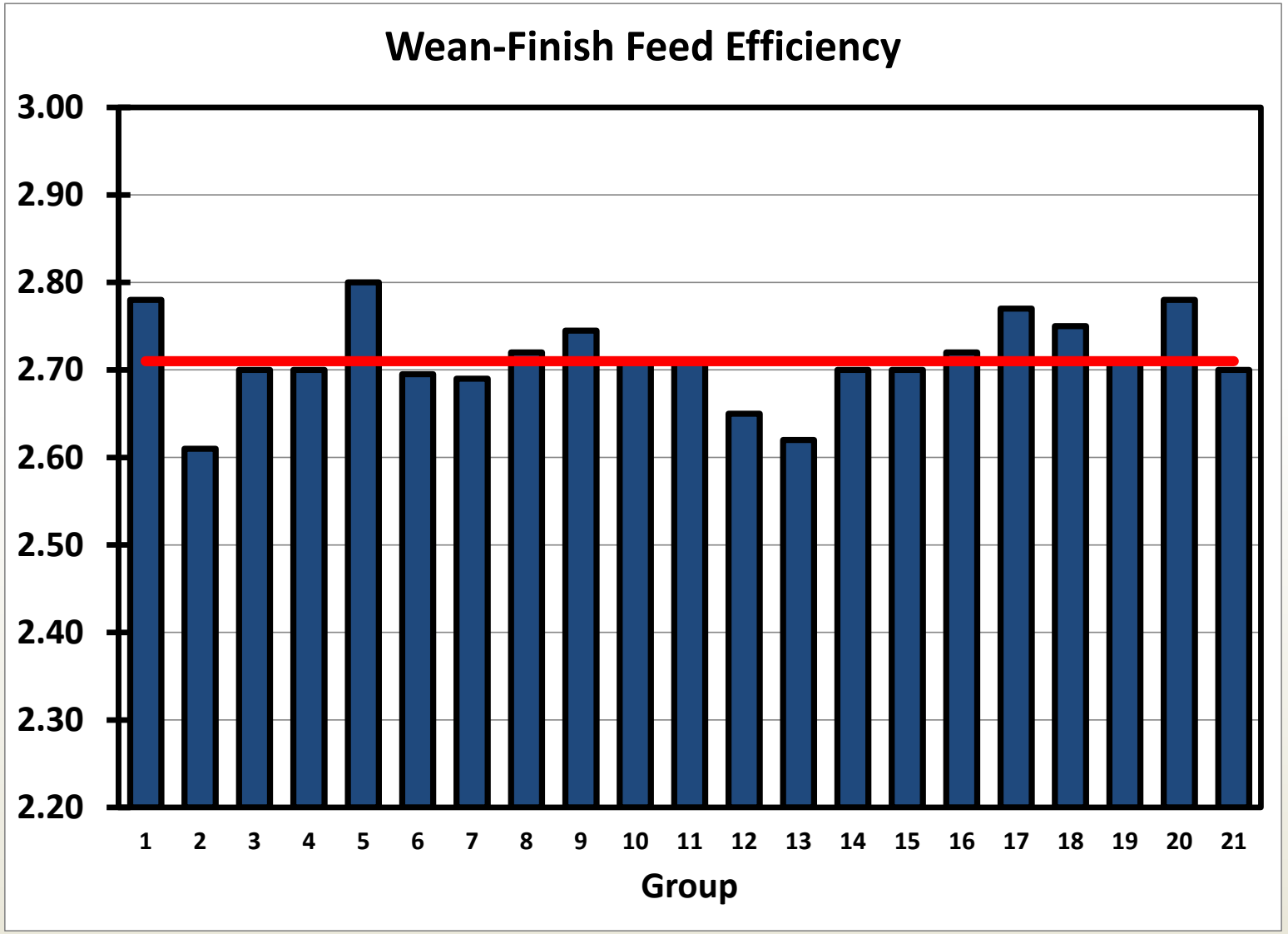


Are the closeouts true or not?

- Comparison of feed efficiency of several closeouts within a short period from placed into finishing barns

- Why the variation?
- Who reviewed / doubled check the summaries
- Can one make decision


Wean-Finish Feed Efficiency
3.00
2.90
2.80
2.70
2.60
2.50
2.40
2.30
2.20
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21
Group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2.20
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21
Group

Are the closeouts true or not?

- **Feed delivered to the proper site**
- **Feed delivered is correct for the size of pigs**
- **Feed recorded in the right bulk bin**
- **Use feed budgets to monitor feed usage as you go, rather than look at it in the end and don't know if you can trust the data.**
- **Feed tickets doesn't necessarily give you feed intake. Feed ticket must match the group and the date of feed.**

So the stats look like this

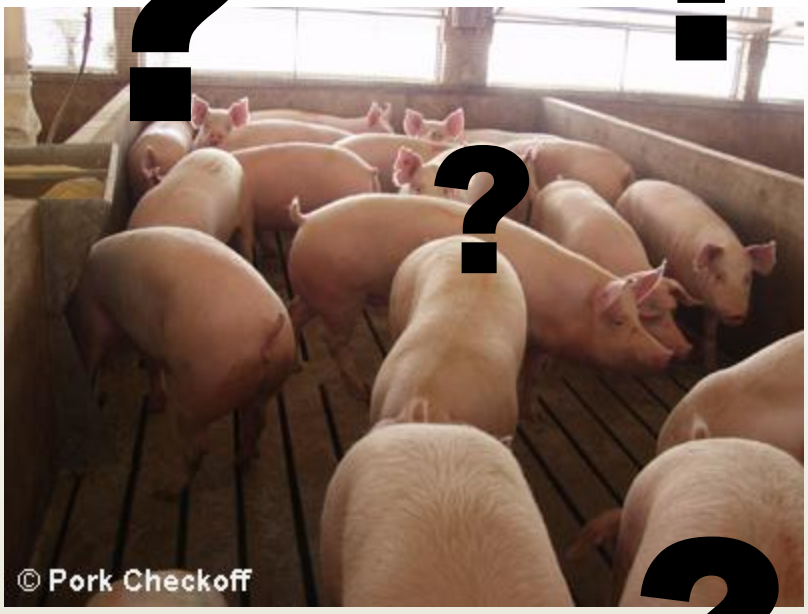
Stats	Avg	Std Dev	Min	Max	Range	CV
Original data	2.71	0.14	2.50	2.96	0.47	5.30
Adj Peaks/Valleys	2.71	0.05	2.61	2.80	0.19	1.79

Death loss calculations

- Difference between hogs sold and pigs in
  - Estimate an average dead date and guess weight

- Records
  - Date and estimated weight based on other pigs
  - Reconciling problems easier
  - Missing kill sheets

So what happens when there are pigs missing



Death loss calculation for missing hogs

	Date	Pigs	Avg
Pigs in	1/10	963	61
Marketings			
Farmland	4/26	183	283
Farmland	5/10	168	311
Farmland	5/16	174	285
Farmland	5/16	155	280
Farmland	5/16	181	287
culls	5/16	18	185
Deads	3/6	84	150

Calculations to be

Sell Wt	**275**
Days	**115**
ADG	**1.86**
ADFI	**5.31**
FG	**2.85**
D L	**8.7%**

Death loss calculation

Found more pigs that went to market

	Date	Pigs	Avg
Pigs in	1/10	963	61
Marketings			
Farmland	4/26	183	283
Farmland	5/10	168	311
Farmland	5/16	174	285
Farmland	5/16	155	280
Farmland	5/16	181	287
culls	5/16	18	185
part load Farmland	6/5	63	245
Deads	3/6	21	150

	missing	corrected
Sell Wt	**275**	**281**
Days	**115**	**121**
ADG	**1.86**	**1.82**
ADFI	**5.31**	**5.05**
FG	**2.85**	**2.77**
D L	**8.7%**	**2.2%**

Don’t make decisions on . . .

apples – oranges - lemons

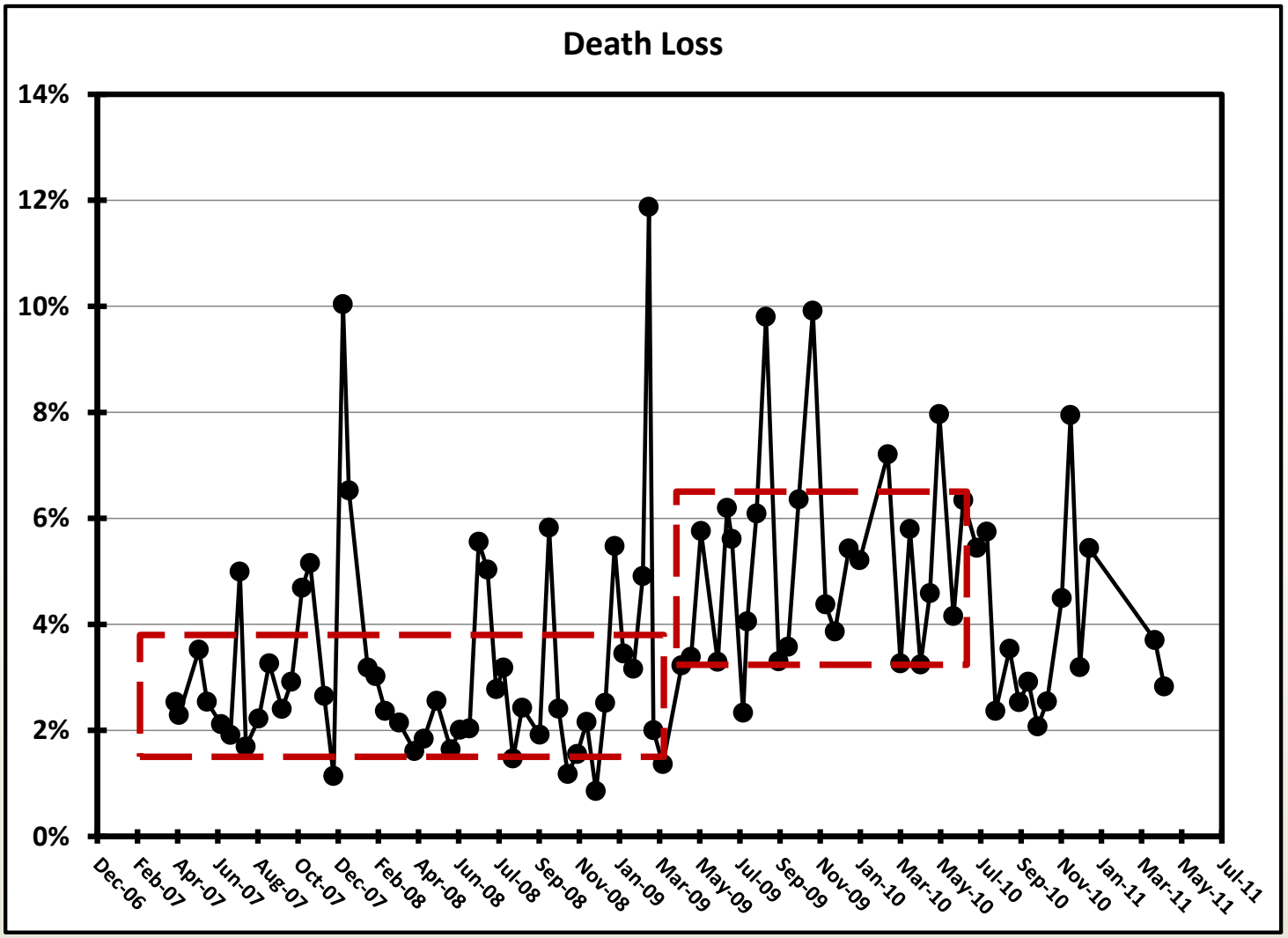
- Guesses or missing numbers
- I think ….
- 1 barn/turn comparisons
- when health challenges causes high morbidity (sickness) and/or high death loss
- when feed programs are changed from the norm
- Seasonal effects ?
- w/o reviewing starting / selling / days on feed
- Poor selling/marketing decisions
- Forgetting to standardized pricing –
  - Total feed $ per hog
  - $ cwt/gain for different ingredient prices

Everything was fine, then came the 2009 corn crop

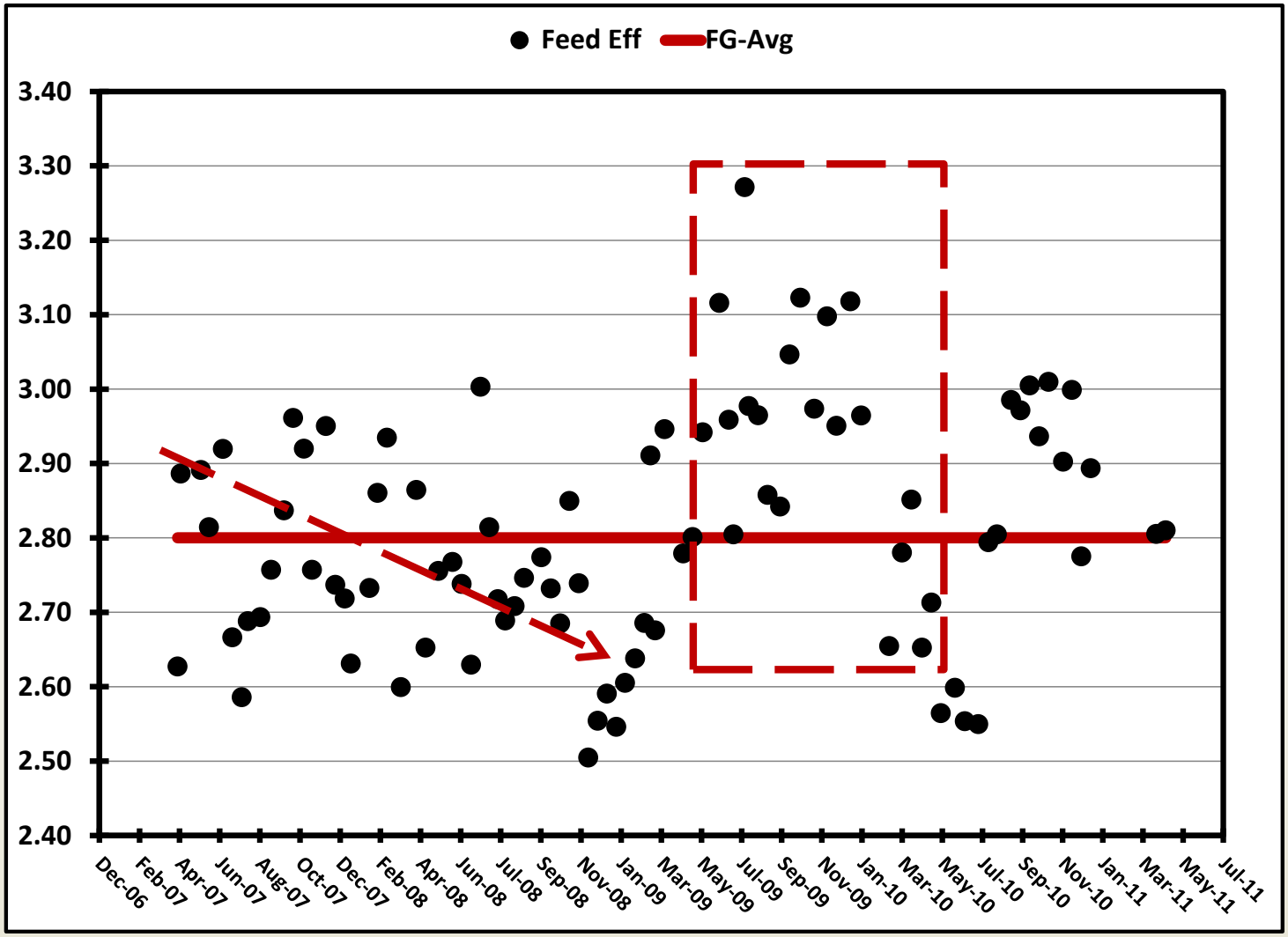
Mycotoxins Aflatoxins Vomitoxins

- **Sow herds**
  - **Repeat breedings, Missed cycles, Abortions**
  - **Smaller litter size and lighter birth weights**
  - **Litter weights down – sows not milking**
- **Finishing**
  - **Poor intakes so lighter pigs out or sold**
  - **3 to 5 weeks longer to reach targeted selling weights**
  - **No rhyme or reason to Feed efficiency**
    - **When pigs started on contaminated corn**

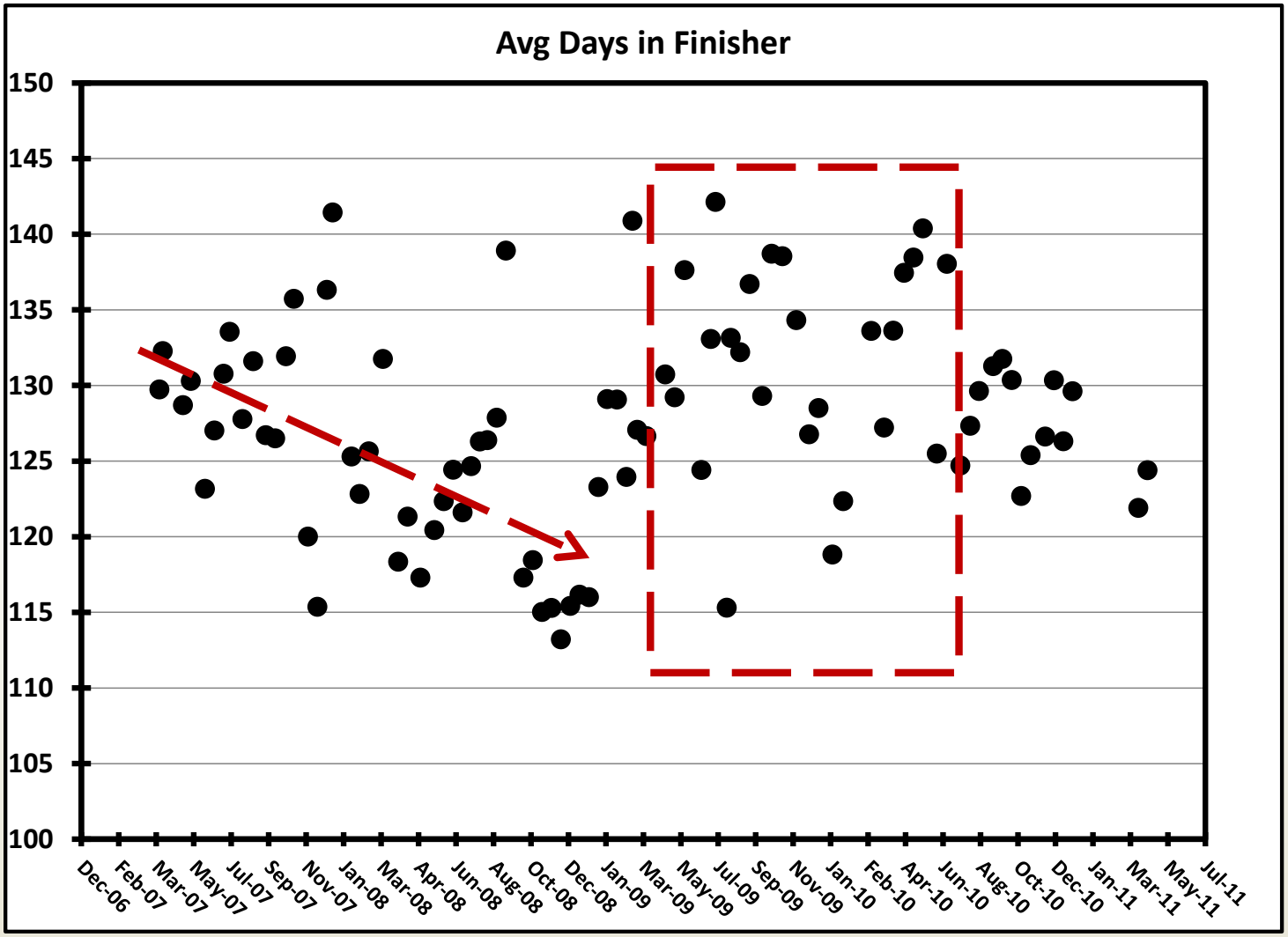
2009 Corn


Death Loss
14%
12%
10%
8%
6%
4%
2%
0%
Dec-06
Feb-07
Apr-07
Jun-07
Aug-07
Oct-07
Dec-07
Feb-08
Apr-08
Jun-08
Jul-08
Sep-08
Nov-08
Jan-09
Mar-09
May-09
Jul-09
Sep-09
Nov-09
Jan-10
Mar-10
May-10
Jul-10
Sep-10
Nov-10
Jan-11
Mar-11
May-11
Jul-11

2009 Corn


Feed Eff
FG-Avg
3.40
3.30
3.20
3.10
3.00
2.90
2.80
2.70
2.60
2.50
2.40
Dec-06
Feb-07
Apr-07
Jun-07
Aug-07
Oct-07
Dec-07
Feb-08
Apr-08
Jun-08
Jul-08
Sep-08
Nov-08
Jan-09
Mar-09
May-09
Jul-09
Sep-09
Nov-09
Jan-10
Mar-10
May-10
Jul-10
Sep-10
Nov-10
Jan-11
Mar-11
May-11
Jul-11

2009 CORN


Avg Days in Finisher
150
145
140
135
130
125
120
115
110
105
100
Dec-06
Feb-07
Mar-07
May-07
Jul-07
Sep-07
Nov-07
Jan-08
Mar-08
Apr-08
Jun-08
Aug-08
Oct-08
Dec-08
Jan-09
Mar-09
May-09
Jul-09
Sep-09
Nov-09
Jan-10
Feb-10
Apr-10
Jun-10
Aug-10
Oct-10
Dec-10
Jan-11
Mar-11
May-11
Jul-11

Financials side and diagnostics

- Growth performance easier to gauge
- Financials much harder and difficult to quantified
  - Fluctuations with Corn and SBM
  - Allocations of checkbook/volume purchases among groups

- But the need is just as important as margins draw continually tighter
- Lenders evaluate breakeven projections and cash flows

Records can go bad easily

What can record do?

- Production benchmarks
- Intake curves
- Better nutritional programs
- Problem solving
    - health problems
    - death loss
    - management practices
    - profitability
    - Ingredient issues

What can record's do?

- Product validation
- System's structure
- System's growth
- Performance monitoring
- Validated pigs genetic potential
- "Virtual integration"
- Improved management
- Improved market Strategies

Need to compile and database records for analyses and comparisons

Group Tracker Introduction

- Increased variable cost break outs
  - Med / vet
  - marketing
- New production summary
- New financial summary

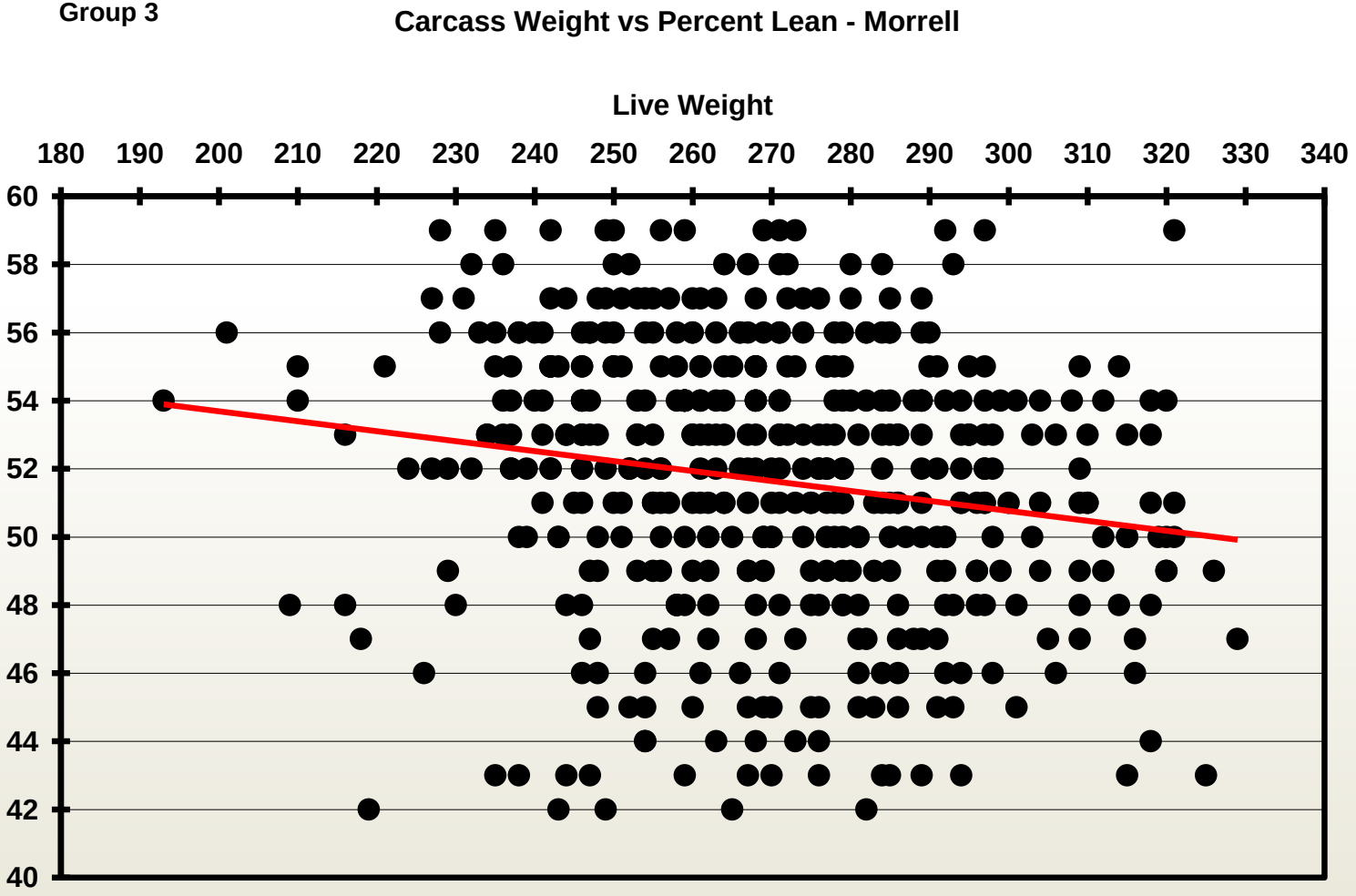
- Send closeout to Swine Specialist to be added to Database for summary reports

Bonus slide

Histogram of selling weight and percent lean for 988 hogs sold to Morrell over a 6 week period group averaging 268 lb

What is wrong with this picture?

Group 3


Carcass Weight vs Percent Lean - Morrell
Live Weight
180 190 200 210 220 230 240 250 260 270 280 290 300 310 320 330 340
60 58 56 54 52 50 48 46 44 42 40

Quick glance

- Sell weights range from 192 to 330 lb
- 5.5% less than 240 lb (culls are not in this data)
- 6% are over 300 lb
- Over 15% of carcasses less than 48% lean
- Almost 3% are 44% lean or less
- Low correlation between sell weight and pct lean

- Sow herd is making genetic changes
- Paylean fed but not soon enough
- Diets not formulated for Paylean