

Compliments and confirmation of ASIC's process after 10 month's use at Maple Creek Lane, LLC

恭维和确认在美国枫树溪里公司经过 10 个月使用 ASIC 系统

We have been using the Absolute catheter since February of 2007. I feel very fortunate that we discovered this technology while we were starting up our 2700 head sow herd. There were only two of us to heat check over 1200 gilts a day in a less than ideal setting. The off site breeding unit was a remodeled outdated pen gestation sow farm, so there were many challenges we had to over come without sacrificing production.

我们自 2007 年 2 月一直使用 Ab 授精管。我感到很幸运的是，当我们发现这种技术的同时开始我们的 2700 头母猪群。当时我们只有两个人，在一个不够理想的设置里对超过 1200 母猪进行发情检查。场外育种单位在改造，所以有很多的挑战，我们要在不牺牲生产的情况下进行。

The use of the Absolute catheter gave us that ability to manage our time and meet our production goals. We could focus the majority of our time on heat detection; knowing that the insemination itself would only take minutes and not hours.

使用 Ab 授精管给了我们管理时间和满足我们的生产目标。我们可以集中大部分的时间在发情检测方面；明知道该人工授精本身只需要数分钟，而不是数小时。

We are now at our permanent site and I really can't say enough about the Absolute catheter and ASIC's support staff. The training and support ASIC provides for this technology is second to none; from the on site hands on training to the availability of staff for questions.

我们现在正处于我们的永久场所和我真的不能不赞扬 Ab 授精管和 ASIC 的支持人员。ASIC 提供的培训和支持这项技术是首屈一指的；从现场的在培训，以提供员工解答问题。

The Absolute catheter has performed in the manner in which it was designed. Our overall farm production has benefited greatly from the use of the Absolute catheter. There are two of us still running the entire breeding department; we have staffed the other budgeted technician in farrowing so that we can have someone taking care of pigs all day. This would not be possible if we were using traditional AI methods as we would need that 3rd technician for the breeding department. Two of us can have everything heat checked and bred in about 1-1 1/2 hours or less. Our born live has been at a strong 12-12.5 on average on our P2 sows; it is also not uncommon to see sows have 15, 16, 17 or even 20+ pigs born alive.

Ab 授精管的表现，充分反映了它的设计。由于使用 Ab 授精管我们整体农场的生产已大大受益。我们仍只有两个人在运行整个育种部门，我们有其他的员工编入产仔房，以便我们能够有人整天照顾猪。如果我们用传统的授精方法，这并不可能；我们将需要第三个技术员在育种部门。我们两个人可在约 1-1 1/2 小时内完成一切发情检查和授精的工作。我们的活仔数平均一直处于强烈的 12-12.5 隻；也并不罕见，看到母猪有 15，16，17，甚至 20+ 活猪出生的。

The Absolute catheter plays a significant role in our daily operations and I feel by utilizing this technology it will continue to maximize our production and focus more attention on baby pig care.

在我们的日常运作中，Ab 授精管发挥着重要作用；我觉得，利用这种技术，它将继续提供最高的生产和我们能更加注重对小猪的照顾。

Thank you for this amazing product it truly has surpassed all of my expectations. Feel free to give out my email address to anyone who has questions or just wants to hear more how I feel about the Absolute catheter. Last quarter we farrowed 89.46%; I want to be above 90% this quarter and hopefully hang around 91-92% permanently.

感谢你给我这次惊人的产品，它真正的已经超越了我所有的期望。请随时给我的电邮地址给任何人，有任何问题或只是希望听到的我对 Ab 管的感觉。最后一个季度，我们的产仔率是 89.46 %；本季度我要达到 90 % 以上，和希望永久流在 91-92 %。

Kyle Thomas 凯尔托马斯
Site Manager 农场管理经理
Maple Creek Lane LLC 枫树溪里 LLC 公司

maplecreek@zumatel.net

Original expectations and goals are listed below...

原来的期望和目标，下面列出...

Dr. Aljets this is something I wanted to put together so that everyone has all of the information needed to make an educated decision. I know that the initial cost of the Absolute Catheter is nothing short of shocking compared to that of a traditional foam catheter. With that said; I think we have a few interesting points to look at in our situation of being in the start-up stage.

Aljets 博士,我要写下,使每个人都拥有的所有必要的信息,来做决定。我知道最初 Ab 导管的成本比传统的导管是令人震惊的。因我们的情况正在处于起步阶段,我认为我们有几点要提出,。

The benefits that I see going with the Absolute Catheter from a labor budget stand point is that you wouldn't have to fill that assistant breeding position. You are talking about one less salary, one less person to pay bonus, insurance benefit, potential work comp claims, etc. We could run day to day operations with 5 ½ to 6 employees. On the breeding side 2 of us would be able to do more in one day than a farm fully staffed with 1 quality person and 2 average people using traditional catheters.

使用 Ab 导管的好处,从劳动力的财政预算立场,我认为可以节省一辅助育种员。少了一个薪金,少了一个人,以支付奖金,保险福利,潜在的工作,复杂的索赔等。我们可以与 5 ½至 6 雇员运行日常运作。对选育方面,我们 2 个人每天能够完成比使用传统导管 3 个人更多的工作。

I am picturing TWICE a day heat checking on gilts/sows, having time to introduce boars at 140-150 days of age, identifying and recording heat cycles to maximize herd longevity. This means that all gilts will get daily controlled boar exposure. To me the most important thing is heat detection. It is something that takes a lot of experience and TIME. I think that in this industry we somewhat rush through heat checking, not allowing enough time for the female to get adequate exposure. I think that people know in the back of their minds that breeding is going to take up the majority of the day, and lets be honest, sometimes it's a lot of waiting around (never fun). This is where I will toot our own horns a little. My take on the subject is that you can teach a monkey to AI a sow. I would like to take advantage of our breeding experience and willingness to do things the way they should be done with allowing us use the majority of our time doing the things that will get us to that 94% farrow rate and 28 P/S/Y, the things I described above.

我想象每天对母猪两次发情检查,有时间去引进公猪到后备母猪在 140-150 天的年龄,确定和记录发情循环,以增长畜群寿命。所有后备母猪将得到每天与公猪接触。对我来说,最重要的是发情检测。这是要花很多时间和经验的。我认为在这个行业我们有点仓促通过发情检查,不容许足够的时间,让母猪得到充分的接触。我想利用我们的育种经验和愿意做事情的方式,做他们应该做的事,与让我们使用我们大部分的时间做应做的事情,会达到 94 % 的产仔率和每母猪每年 28 头小猪。

From experience at BP we found that it takes on average of 30-40 seconds/gilt for insemination. That is from the time the first catheter is inserted to the last one is taken out. Currently we are spending a lot of quality time heat checking, which is great, but then we know that we have to give adequate time for those gilts to go into refractory, move them into snake, have some down time (about 1 hour) and reintroduce a boar, put belts on and spend about 1-1 1/2 hours just inseminating. This is where I think

we can maximize efficiency. By cutting down on insemination time drastically, getting more semen where it needs to be; cutting down on that "weekend" drop off in production, and getting the full genetic potential out of these females. I am confident that we could accomplish many of the highest goals that the industry has set forth for the future of production. I really don't think that a 94% Farrowing rate or 28-29 P/S/Y would be that far out of our reach with utilizing this new technology once we realized the maximum potential of this product.

来自 BP 的经验，我们发现为后备猪授精平均需要 30-40 秒。这是从第一导管插入到最后一个取出。目前，我们花很多时间在有质量的产情检查。通过削减对人工授精的时间，把精液放到精确的地方；削减对“周末”生产率的退落，并充分发挥品种潜力。我深信我们可以完成业界的最高生产目标。采用这新技术，我真的不认为一个有 94 % 的产仔率和每母猪每年 28-29 小猪的目标远出于我们的能力。

I think that we have had a lot of success with these catheters at BP. Except for that one group that was moved during implantation and was a struggle to put on the trailer, our conception rates are in the 90%. If you would have told be that we'd be preg testing at 90% breeding at BP and transporting pregnant gilts I might have chuckled a little.

我认为我们在 BP 用这 Ab 导管已很成功。除一组在运输移动中出了问题，我们的受孕率都在 90 %。

The following spread sheets are from the ASIC CD-Rom. I kept out labor budgets because it called for hourly wages and since we are salary I didn't think that would be of benefit to you. Some of these numbers I entered might be a little off such as some of the costs (pig profit, Daily costs/animal, and semen costs...since I am not quite sure the actual number). I played with some numbers. Page 1 is if we did 90% and 11.5 BL normally. Then in the EXPECTATIONS I changed the farrow rate only ½ % to 90.5 and born live ½ pig to 12. The results show a potential profit of \$80,656 in production only (not putting into account that breeding assistant salary). Page 2 is if we did 90% and 11.5 BL normally. Then in the EXPECTATIONS I changed the farrow rate 2% to 92% and the born live 1 pig to 12.5. I think these expectations are on the modest side. The results show a potential profit of \$194,987 in production only (again not putting into account that breeding assistant salary) I also used \$1.00 for catheter cost, I am sure that would be lower. I know I gave Matt a copy of this disc, so if you have a chance to take a look it has some pretty good information. I have also included some trial information that I was able to find.

以下试算表是来自 ASIC 的光盘。我没有进入劳动力预算，因为我们的薪金，而不是每小时。一些这些数字我进入可能是不准确，如一些费用（猪的利润，每天的费用/动物，和精液的费用...因为我不太清楚实际数）。第 1 页是如果我们 90 % 产仔率和 11.5 活仔数。然后在期望我改变了产仔率只有 0.5 %，至 90.5 和活仔数 12。结果表明，一个潜在的利润 80,656（不包育种助理薪金）。第 2 页是如果我们正常的 90 % 和 11.5。然后在期望我改产仔率 2 % 至 92 % 和活仔数到 12.5。我认为，这些期望都在温和的一面。结果表明，一个潜在的利润是 194,987 美元（再次不包育种助理薪金），我也用 1.00 美元导管成本，我肯定会较低。我给马特这片光碟，因此，如果您有机会考虑一下它有一些不错的信息。我刚才也包括一些实验的资料。

I hope that you realize that I am presenting this information in the best interest of production and ultimately your bottom line. I am sure some might think that this is an attempt to make our day "easier" or allow us to work shorter days. To them I say "You must not know the person I am or want I want to accomplish with VMC Management, or in my career." The purpose of putting this packet together was to just get this information in front of you because I know you are very busy and because ultimately it is your decision. I am very curious to see what we can do with these catheters here at Maple Creek Lane. I am fine with whatever decision you reach, but I would still just ask to try them again for one week. I hope that you know that I am very very dedicated to my new position and I want to blow the doors off of these records. I would also like to thank you again for this opportunity you have entrusted in me. I look forward to working with you for years to come. Thank you again for your time.

我希望你知道我介绍这方面的资料，是为公司最佳利益的生产和最终您的底线。我相信有些人可能会认为这是企图使我们每天的工作“更容易”，或缩短我们的工作天。对他们我说“你必须知道我的为人，还是希望我想完成与 VMC 的管理，或在我的职业生涯”的目的。我把这个信息送到您的面前，因为我知道你非常繁忙，因为最终，这是你的决定。无论您达到什么决定，我仍只要求在这里枫树溪里场，再次尝试一周。我很好奇，我要看看我们能达到什么结果。我希望你知道我非常非常致力于我的新的职位和我想把记录创新。我也想再次感谢你给我这个机会。再次感谢您的时间。

Respectfully yours, 尊敬你,

Kyle Thomas 凯尔托马斯

Maple Creek Lane LLC 枫树溪里 LLC 公司