

# Production Data in Practice

Carthage Conference

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# Outline

- What are we trying to do
- How do we use all of this data
- Where are we going

# Interrogate Reality

- Important to use data to truly understand what is happening
  - Barn level
  - System or management level
  - Macro level
- It's very easy to fall into the trap of thinking we know what's happening

NEWLY REVISED AND UPDATED  
National Bestseller

## **FIERCE** CONVERSATIONS

Achieving Success  
at Work & in Life,  
One Conversation  
at a Time

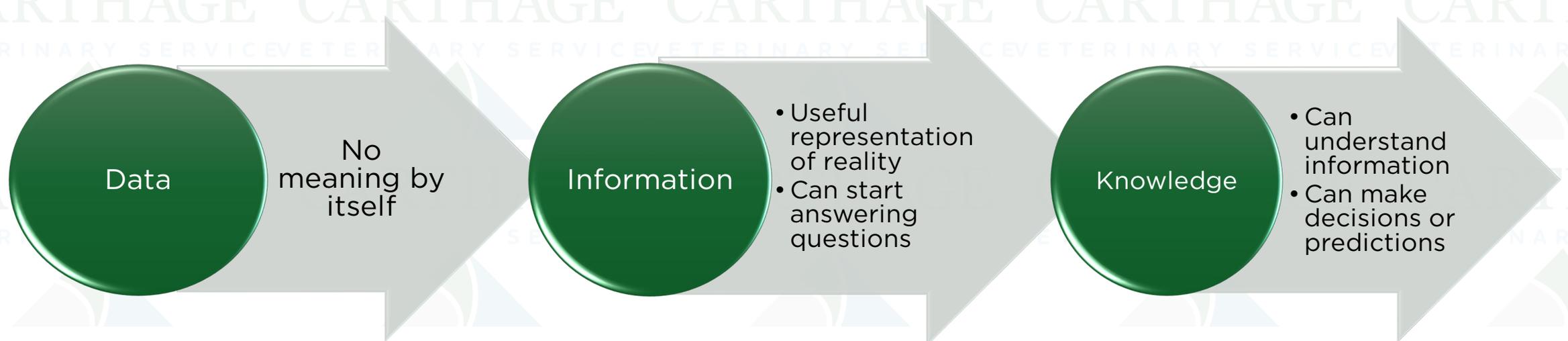
**SUSAN SCOTT**

foreword by KEN BLANCHARD, PhD

# Data is just the beginning

*“True knowledge results in effective action”*

- Charles Koch



# Using production data to help us understand what is normal for our operations





Site

Birth Weeks (Calendar Weeks)

8/7/2022 8/17/2025

### Gilt Management Detail

■ GILT DEVELOPMENT STATS  
■ BREEDING HERD STATS

*NOTE: Items in the Filter Pane to the right with an \* notation will filter not only the Site selected, but also the Database Benchmark farms.*

#### Summary

For Sites and Birth Lots Selected

GDUR SR	HNS	Utilization	P0 Retention	P1 Retention	P2 Retention	P3 Retention	P4 Retention	P5 Retention	P6 Retention
<b>89.5%</b>	<b>28.1%</b>	<b>84.9%</b>	<b>81.0%</b>	<b>68.0%</b>	<b>57.2%</b>	<b>46.8%</b>	<b>36.1%</b>	<b>29.7%</b>	<b>23.8%</b>

#### What's Normal?

Whole Database Benchmark

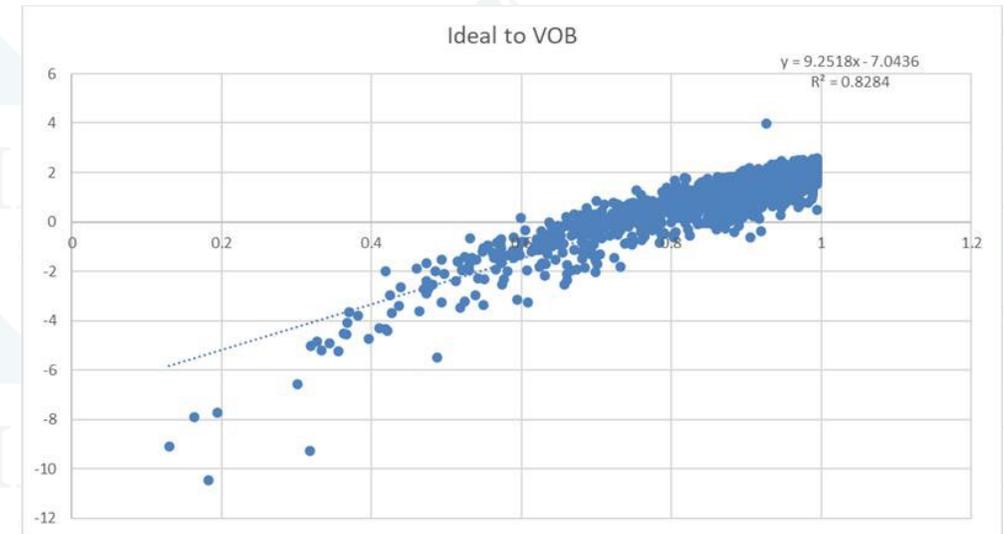
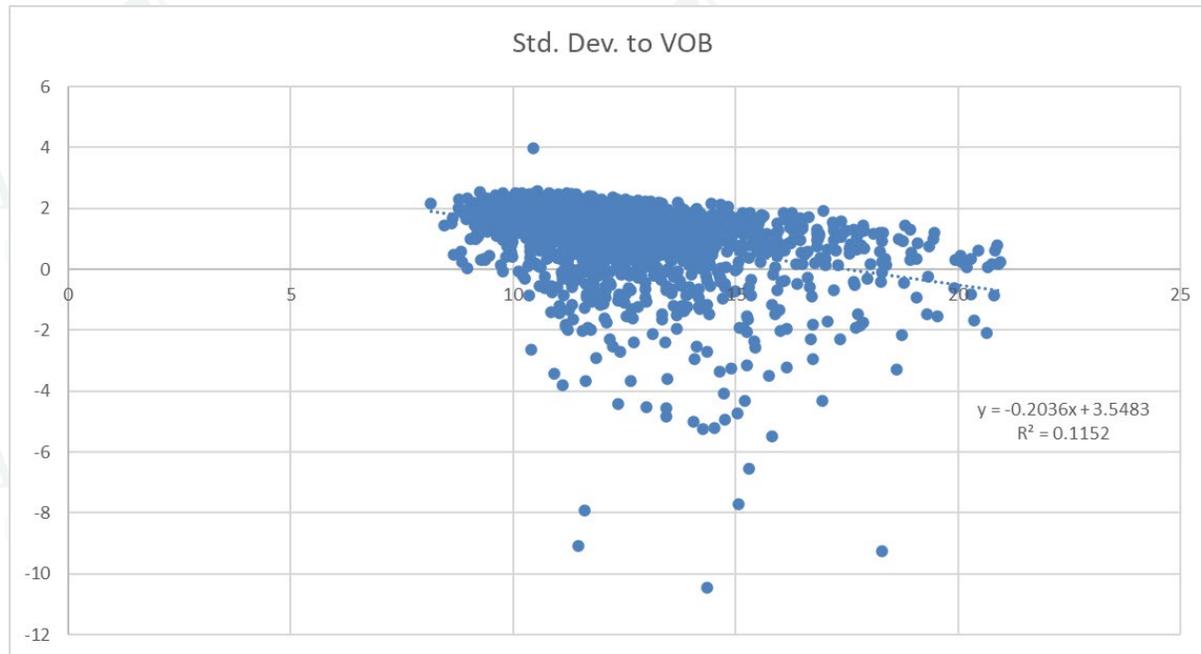
GDUR SR	HNS	Utilization	P0 Retention	P1 Retention	P2 Retention	P3 Retention	P4 Retention	P5 Retention	P6 Retention
<b>81.4%</b>	<b>51.8%</b>	<b>91.7%</b>	<b>85.5%</b>	<b>70.5%</b>	<b>59.4%</b>	<b>49.6%</b>	<b>39.6%</b>	<b>30.0%</b>	<b>20.5%</b>

#### Utilization and Retention

Birth Lot	GDUR Placed	GDUR Deaths	GDUR Non-Select	GDUR Select	GDUR Selection Rate	Sow Herd Entries	% HNS	% Utilization	P0 Retention	P1 Retention	P2 Retention	P3 Retention	P4 Retention	P5 Retention	P6 Retention
-----						4			100.0%	100.0%	100.0%	75.0%	50.0%	50.0%	25.0%
-----	329	37	53	239	72.6%	239	41.4%	84.9%	80.8%	72.4%	37.2%	31.4%	25.1%	20.1%	19.2%
-----	338	54	20	264	78.1%	264	29.5%	75.0%	70.8%	55.3%	30.3%	25.4%	20.8%	20.1%	19.3%
-----	550	101	50	399	72.5%	399	26.3%	81.2%	77.4%	62.9%	52.9%	42.1%	33.6%	31.8%	31.8%
-----						101	5.0%	99.0%	94.1%	26.7%	21.8%	19.8%	16.8%	15.8%	
-----						125		100.0%	94.4%	7.2%	5.6%	4.8%	3.2%	2.4%	
-----						149	15.4%	100.0%	98.7%	87.2%	73.8%	61.7%	52.3%	49.7%	
-----						125	9.6%	98.4%	95.2%	86.4%	70.4%	54.4%	48.8%	48.0%	
-----						149	14.1%	98.0%	91.9%	80.5%	63.1%	48.3%	45.6%		

# Use data to drive the right behaviors

- What's more important when evaluating marketing?
  - Standard deviation
  - Percent of carcasses in the ideal weight range

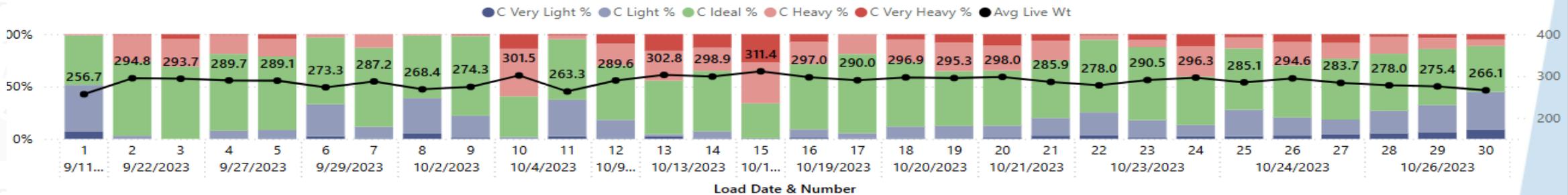


# Driving the right behaviors should move us towards our goal

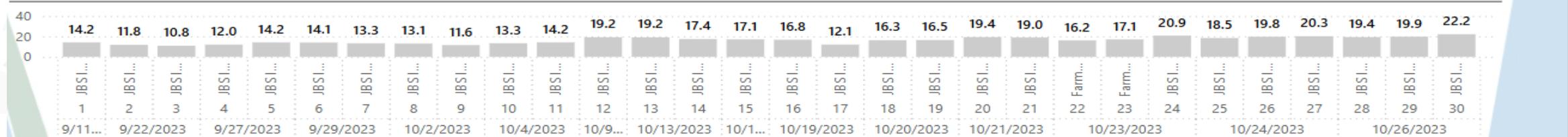


## Carcass Weight Categories by Load Date and Number

Click a date or load# in this chart to filter the Live Weight Distribution chart in the upper right corner of this page.



## StdDev (Carc) and TotalDelivered by HarvestDate, Load No and PackerName



# What are our next steps?

## Standardization of data

- Health status

## Standardization of reporting

- Increase usability

## Get the right report to the right teams

- Barn level, production teams, executives

## Reports that separate the signal from the noise

- Quickly focus on what needs attention

# Take away messages

- Production data gets us started down the path to having knowledge of our operations
- We should use data to drive the needed behaviors to move us towards our goal
- Quality data is the foundation of everything to come

**Thank You**



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VETERINARY SERVICE