



We make  
sustainable  
food production  
possible

# Technology – Can we Buy our Way out of the Labor Shortage?

It Depends.....

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Senior Advisor  
DeLaval North America



# Technology – Can we Buy our Way out of the Labor Shortage?

It Depends....

- ✓ Introduction
- ✓ Technology
- ✓ Farm Goals
- ✓ Technology and Goals
- ✓ Summary

# Technology – Can we Buy our Way out of the Labor Shortage?

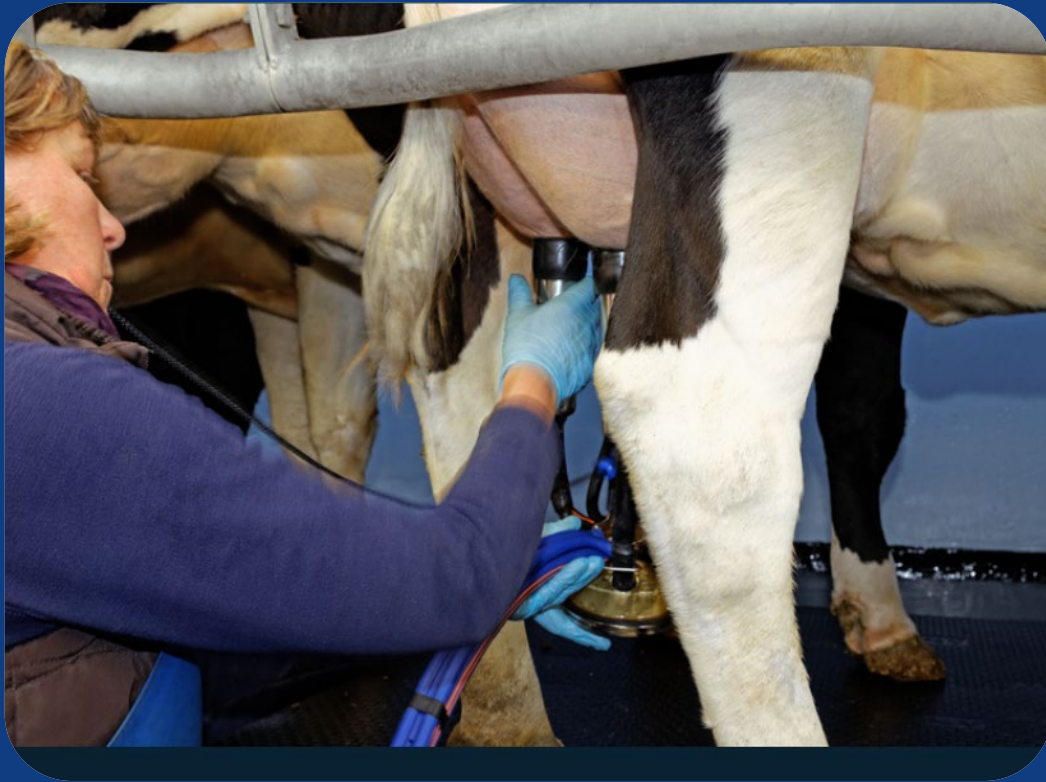
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# Technology – Can we Buy our Way out of the Labor Shortage?

## What are we working with?





# Technology – Can we Buy our Way out of the Labor Shortage?

## Parlors





# Technology – Can we Buy our Way out of the Labor Shortage?

## Rotary





# Technology – Can we Buy our Way out of the Labor Shortage?

## Gates and Sorting





# Technology – Can we Buy our Way out of the Labor Shortage?

## Robots



# Technology – Can we Buy our Way out of the Labor Shortage?

## Robots – Guiding/Sorting





# Technology – Can we Buy our Way out of the Labor Shortage?

## Feed Pusher



# Technology – Can we Buy our Way out of the Labor Shortage?

- ✓ Replace jobs
- ✓ Improve Labor Efficiency





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## Technology – Improve Labor Efficiency

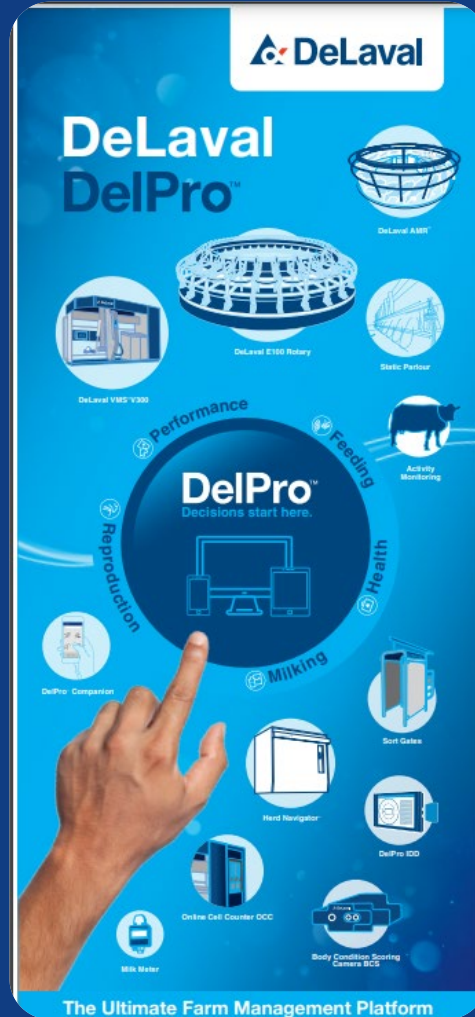


What do you want it to do for you?



# Technology – Can we Buy our Way out of the Labor Shortage?

Technology



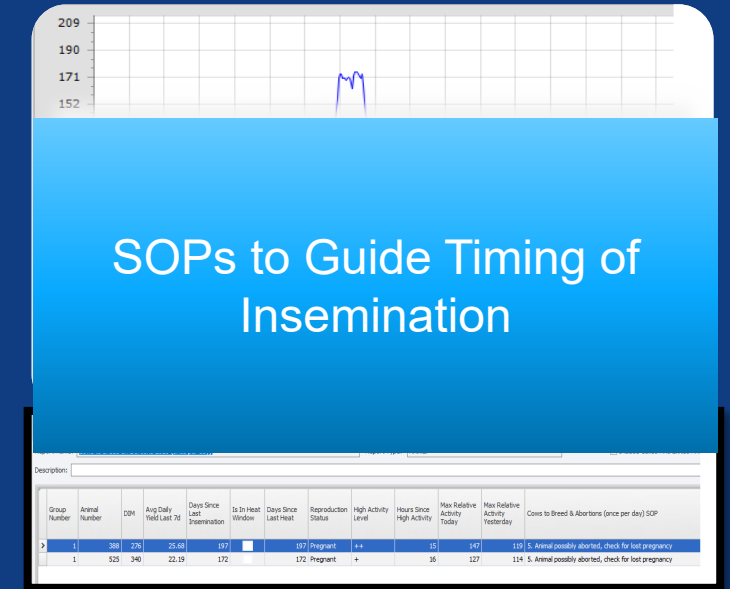
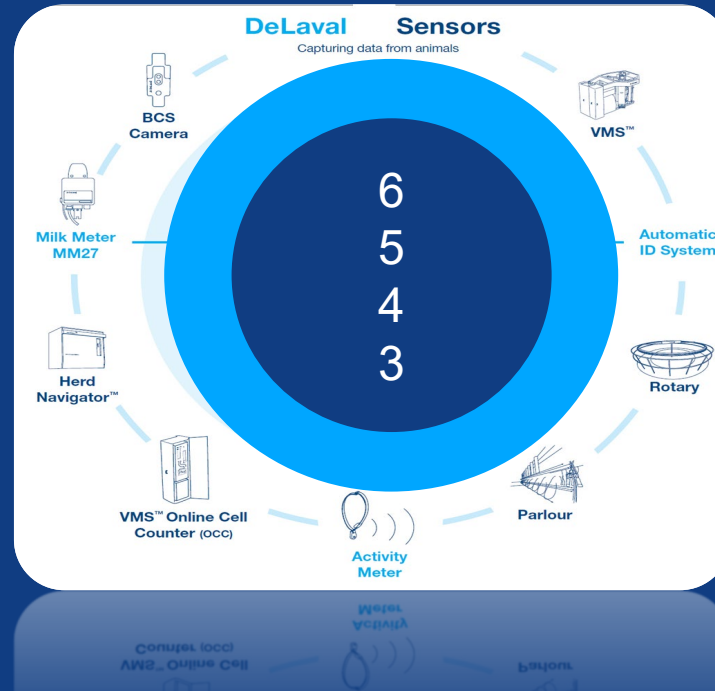
Data

Information

Actions

# Technology – Can we Buy our Way out of the Labor Shortage?

## Technology

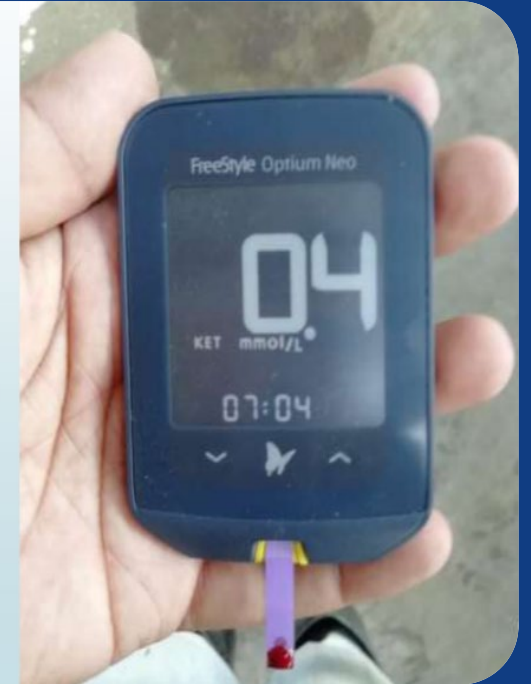


Cow Behaviour + Data = More Insight



# Technology – Can we Buy our Way out of the Labor Shortage?

## Technology



Traditional Hands On

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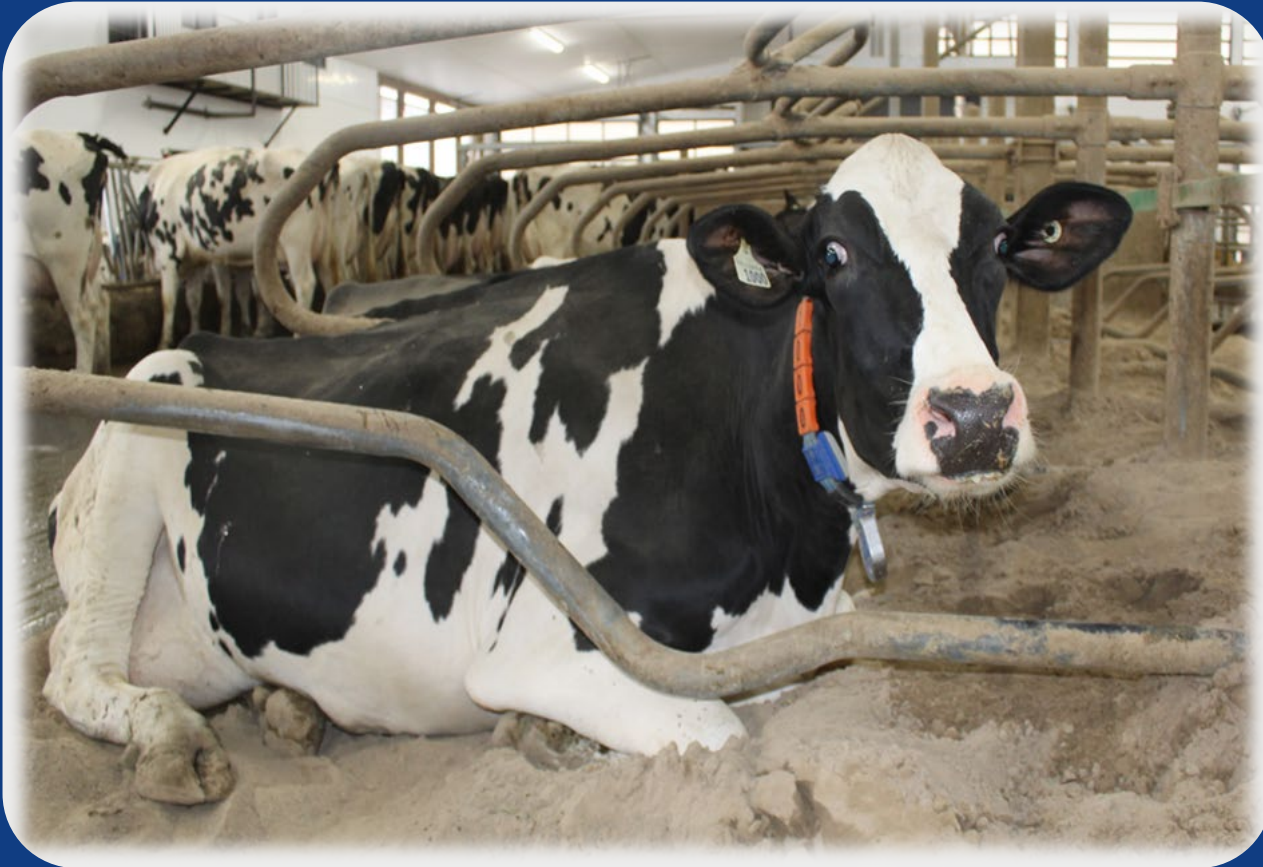
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# Technology – Can we Buy our Way out of the Labor Shortage?

## Farm Goals



- ✓ Health
- ✓ Reproduction
- ✓ Production – Energy Corrected Milk
- ✓ Sustainable

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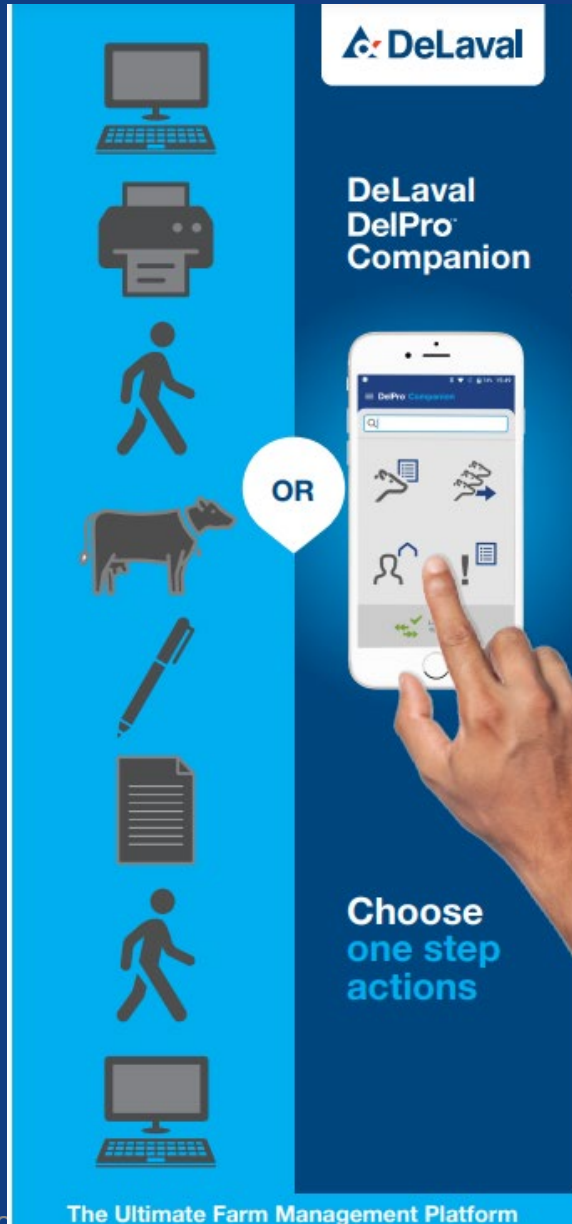
## Technology and Goals

- ✓ Calf Health
- ✓ Cow Health

- ✓ Insemination Rate
- ✓ Conception Rate

- ✓ Persistency
- ✓ Peak Milk

Healthy Pregnant Cows Produce Milk  
Profitable and Sustainable



The advertisement features a vertical blue banner. On the left, a series of icons represent various farm management tasks: a computer, a printer, a person walking, a cow, a pen, a document, a person walking, and another computer. A white speech bubble with the word "OR" is positioned between the cow and pen icons. To the right of the icons, the DeLaval logo is at the top, followed by the text "DeLaval DelPro Companion". Below this, a hand is shown interacting with a smartphone displaying the app's interface. At the bottom of the banner, the text "Choose one step actions" is displayed. The entire banner is set against a dark blue background.

**DeLaval**

DeLaval  
DelPro<sup>™</sup>  
Companion

OR

Choose  
one step  
actions

The Ultimate Farm Management Platform



Having a Platform to work from is a toolbox to increase Labour Efficiency



# Technology – Can we Buy our Way out of the Labor Shortage?

## Technology and Goals

- ✓What data do you want?
- ✓How do you want to manage your cows?

# Technology – Can we Buy our Way out of the Labor Shortage?

## Technology and Goals

- ✓ Milk Flow by seconds

- 0 to 15
- 15 to 30
- 30 to 60
- 60 to 120

- Take off flow

- ✓ Yield in First 2 min
- ✓ Milking Duration

- ✓ Milk flow/minute in box

- ✓ Milk production/cow

- ✓ Milking visits/day

- ✓ Milking visits by lactation/day

- ✓ Time in Box

High Quality Milk Produced/Labor Unit

# Technology – Can we Buy our Way out of the Labor Shortage?

## Technology and Goals

✓ Product Support

✓ Advisory Support

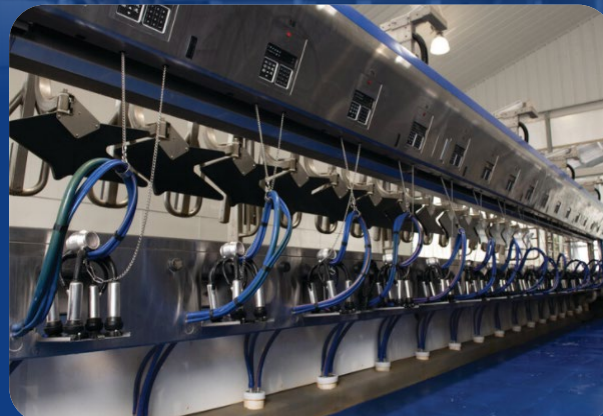
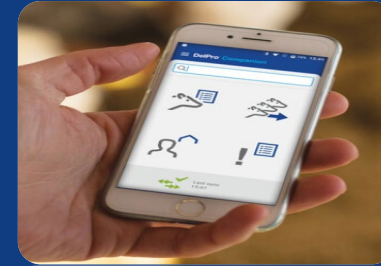


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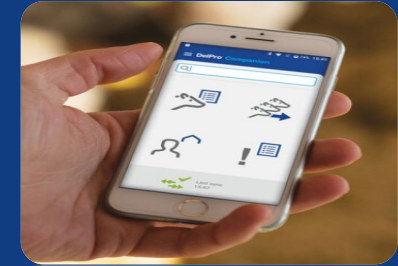
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## Remove the Job or Improve Labor Efficiency





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## It Depends...

### *Mission Statement*

<sup>1</sup>  
We will profitably produce a wholesome and nutritious product that the marketplace demands.

<sup>2</sup>  
We will meet the needs of every cow, every day.  
Animal welfare will be of paramount importance.

<sup>3</sup>  
We will encourage and foster the growth and development of all individuals involved.

<sup>4</sup>  
We will endeavour to protect and improve the environment, leaving it better for future generations.

<sup>5</sup>  
We will be positive contributors to the community.



Rest and Recovery

Summitholm Dairy  
Farm, Ontario, CA

# Technology – Can we Buy our Way out of the Labor Shortage?

## It Depends...Environment and People

Bokma Farms, NS, CA







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sustainable  
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possible