JOINING forces. REACHING higher.

APRIL 9–11 • MADISON, WI

DCHA
DAIRY CALF & HEIFER ASSOCIATION

2019 Annual Conference

REGISTRATION INFORMATION
JOINING forces. REACHING higher.

Join fellow producers and industry experts to reach higher in your operation. Don’t miss out on the exciting lineup at the DCHA conference held April 9–11, 2019, in Madison, WI. Themed “Joining forces. Reaching higher.” The conference will offer unmatched networking opportunities and highlight the latest practices, technology and research.

REGISTRATION
Register for the conference today!
Choose one of the following methods:
• Mail: Return the registration form, found on the last page to:
  605 Columbus Ave S
  New Prague, MN 56071
• Email: info@calfandheifer.org
• Call: (855) 400-DCHA (3242)

TRADE SHOW
• There will be numerous opportunities throughout the event to browse the calf and heifer industry-focused trade show.
• Network and relax at the trade show receptions on Tuesday and Wednesday evenings.

HOTEL ACCOMMODATIONS
The conference will take place at the Madison Marriott West, 1313 John Q Hammons Dr, Middleton, WI 53562.
• Group block reservation deadline is March 18.
• Room rate is $139 a night (plus applicable taxes).
• To book your reservation online (preferred), visit: bit.ly/DCHA2019HOTEL
• If you would like to book by phone, call 608-831-2000 and let the receptionist know that you are with the Dairy Calf and Heifer Association.

PARKING & AIRPORT TRANSFERS
• Parking is complimentary for conference attendees.
• Airport shuttle service, on request, complimentary through the hotel. Call 608-831-2000.
• Estimated taxi fare $36 (one way).

SPECIAL EVENTS
Farm and industry tours will be held Tuesday, April 9:
• A behind-the-scenes tour of ABS Global’s state-of-the-art calf facility and learn of their biosecurity practices.
• Crave Brothers Dairy Farm. We will tour their all-in, all-out calf nursery barns, milking facility and manure digester.

Post-conference seminars will be held on Thursday, April 11.
• Don Sckett will demonstrate a deep nasopharyngeal swab.
• Theresa Ollivett will demonstrate lung ultrasounding
• Tour the new STgenetics genomic testing lab

SPECIAL ACCOMMODATIONS
If you require additional assistance or have special meal requirements for the conference, please contact DCHA by March 29, 2019.

ARPAS CREDIT
The conference has been pre-approved by the American Registry of Professional Animal Scientists for 16 ARPAS CEUs. Participants should request credits for this event at arpas.org.
## TUESDAY, APRIL 9

### 7:00 a.m.–2:00 p.m.  
**Industry Stop 1: ABS Global, DeForest, Wis.**  
ABS Global is a world-leading provider of bovine genetics, reproduction services, artificial insemination technologies and udder care products. Visitors will learn about biosecurity practices and tour a state-of-the-art calf facility where the company houses its young bulls.

### 3:00–4:00 p.m.  
**The Use of Colostrum to Support Health Post Day One**  
*Michael Nagorske, sponsored by SCCL*  
It all starts with colostrum, colostrum, colostrum, maximizing protein and energy resources to support the immune system and achieve optimal growth, and transitioning calves in the right way to become fully functional and efficient ruminants.

### 4:00–4:15 p.m.  
**Afternoon break**

### 4:15–5:15 p.m.  
**Managing Fly Control for Growth and Health**  
*Manuel Vela, sponsored by Champion Animal Health*  
Flies are very costly to the livestock industry each year. Find out how including a feed through insect growth regulator is a great way to control flies by preventing their development.

### 5:30–7:00 p.m.  
**Trade show reception and entertainment**  
*Music by Coondog*  
Connect and relax with fellow conference attendees while enjoying the sounds of a homegrown Wisconsin DJ who will surely entertain.

## WEDNESDAY, APRIL 10

### 7:00–7:45 a.m.  
**Breakfast and welcome in the trade show**  
Join all attendees and exhibitors to kick off the conference.

### 8:00–9:00 a.m.  
**A Growth Mindset on the Ranch Encompasses More Than the Health of the Calves**  
*Keith Poulsen, Wisconsin Veterinary Diagnostic Laboratory*  
Calf and heifer raisers, like any other business, need to be in a perpetual state of growth to maintain viability and vitality. Growth keeps us on top of the curve and able to be agile to adapt to changing markets and industry standards. Recent trends and events have challenged us to think bigger in a global economy and incorporate our staff to be leaders in biosecurity.

*Continued on next page*
CONFERENCE AGENDA

9:15–10:15 a.m.  
**SELECT ONE**

**Track A: Panel — Lessons Learned from a Disease Outbreak**  
*Moderator: Curt Vlietstra, Boehringer Ingelheim*

Hindsight is 20/20 and disease prevention trumps disease treatment. Sit back and gain some valuable insight on proactive measures to prevent a disease outbreak and what to do if faced with such a disaster.

**Track B: Increasing Your Operation’s Positive Impact on the Environment**  
*Dennis Frame, Timber Ridge Consulting*

Farming has an impact on the environment; there is no reason to deny that statement. In fact, for the most part farming has a positive impact on the environment. Explore what we know about reducing the risk of nutrient, sediment and pathogen loss to water.

**Track C: The Business of Dairy Heifers: Quality, Labor, Cost, Risk Management**  
*Jason Karszes, Cornell University*

Dairy replacements secure an ever-increasing focus area of management on dairy farms. The impact that the replacement business can have on a dairy farm’s bottom line will be addressed, looking at the intersection of quality, cost and management.

10:15–10:30 a.m.  
**Morning break**

10:30–11:30 a.m.  
**SELECT ONE**

**Track A: Panel — Lessons Learned from a Disease Outbreak**  
*Moderator: Curt Vlietstra, Boehringer Ingelheim*

**Track B: Increasing Your Operation’s Positive Impact on the Environment**  
*Dennis Frame, Timber Ridge Consulting*

**Track C: The Business of Dairy Heifers: Quality, Labor, Cost, Risk Management**  
*Jason Karszes, Cornell University*

11:45 a.m.–12:45 p.m.  
**Lunch in the trade show**

12:45–1:15 p.m.  
**Annual business meeting**

1:30–2:30 p.m.  
**SELECT ONE**

**Track A: Animal and Human Well-being: Outcome-based Management**  
*Robert Hagevoort, New Mexico State University*

With ongoing consolidation and increased operation sizes in our industry, the actual animal management and well-being is now primarily in the hands of our employees. How do we make sure all people in our organization strive for the highest and safest level of outcomes? In this presentation we’ll discuss industry trends, outcomes and observations of employee workforce training programs, and implications for animal and human well-being on our operations.

**Track B: Calf Scours on a Timeline — Not All Cases are Infectious**  
*Keith Poulsen, Wisconsin Veterinary Diagnostics Laboratory Director*

Common causes of calf scour occur at typical time points in the pre-weaned calf’s life. Some time points are management related and some are based on how infectious agents develop in the calf. When should we submit diagnostic testing and what happens if all the tests come back negative?

**Track C: Panel — Xs and Os of Custom Heifer Raising: Contracts, Economics and Customer Relations**  
*Moderator: Jason Karszes, Cornell University*

The success of any relationship, including custom heifer growers and their clients, often boils down to effective communications. The “Xs and Os” panel will address clients’ expectations and growers’ protocols, with DCHA’s Gold Standards as their guide. Additionally, they’ll share the basics of pricing/payment plans and economics, and what information should be included in heifer grower contracts – for mutually beneficial results.

2:30–2:45 p.m.  
**Afternoon break**
**CONFERENCE AGENDA**

**2:45–3:45 p.m.**

**SELECT ONE**

**Track A: Animal and Human Well-being: Outcome-based Management**
Robert Hagevoort, New Mexico State University

**Track B: Calf Scours on a Timeline – Not All Cases are Infectious**
Keith Poulsen, Wisconsin Veterinary Diagnostics Laboratory Director

**Track C: Panel — Xs and Os of Custom Heifer Raising: Contracts, Economics and Customer Relations**
Moderator: Jason Karszes, Cornell University

**4:00–5:00 p.m.**

**GENERAL SESSION**

**Dairy BQA: How do BMPs Come Alive?**
Robert Hagevoort, New Mexico State University

Quality Assurance, “just a part of good business!” How do we go beyond the obvious and make sure our leadership ensures all in our organization not only understand Beef Quality Assurance (BQA) best management practices (BMPs) but that it instills a natural “code of conduct,” which evolves into our MO (mode of operating)? How do we make sure we bridge age, gender, cultural and language divides to move from a technical approach to BQA to a relational one — human or animal?

**5:00–7:00 p.m.**

**Reception in the trade show**

Connect with industry-leading companies, fellow producers, veterinarians and students. Unwind from day two, all while enjoying cheese, light appetizers and drinks.

**THURSDAY, APRIL 11**

**7:00–7:45 a.m.**

**Breakfast in the trade show**

**8:00–9:00 a.m.**

**SELECT ONE**

**Track A: Dry Period Heat Stress: Effects on Dam and Daughter**
Geoffrey Dahl, University of Florida

Heat stress is bad for lactating cows, worse for dry cows, and calves born to heat-stressed dams are limited in their ability to achieve their genetic potential. Management of heat stress during all phases of the lactation cycle are critical to avoid persistent drags on productivity and health.

**Track B: Nutritional Regulation of Gut Function: From Colostrum to Weaning**
Michael Steele, University of Guelph

Steele will be discussing new concepts related to how nutrition and management can impact calf gut development and health. The presentation will encompass a review of some of the latest studies related to colostrum feeding, the transition from colostrum to milk, milk feeding and finally weaning. The presentation will focus on how feeding strategies impact calf gut microbial and physiology with practical take-home messages that can be used on farm.

**Track C: Panel — Thinking Outside the Bottle, Alternative Milk Sources for Calves**
Moderator: Bob James, Virginia Tech University

What’s in your milk replacer? What are the ingredients and ratios? Is it time to explore a “custom-made” milk replacer? Panelists will share milk replacer options, decision-tree analysis of feeding milk replacer vs. pasteurized waste milk, and sources for securing custom-made milk replacers.

**9:00–10:15 a.m.**

**Morning break in the trade show**

**10:15–11:15 a.m.**

**SELECT ONE**

**Track A: Dry Period Heat Stress: Effects on Dam and Daughter**
Geoffrey Dahl, University of Florida

**Track B: Nutritional Regulation of Gut Function: From Colostrum to Weaning**
Michael Steele, University of Guelph

**Track C: Panel — Thinking Outside the Bottle, Alternative Milk Sources for Calves**
Moderator: Bob James, Virginia Tech University

Continued on next page
11:30 a.m.–12:30 p.m.  
**GENERAL SESSION**

**Welfare of Dairy Calves and Heifers: Relevance to the Animal, the Producer and the Consumer**  
*Jennifer Van Os, University of Wisconsin-Madison*

Holsteins may be black and white, but the issues we face in modern agriculture often are not. What do consumers far removed from food production expect regarding how dairy cattle are raised? How do producers reconcile these expectations with what makes sense and is best for our animals from a biological perspective? We will discuss what scientific research can tell us about optimizing the welfare of dairy calves and heifers, while balancing consumer concerns with producer realities.

12:30 – 1:45 p.m.  
**Lunch in the trade show**

2:00 – 2:50 p.m.  
**POST-CONFERENCE SEMINARS**

**Deep Nasopharyngeal Swab**  
*Don Sockett, University of Wisconsin-Madison*

Deep nasopharyngeal swabs have been validated as a viable alternative in cases of bovine respiratory disease and are superior to nasal swabs. The technique is simple and safe to perform and is very reliable. Watch Don perform the swab and ask questions in this small setting.

**Lung Ultrasound**  
*Theresa Ollivett, University of Wisconsin-Madison*

In this hands-on session, Ollivett will demonstrate the difference between normal and abnormal lung anatomy, using lung specimens from calves with and without respiratory disease. Common bacteria and patterns of lung disease will be reviewed. Ultrasound will also be used on the lung specimens to highlight the lung lesions that can be detected using thoracic ultrasonography in young dairy calves.

3:00 – 3:50 p.m.  
**Deep Nasopharyngeal Swab**  
**Lung Ultrasound**

3:50 – 4:05 p.m.  
**Afternoon break**

4:05 – 4:55 p.m.  
**Deep Nasopharyngeal Swab**  
**Lung Ultrasound**

5:05 – 5:55 p.m.  
**Deep Nasopharyngeal Swab**  
**Lung Ultrasound**

2:00 – 4:00 p.m.  
**STgenetics genomic testing site tour**

4:00 – 6:00 p.m.  
**STgenetics genomic testing site tour**

**Thank You Sponsors**

The Dairy Calf and Heifer Association would not be possible without the generous support of our industry sponsors.

**PLATINUM SPONSORS**
- Merck Animal Health  
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- Purina Animal Nutrition  
- Hoard’s Dairyman  
- Dairy Herd Management

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**BRONZE SPONSORS**
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CONTACT INFORMATION

Primary registrant (print name as badge should read):
First name: __________________ Last name: __________________
Company/farm name: _______________________________________
Address: __________________ City: __________ State: _____ Zip: __________
Phone:_____________________ Email (required):____________________

Spouse/employee registrant(s) (if applicable):
Name: __________________ Email: __________________
Name: __________________ Email: __________________
Name: __________________ Email: __________________

FARM INFORMATION

Please indicate your number of head per year. Numbers are used for overall conference statistics; your name and farm will remain confidential.

Heifer calves __________ Dairy beef calves __________
(birth to weaning)
Adolescent heifers __________ Dairy beef feeders __________
(weaned to springers)

RENEW MY MEMBERSHIP OR JOIN

Producer #____ x $200 $____
Allied Professional #____ x $200 $____
Individual Company #____ x $250 $____
Corporate #____ x $1,000 $____
Student - please call or email for your conference rate #____ x $25 $____

REGISTRATION FEES

Member
Full conference primary registrant #____ x $395 $____
Full conference additional registrant(s) #____ x $295 $____
One-day conference pass - Tuesday #____ x $100 $____
One-day conference pass #____ x $250 $____
Select Day: ☐ Wednesday ☐ Thursday

Non-member
Full conference primary registrant #____ x $645 $____
Full conference additional registrant(s) #____ x $545 $____
One-day conference pass - Tuesday #____ x $200 $____
One-day conference pass #____ x $350 $____
Select Day: ☐ Wednesday ☐ Thursday

Farm and industry tours
Tour tickets #____ x $75 $____
Post conference seminar #____ x $50 $____
Select a time: ☐ 2:00–4:00 p.m. ☐ 4:00–6:00 p.m.

PAYMENT

Send full amount and this completed form by March 30 to:
Dairy Calf and Heifer Association
605 Columbus Ave S
New Prague, MN 56071
To pay by credit card, email to sue@calfandheifer.org

Payment information:

☐ Check*: #
*There will be a $25 fee on all returned checks.

☐ Credit card (check one):
☐ Mastercard ☐ Visa ☐ American Express

Credit card information:

Cardholder name:_________________________________________
Cardholder address (if different from above):__________________

Card number:___________________________________________
V-code (3 or 4 digit number required) Expiration date:
___________________________________________
Signature:______________________________________________

Cancellations received by Friday, March 16 are refundable in full. Request for cancellation must be sent via email to info@calfandheifer.org. After March 16, cancellations are subject to a fee equal to 50% of the booked conference registration. Please note: If you do not cancel and do not attend, you are still responsible for payment. Substitutions may be made at any time.

GRAND TOTAL $__________
REGISTER TODAY!

To register for the conference, fill out and return the enclosed registration form. Register online at calfandheifer.org under the “Conference” tab.