

Swine Management Systems Benchmarking 2016/2017

In this issue:

- Swine Management Systems 2016-2017 - 1
- Cherkizovo Group - 2
- Topigs Norsvin Canada Awards Banquets - 3
- Producer Profile: Ledger Swine Farms - 4
- Carter Lantz - 5
- Staff and AI Stations Listing - 6
- Topigs Norsvin Insider Quiz - 6

Topigs Norsvin in Canada and the USA recently completed its annual reproduction benchmarking with Swine Management Systems (SMS) and our customers demonstrated +1.62 pigs weaned / mated female advantage compared to the SMS industry average! In the most recent quarter (Q2, 2017), Topigs Norsvin females demonstrated an even greater reproductive advantage (+1.77 pw/mf), and further differentiated themselves in terms of sow death loss (6.7% Topigs Norsvin vs. 9.5% SMS average).

The SMS database includes data from 979 farms and 1,726,415 sows throughout the USA and Canada. For the 2016/2017 benchmarking, the list of participating Topigs Norsvin customers has grown to include 110 farms and 137,600 sows.

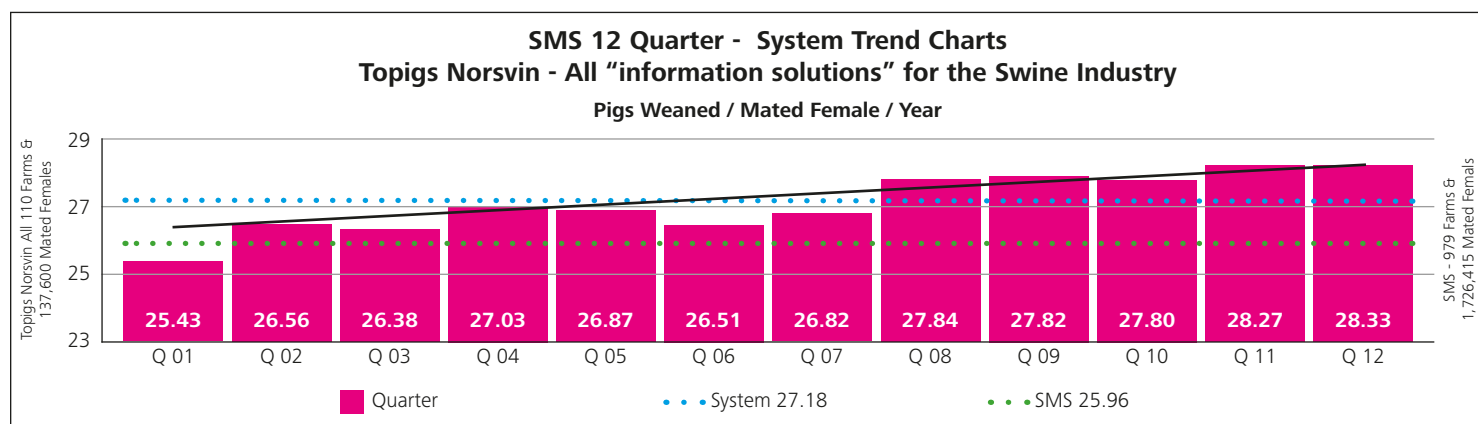
"Don't just look at the numbers, look at the trendlines, too," commented John Sawatzky, Sales Manager for Topigs Norsvin Canada, "Our numbers continue to improve year-on-year, but the trendlines demonstrate that Topigs Norsvin has these products pointed in the right direction." The products John is referring to include Topigs Norsvin's grandparent Large White (Z-line) as well

as their flagship parent female, the TN70. Customers using the TN70 report improvements in both finisher performance and carcass cut-outs as well.

"Once again, even more Topigs Norsvin customers have elected to participate in this annual benchmarking program (13 additional farms, compared to last year)," added Sawatzky, "and once again the Topigs Norsvin numbers have improved."

Participation in the annual SMS benchmarking program is provided by Topigs Norsvin to its customers at no cost. Customers receive detailed reports, including a wide variety of reproduction metrics, and performance trend lines for each sow farm in their production system. The benchmarking reports allow customers to compare their production to industry averages, but also provides an anonymous comparison to other Topigs Norsvin customers using the same products.

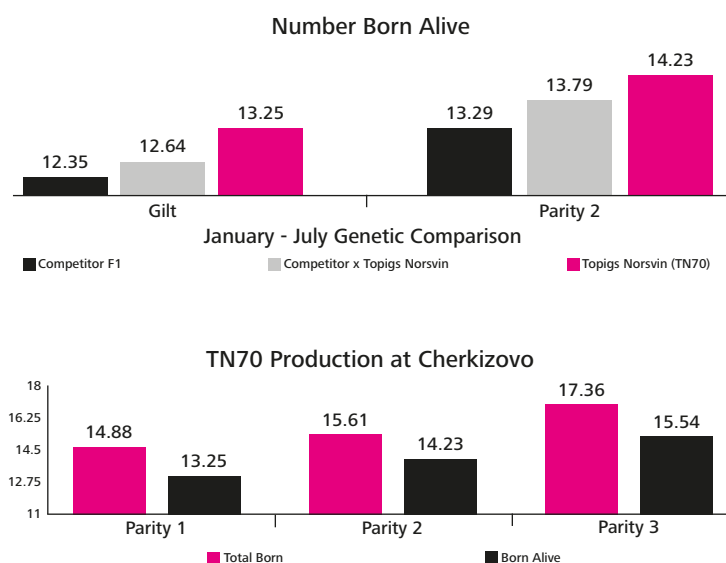
Report	# farms	# sows	52-week Q3, 2016 - Q2, 2017		13-week Q2, 2017	
			psy	sow death loss	psy	sow death loss
SMS - all	979	1,726,415	26.44	9.3%	26.56	9.5%
Topigs Norsvin Canada/USA - all	110	137,600	28.06	7.1%	28.33	6.7%
TN Canada/USA - multipliers only	14	14,800	26.46	7.1%	27.31	6.3%
Topigs Norsvin Canada - all	73	72,900	28.44	4.8%	28.50	4.7%
Topigs Norsvin USA - all	37	64,700	27.63	9.6%	28.14	8.9%



Cherkizovo - striving to be one of the top 5% most efficient pig producers in the world

The ambition of Cherkizovo is clear and simple: They want to be one of the best. The Russian company wants to be among the top 5% pig producers in the world when it comes to production efficiency and lowest cost of production. Roger Jones, Brad Heron and the rest of the pork production team are modernizing and improving production at full speed. Health, genetics and management are the cornerstones of this strategy.

"We are getting more competitive each year," Brad Heron, Production Director at Cherkizovo, told us about his work with enthusiasm and pride. "We are currently producing pigs for less than one US Dollar per kilo (\$0.45/lb) and measure our results on Agri-Stats. We expect to improve on this number as we finish our disease eradication projects next year." Feed conversion is a crucial aspect, especially for the finishers. Feed cost per kilo gained is one of the important Key Performance Indicators for Cherkizovo.



However, Cherkizovo does not focus solely on cost of production. Quality, taste and animal welfare are important as well. "We want to comply with the animal welfare demands of McDonald's, for example, so that we can deliver to them. We are also preparing ourselves for other non-Russian markets. Complying with all the rules, for example those of the EU, is important," explained Roger Jones, Head Controller of Operations at Cherkizovo.

In the eyes of Roger Jones, Russia is the best place on earth when it comes to producing pork for the lowest cost price. This gives Russian producers a big advantage. When all of the options, such as feed production, are used and combined with geographical location and the positive business climate in the country, then Russia can become the leading pork producer of the world.

Genetics are the basis

When looking for genetics, Cherkizovo looks for a partner for the long term. In Topigs Norsvin they found a perfect match. "Topigs Norsvin wants

to help us to be successful. They want to help to build our business both now and in the future. They are always looking for improvements and we like their service and support" stated Jones. This results in a two-way



Photo courtesy Cherkizovo



Photo courtesy Cherkizovo

relationship that is beneficial for both parties, and the conversations between Cherkizovo and Topigs Norsvin are on a business level. "We accept that our opinions can differ, but we do not take it personally. This respect is vital for success. Not just for us, but for Topigs Norsvin as well," added Jones.



Photo courtesy Cherkizovo



Photo courtesy Cherkizovo

The team of Cherkizovo sees that Topigs Norsvin goes for a long-term relationship. "We have the feeling that we want to build something great together," stated Jones. "I feel that when I am talking to CEO Martin Bijl, but also during my contact with the technicians who assist us in the production."

Healthy pigs

Cherkizovo believes in the eradication of diseases. The company is executing a large-scale breeding project that is breeding and gestating 1,200 gilts per week. This is actively depopulating and repopulating existing sow herds and stocking new construction facilities with high-health animals. Brad Heron stated, "When we have eradicated the costly diseases from our system, the breeding project can be used to clean up facilities that are acquired in the future from companies that are unable to get the cost of production to profitable levels."

A pre-condition for obtaining the maximum genetic potential from the genetics used is a healthy pig herd. "Bad health eats genetic potential,"

continued on page 3...

...continued from page 2.



Photo courtesy Cherkizovo

stated Heron. Health is an important issue when looking at a low-cost price. First of all, disease control through vaccination is expensive and is

needed time after time. But high health is also essential for high production. Higher feed costs caused by diseases can be substantial and losses due to death have a negative impact on the production costs.

New thinking

But genetics and health are not the only things Cherkizovo is looking at. They look at the entire concept of production to find ways of improving production and reducing costs. One example is how the new production units are designed. Whereas sows are mostly housed in multisite systems and weaned pigs and finishers are housed in separate units, Cherkizovo has chosen a different option. "We work with a system where weaned piglets weaned go to the rearing/finisher barn and stay at the same place until they are transported to the slaughterhouse," said Heron. This means that the pigs do not experience a setback caused by the stress of transport. This leads to fewer days of reduced gain and higher feed costs. The labor and other costs of the transport are also cut out of the system.

About Cherkizovo Group

Cherkizovo is one of the top three pork producers in Russia. From 16 sow farms, they produce over 2 million market pigs per year. The majority of the production takes place in new modern facilities built in recent years. The company will expand to 100,000 sows by the end of 2018 and it has replaced old production unit; the oldest date from the 1960s, with state-of-the-art new units in the next few years.

Pork production is only one of Cherkizovo's activities. The company is Russia's largest producer of meat products. The Group is one of the biggest producers of chicken, pork and processed meat and is the country's largest feed manufacturer.

This is an updated version of an article that was published in Topigs Norsvin We Magazine 2017

Farm guys love TN70

Cherkizovo is introducing the TN70 sow in their system. At the end of 2016 the first sows came into production. "Our farm guys love the TN70," Brad Heron stated. "The early results of the TN70 in our system have exceeded expectations as we are starting to see live-born numbers consistently at 13.3 on gilts, with our parity 3 animals now producing 15.6 live born."

Heron continued, "We are especially excited about the growth and mothering capability of the sows. The pigs seat at a average of 6 KG at 19 days of age. In our system, we do not move any pigs after the Colostrum Phase, and are correctly converting 90% of our live-born to wean pigs. The pigs also perform in the wean to market phase as we currently are converting 93% of the wean pigs into market hogs. Health is also a huge factor in this success, but the job of production is to maximize the genetic potential of our animals."

2017 Topigs Norsvin Canada Awards Banquets



Manitoba Banquet Guests



New Haven Colony South

Topigs Norsvin Canada hosts many events for customers throughout the year. Of these events, the two awards banquets continue to draw increasingly larger numbers of attendees each year. The two awards banquets were held in Winnipeg, Manitoba and Stratford, Ontario in November with more than 400 people attending. These two events are all about providing an opportunity to not only give recognition to the outstanding and exceptional achievements of our Canadian and Montana customers, but to thank them for their loyal patronage as customers of Topigs Norsvin. "It also gives customers the opportunity to meet and discuss pig production" said John Sawatzky, Sales Manager for Canada. He continued by emphasizing, "While we present awards for exceptional achievement, the program is about producers trying to help each other and become better, more efficient pig producers. Great ideas usually are generated from producer to producer."

At the awards banquets in 2016, Cam McGavin, General Manager, presented information on the proposed Delta II testing facility in Manitoba. This year he updated the groups on the progress of Delta II showing the location and actual construction well underway.

"Construction has gone well and we hope to be operational in the summer of 2018" Cam McGavin stated. He went on to explain, "With more than 5,000 nucleus sows participating of the Z and Tempo lines, we will have 60,000 boar candidates to select from. This will result in 7,500 boars going through Delta II for the testing and CT scanning process. In conjunction with Delta I in Norway testing the Norsvin Landrace and the Norsvin Duroc, we will have all of our major lines being tested and CT scanned, allowing us to achieve our goal of doubling the rate of genetic progress."

Cam McGavin concluded by thanking the many customers in attendance for their business which has resulted in Topigs Norsvin being the largest and fastest growing swine genetics company in Canada, and for their dedication to being among the best producers in the world.

Due to the growth of business, a change was made to the awards categories. In 2017 two regions were created as Canada East and Canada West. The Eastern

continued on page 5...



Morris Piglets North & South

Producer Profile: Ledger Swine Farms



Gary and Ann Ledger

Topigs Norsvin USA is pleased to announce that it is the exclusive genetic supplier to Ledger Swine Farms, a swine genetics sales agency owned by Gary and Ann Ledger of Williamsburg, Iowa.

Ledger Swine Farms

Ledger Swine Farms has been providing genetic products (gilts, boars and semen), as well as marketing, production knowledge, health monitoring, accounting, delivery and support services to its customers for over 30 years. They have a passion to help their customers succeed, and they service a wide geographical base ranging from Nebraska to Pennsylvania, and from Minnesota to Missouri. Gary and Ann enjoy working with producers of all sizes.

Why Topigs Norsvin?

"We wanted to be involved with a company that is focused on both pigs and people," commented Gary Ledger. "My customers manage pigs every day. They want high quality, problem-free genetics that generate added value to their operations."

Ledger continued, "We are producers, too. Topigs Norsvin USA is a producer-owned company with products, experiences, and core values that align very well with both Ledger Swine Farms and with our customers. I am excited that their diverse genetic options will enhance both commodity and niche market systems. Driving the system is an innovative R&D engine that will help us prosper in the swine business for generations to come."

First impressions?

"Outstanding conformation of gilts and boars; uniformity, length of body, and a lot of emphasis on conformation scoring," was Gary's immediate

reaction. "The discipline of Topigs Norsvin's producer-focused selection process can be seen on the farm. Topigs Norsvin is a company that listens and responds. Their staff is attentive and responsive to producers' needs."

"Topigs Norsvin's production performance is industry-leading," Ledger continued, "As a producer I especially appreciate the lack of production problems, the ease of handling, and the excellent social behavior to pen mates and to people. More producers are adopting stall-free production, and Topigs Norsvin genetics are proven to work in these systems."

Ledger Swine Farms is involved in the production of TN27 and TN70 gilts, as well as TN Natuural (crossbred Duroc) and Norsvin Duroc natural service boars.

"We are very excited to have Ledger Swine Farms on board," commented Les Cain, COO for Topigs Norsvin USA. "Gary and Ann bring a wealth of knowledge and experience to the Topigs Norsvin USA team and provide an avenue for our products to reach even more pork producers in the US."

For more information on Ledger Swine Farms, go to www.ledgerswinefarms.com





Carter Lantz

During the summer of 2017, Carter Lantz completed a two-month internship with Topigs Norsvin USA. Carter grew up on a farrow-to-finish and row crop operation in Lake Crystal, Minnesota. Carter is currently completing a degree in Ag Business at Iowa State University and will graduate in 2018.

During his internship, Carter came to appreciate just how multi-faceted the swine genetics business can be and he had the opportunity to participate in many different aspects including collecting production data and animal phenotypes, building a dataset, the testing of animals for export, and sales.

"At Topigs Norsvin, 'sales' includes a lot of customer service," remarked Carter. "I have a whole new appreciation for the work and testing that goes into the export of animals, for how important personal relationships are between customers and suppliers, and for the importance of getting the next generation involved in agriculture."

"My experience with Topigs Norsvin confirmed my interest in having a career in the US pork industry. This is an interesting industry with a lot of interesting people," Carter continued, "Topigs Norsvin is changing expectations for genetics companies in the USA."

...continued from page 3.

region includes Ontario, Quebec and the Maritimes, while the Western region includes Manitoba, Saskatchewan, Alberta, British Columbia and Montana. Awards were presented to the winners and runners-up for the best numbers in various production categories in each region. Participation in the awards competition is optional for customers. Awards were presented based on a one-year period of performance ending July 8, 2017 from herds using Topigs Norsvin genetics. This year's data from participants included 73 farms with 72,944 sows from Canada and Montana with herd sizes averaging 999 sows per farm. The number of farms participating and the size of the sow herds continue to increase. All data from participating herds are submitted to Swine Management Systems (SMS) in Nebraska for data verification and equal calculations between herds.

This year the average for the best 10 herds (14%) exceeded 31 pigs weaned / mated female / year. Of the 73 farms, 70 farms are weaning more than 25 pigs sow / year. Topigs Norsvin customer herds continue to achieve better results year on year.

The summary of the 2017 production award winners and runner-up winners are listed by category.

Herds <500 sows

Farrowing Rate	East		West	
Winner	Hihojo Ltd. (ON)	90.7%	Albion Ridge Colony (AB)	95.03%
Runner-up	RFW Multiplier (ON)	90.3%	VDK Farms (AB)	94.83%
Pigs Born Alive/litter	East		West	
Winner	Hihojo Ltd. (ON)	13.32	Gold Ridge Farming (AB)	14.01
Runner-up	Lynmur Valley Ltd (ON)	13.31	New Haven Colony South (MB)	13.98
Pigs Weaned/Sow/Year	East		West	
Winner	Hihojo Farm (ON)	29.93	Cool Spring Colony (MB)	31.85
Runner-up	RFW Multiplier, (ON)	28.00	Horizon Colony (MB)	29.45

Herds of 501-1200 sows

Farrowing Rate	East		West	
Winner	RFW KSU (ON)	94.5%	Evergreen Colony (MB)	94.7%
Runner-up	Wohlgemuth Farms (NS)	92.9%	Huron Colony (MB)	94.1%
Pigs Born Alive/litter	East		West	
Winner	VandeBruinhorst (ON)	13.84	Evergreen Colony (MB)	14.81
Winner	RFW KSU (ON)	13.84	Starlite Colony (MB)	14.49
Runner-up	Wohlgemuth Farms (NS)	13.68		
Pigs Weaned/Sow/Year	East		West	
Winner	Wohlgemuth Farms (NS)	30.85	Evergreen Colony (MB)	33.01
Runner-up	VandeBruinhorst (ON)	30.53	Blumengart Colony (MB)	31.38

Herds >1200 sows

Farrowing Rate	East		West	
Winner	Kelly Hill (ON)	93.2%	Sunnybrook Swine Site 1 (MB)	93.2%
Runner-up	Petervale (ON)	91.6%	Sunnybrook Swine Site 2 (MB)	92.6%
Pigs Born Alive/litter	East		West	
Winner	Adare Pork (ON)	13.55	Morris Piglets South (MB)	13.82
Winner	Crimson Lane Farms (ON)	13.39	Morris Piglets North (MB)	13.64
Pigs Weaned/Sow/Year	East		West	
Winner	Adare Pork (ON)	30.88	Sunnybrook Swine Site 1 (MB)	30.04
Runner-up	Kelly Hill (ON)	30.16	Silver Pine Site 1 (MB)	29.27

This year the 26+ Club Award was presented to 62 farms totaling 68,000 sows! This award is presented to the herds producing greater than 26.0 pigs weaned / mated female / year. The average result from the winners in this year's 26+ Club was 28.77 pigs weaned / mated female / year. The award recognizes the hard work of customers in attaining these numbers and demonstrates the genetic potential of Topigs Norsvin breeding stock. The Topigs Norsvin Canada team looks forward to continuing to contribute to this pursuit of excellence.



Topigs Norsvin USA

Contacts

John Eggert

Chief Development Officer
(314) 378-2322
john.eggert@topignorsvin.us

Jon Feitz

National Key Account Manager
(574) 220-1969
jon.feitz@topignorsvin.us

Craig Jarolimek

Sales & Business Development Manager
(701) 866-4444
craig.jarolimek@topignorsvin.us

Randy Leete

Sales & Business Development Manager
(712) 249-0973
randy.leete@topignorsvin.us

Lance Peterson

Multiplication & Technical Support
(507) 649-0599
lance.peterson@topignorsvin.us

Ron Ledger

Multiplication & Sales Support
(309) 267-9006
ron.ledger@topignorsvin.us

Curt Hull

Multiplication & Sales Support
(952) 607-9936
curt.hull@topignorsvin.us

AI Stud Stations

Grand Vertex

Canton, IL
Doug Groth
(217) 357-2811

Eastern Iowa AI

Spragueville, IA
Doug Peterson
(563) 689-6661

Mar-Ke Semen Service

Sharon, WI
Keith & Marie Rithamel
(262) 736-2345

Ai Partners-Skylab

Morris, MN
Bruce Zierke
(320) 760-3504

Whole Hog AI

Hartington, NE
Ron Brodersen
(402) 254-2444

US Sales Agents

Ledger Swine Farms

www.ledgerswinefarms.com

Williamsburg, IA

Gary Ledger - Owner, Sales Manager
(319) 330-3579

Gordonville, PA

Abe Fisher - Sales Agent
(717) 615-8378

Hamilton, IL

Terry Turner - Sales Agent
(309) 337-5291

Michigantown, IN

Ostler Sires
Tawny Ostler - Owner, Manager
(765) 776-2156

AgCentral

Canistota, SD
Keith Letcher - Owner, Sales Manager
(605) 661-5819

Topigs Norsvin Canada

Contacts

John Sawatzky

Sales Manager
(204) 981-0243
john.sawatzky@topignorsvin.ca

Gordon Edwards

Ontario Sales Manager
(519) 440-8128
gord.edwards@topignorsvin.ca

Rick Beunen

Ontario Business Development
(519) 317-7403
rick.beunen@topignorsvin.ca

Glenn Kuhn

Alberta & Saskatchewan Business Development
(403) 302-7925
glenn.kuhn@topignorsvin.ca

Art Friesen

Alberta & Montana Business Development
(403) 382-9741
art.friesen@topignorsvin.ca

Geraldo Shukuri

Technical Advisor
(204) 918-5794
gerald.shukuri@topignorsvin.ca

Russ Penner

Manitoba Business Development
(204) 770-1885
russ.penner@topignorsvin.ca

AI Stud Stations

Magnum Swine Genetics Inc.

Fort Macleod, AB
Andrew Buesekom
(888) 553-4844

Carlo Genetics Inc.

Ste. Anne, MB
Kyla Ripley
(204) 355-4012

Total Swine Genetics Inc.

Tillsonburg, ON
Stuart De Vries
(800) 844-9913

C & M Genetics

Lucan, ON
Dr. Corneliu Oltean
(888) 259-7594

Sunrise Genetics

Amherst, NS
Mike MacDonald
(902) 661-7883

Topigs Norsvin Insider Quiz

How to Play

Please answer the questions in our Insider Quiz. All the answers are in this newsletter. Then fax, mail or email your answers, along with your name, address, and phone number to:
Fax: 204-489-3152
Email: info@topignorsvin.ca

Entries are to be received by January 31, 2018.

The first 10 entries drawn with the correct answers will receive a \$20.00 gift card. The Topigs Norsvin rep in your area will deliver the prize. Employees of Topigs Norsvin and their subsidiaries are not eligible.

Topigs Norsvin INSIDER Quiz Winners

Winners from the last issue will receive a \$20.00 gift card. Here are the winners from the last issue: George L. Wollman, Ponteix Farming Co. Ltd., SK; Janeena Maendel, Pine Valley Farms, MB; Leonard Streicher, Harrison, ON; Joe Sam Wipf, Twin Hills Colony, MT; Joe A. Waldner, Prairie Home Colony, AB; Joseph Wipf, Shannon Colony, SD; Samson Maendel, Sturgeon Creek Colony, MB; Luke Waldner, Willow Creek Farming, AB; Katrina Hofer, Pembina Colony, MB; David Wipf, Elm Spring Farming, AB. The Topigs Norsvin rep in your area will deliver your prize. Congratulations!

What is the average pigs weaned/mated female/year this year's 26+ Club? _____

How many gilts does the Cherkizovo breeding project breed and gestate per week? _____

Which lines of gilts does Ledger Swine Farms produce? _____

How many sows from Topigs Norsvin customers participated in the SMS Benchmarking this year? _____

Name: _____

Farm Name: _____

Address: _____

Phone #: _____ Fax #: _____ Email: _____

Topigs Norsvin Canada
201-1465 Buffalo Place
Winnipeg, MB
Canada R3T 1L8
www.topignorsvin.ca

Topigs Norsvin USA
12750 Nicollet Avenue S, Suite 300
Burnsville, MN
USA 55337
www.topignorsvin.us