

## Dairy Comp's Pocket Cowcard Special

**\$50 off on-site setup**

Dairy Comp 305 can send cowcard data and lists to your pocket PC so you can view cow information anywhere, anytime. Take your pocket PC and PCC software to the next level by recording health events and vet check results to be synchronized back to Dairy Comp 305.

Dairy One has worked primarily with the Dell AXIM model of pocket PC. We can order one for you, then bring it out to your farm for setup and instruction. Or you can purchase the pocket PC on your own. If you contact us to schedule a visit before June 30th 2007, we will take \$50 off of your on-site setup charge. (Due to scheduling constraints, you may receive your on-site visit after July 1<sup>st</sup>, but if you call before then to schedule, we will honor the special.)

- Dairy Comp user requirements include:
- Current DC update subscription.
  - Internet access.
  - XP operating system preferred.
  - Pocket PC (Dell AXIM recommended) with Windows for pocket PC 2003 or greater.

For more information, or to take advantage of the on-site special, please contact the Dairy Management Resources group at [dmr@dairyone.com](mailto:dmr@dairyone.com) or call 1.800.344.2697, ext. 3.

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## New England MUN Workshops are a Success

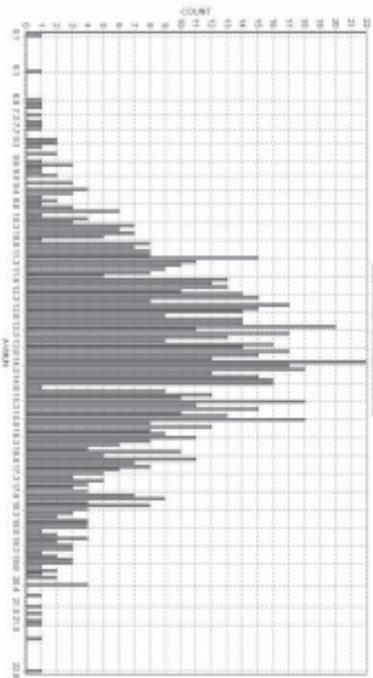
During January and February, New England Market Managers Carol Benway and Peter Burch hosted several well attended Milk Urea Nitrogen (MUN) workshops. George Cudde of Dairy One's Dairy Management Resources team discussed the importance of using MUN results, particularly when trying to manage factors such as feed cost, feed efficiency, and reproduction. MUN results are most useful when we have data for individual cows as opposed to just the bulk tank results. While many dairies do receive bulk tank results for each tank of milk shipped, these results are of limited value when looking to use MUN as a reliable management tool.

Many of the workshop attendees were

consultants. They raised some concerns about what milk urea nitrogen might do if projected use of corn in ethanol production causes price increases in this source of carbohydrate. Should that be the case, it will be worthwhile to perhaps look at carbohydrate a bit closer and investigate opportunities there as well.

Below is a graphical representation of all Dairy One herds who tested for MUN in June 2006. Overall, about 20% of Dairy One's roughly 5000 herds receive individual cow MUN results. The average of all those cows is slightly higher than optimal at 14.1.

## Dairy One MUN Results (average 14.1)



If you would like more information or would like to receive MUN analysis on your next test day, contact your local Dairy One Farm Service Technician.



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# Dairy One NEWS

Where Information Creates Opportunity

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## Mark your Calendars

August 7-9, 2007

Empire Farms Day  
Seneca Falls, New York

August 14-16, 2007

Ag Progress Days  
Penn State College, PA

## From the desk of Jamie Zimmerman, General Manager

As I write this column for the Spring Dairy One News in early March, the weather outside still seems like winter in Ithaca New York with a lot of cold and snow. It is hard to fathom that planting season is only 30 days away. It appears as though we will start the spring with plenty of moisture in the ground.

The outlook for milk pricing this year seem to grow stronger each week. Supply and demand are more closely aligned and some are predicting that 2007 could be a record year for milk prices. Tempering the optimism of higher milk prices is the hard reality that input prices are high and rising – fuel, fertilizer, and feed – continuing the cost price squeeze. Successful management of all businesses, including dairy farms, is dependent on making good short term and long term decisions based on good information. At Dairy One we strive to meet your management information needs for all production areas of your dairy business.

In this issue of the Dairy One News you will see articles on a variety of Dairy One products and services designed to help you manage

your dairy business. With the continuing squeeze on milk-fed margins, the careful analysis of herd production, milk components, and somatic cell levels is critical. Many producers today are receiving Milk Urea Nitrogen (MUN) results on their bulk tanks. This provides a gross measurement of MUN and is complemented through individual cow testing for MUN. If your bulk tank MUN is over 14 you may benefit from using individual cow MUN tests. If you have questions regarding how MUN testing can benefit you, please contact George Cudde at the number noted on the back of the newsletter.

Having quick, convenient access to information is critical in today's environment. Tank Watch and Pocket Cowcard are two products designed to provide rapid, focused information. Tank Watch will alert you to changes in the quality of milk coming from your bulk tank using custom-set alert levels. Pocket Cowcard provides convenient, labor saving cow-side information to streamline herd health activities. Pocket Cowcard coupled with the use of REID (radio frequency identification), can drastically reduce the amount of labor needed on larger dairies to identify cows and determine individual treatments. You may contact the DRM group at Dairy One if you are interested in Tank Watch or Pocket Cowcard.

With high fertilizer prices and the need to meet nutrient management plan requirements, knowing the level of fertility in your soils is vital. The Dairy One Soil Lab offers a number of competitively priced packages to meet your needs. Materials have been distributed with monthly herd records and soil test results are available in a number of different formats. For additional information on soil testing talk to your Dairy One field technician, call Dairy One, or visit the Dairy One web site. Please contact us at Dairy One, or visit our website to learn more about any of our services and how they can benefit your operation.

I hope you have a healthy and productive spring.

## Tank Watch

The Bulk Tank monitoring tool you've been waiting for.

With the increasing emphasis on milk quality, it is becoming more and more important to know as soon as possible when bulk tank test information falls outside of acceptable ranges. Valley Agricultural Software (VAS), the developers of Dairy Comp 305 and related products, have combined this interest in milk quality with current technology like cell phones and e-mail to provide you with immediate notification of your bulk tank results. Tank Watch is a web-based service that sends "alerts" that can be set at the level you want to tell you when you have exceeded the limits. Tank Watch also stores information and allows tracking and graphing of results over time.



Tank Watch is available to any member of Dairy/lea, DFA or their affiliated Cooperatives for \$9.95 via monthly milk check deduction. Considering what high bacteria and Somatic Cell counts cost in lost milk and premiums, it makes sense to take advantage of such a useful and convenient tool. You can register through the website at [www.tankwatch.biz](http://www.tankwatch.biz) or contact Dairy One at 1.800.344.2697.

David Fisher of Mapleview Dairy LLC in Madrid, New York recently began using Tank Watch. "I like having the alerts sent to me through my e-mail", says Dave. "If I get an alert, it's a good reminder. It forces me to look at something that maybe I would not normally think to look at. There are so many things to do every day and keep track of, having this reminder is really helpful."

You can choose to receive your alert via fax, e-mail or cell phone, and you can set the level at which you want to be notified. In addition to the alerts, Tank Watch accumulates results over time so you can monitor changes in equipment, procedure, staff or any other factors affecting milk quality.



The top portion of this screen shows the alerts that are set, the levels they are set at, and how the dairy would like to be notified.

The bottom portion shows how often alerts levels exceeded the acceptable level over the past 15 months.

In the graph at the bottom, one or more parameters can be graphed over time, or several parameters can be graphed against each other. This example shows SCC levels compared with those of e-coli.



## Dairy One Soil Lab Now offers Recommendations

by Janet B. Follon, CCA  
Forage and Soils Lab Sales Technical Support

### Recommendations:

Our NY customers can now have their cake and eat it too! What I really mean to say is that you can now get fertilizer & lime recommendations along with your soil test results. You do need to fill in the required soil type, field history and crop rotation information however; to get the recommended values \* into the Cornell Crop Ware software or use your own software to generate those recommendations if you wish. We are currently working on the Pennsylvania recommendations and hope to have those available in the near future as well.

*\* Conversion equations needed to convert Dairy One Mellich III values to a Cornell Morgan Equiv. Value can be found at <http://nys.cornell.edu/software/mellich3equivalents.asp>. Dairy One reports both values on our soil test report.*

### New Soil pH Robot

Done by hand, soil pH determination is perhaps the most tedious task in the whole soils lab. Needless to say, Soils Lab Manager Mark Joyce was delighted when we were able to purchase a new pH robot. The AS-3010 Dual pH Analyser provides an automated solution to the tedious and soil-destroying manual method of analyzing pH of soil samples. This unit will improve sample turn around time and improve sample accuracy...all of which means better service to our customers!

Mark Joyce operates the new AS-3010 Dual pH Analyser



## Dairy One is DHI and more...

Most dairies in the Northeast are familiar with Dairy One's primary business – providing DHI records. Currently, Dairy One has about 200 field technicians who visit farms and offer both traditional and non-traditional types of test. They have a variety of ways in which they can offer services to members for collecting milk samples and cow information. Once the data is collected, Dairy One provides management reports and information back to the farm and to the agservice community. Ultimately, this information helps our Dairy One members make better, timely, and more profitable decisions.

While heavy emphasis and focus is on our core DHI service, Dairy One has many other services that help members to make better more profitable and timely decisions.

### E-mail and Fax results

Dairies who want milk lab results immediately can sign up for this service through their local farm service technician.

Somatic Cell hot sheets, Somatic cell results on all cows and MUN reports can be faxed and e-mailed to you after each test. Prices range from \$1.50-\$2.50 per report.

### Extra copies of the herd summary

Consultants, farm managers, bankers, or anyone associated with your dairy operation can receive a copy of your herd summary. All we need is a signed letter, faxed or mailed, specifying permission is given from the dairy owner. The herd summary is then sent automatically each test and billed to the consultant, \$3,000 per herd per month.

Any other DDMS reports can also be generated for any month and mailed or faxed. Call the Ithaca, NY Dairy One office for specific details and pricing.

### Water testing

Are your cows drinking "good" water? Dairy One offers 4 different water tests to help dairies evaluate their fresh water supply. Packages include:

- Basic test – measures for a general overview of water quality, and gives you the coliform count, total dissolved solids (TDS), pH, hardness, Ca and Mg. (\$20.00).
- Elemental test – a summarization of common elements when biological contamination is not a concern. Results provided include total dissolved solids (TDS), pH, hardness, Ca, Mg, Na, Fe, sulfates and nitrates. (\$23,000).
- Health and Nutrition test – a water suitability test when animal health and nutrition are a concern. It is of particular suitability for dry cows when DCCAD is of major concern. Other analyses include coliform, pH, hardness, Ca, Mg, Na, Chlorides, sulfates, nitrates. (\$33.00).
- Complete test – this test provides a broad spectrum of water analyses including trace elements coliform, total dissolved solids (TDS), pH, hardness, Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo, chlorides, sulfates and nitrates. (\$38,000).

### Fearing and Z-tags

Good records begin with good cow identification. Dairy One offers a comprehensive assortment of numbered and blank tags as well as several ordering options to make it as easy as possible for you to get the right tags for your dairy. Check our pricing and detailed information at [www.dairyone.com/FarmServices/Supplies](http://www.dairyone.com/FarmServices/Supplies) or call 1.800.344.2697, extension 2142.



## Manure Analysis

Dairy One offers manure analysis to help dairies and their consultants assess and maximize the nutrient value of their animal manure. Proper management can result in reducing commercial fertilizer costs. As with any analysis, a good representative sample is key. Manure sampling kits are available by calling the Dairy One supply department at extension 2142. Leave a voice mail indicating your herdcode, shipping address and number of sampling kits to send.

Samples are analyzed for total nitrogen, ammonium nitrogen, organic nitrogen, phosphorus, potassium, total solids, and density.

Each analysis is \$30.00. If you have questions or would like more information please contact the Dairy One Forage Lab.

## Forage Lab offers New

### Mycotoxin Service

Dairy One is now offering a new mycotoxin service. The new analyses are performed by HPLC to accommodate analytical requests for a wide variety of sample types.

The new package of toxins included:

- Aflatoxin B1, Aflatoxin B2,
- Aflatoxin G1, Aflatoxin G2,
- Vomitoxin
- 3-Acetyl DON
- 15-Acetyl DON
- T-2
- Zearalenone

Individual toxin analyses are no longer performed. Samples will always receive the complete profile. The price of the new package is \$65. This represents a significant cost savings over the previous pricing structure. Samples requesting any toxin analyses will automatically be assigned the new service and billed accordingly.

Please contact the Dairy One Forage Lab at ext. 2172 if you have questions, or would like more information.