

Congratulations Dairy One Quality and High Herd Winners!

Each year, Dairy One recognizes those herds who have maintained the lowest rolling herd average somatic cell count as well as those herds who have maintained the highest rolling herd milk average, and highest fat and protein pounds. We congratulate these dairies and wish them continued success.

Lowest Somatic Cell Counts

Merrymeade Farm
Lansdale, PA
52,000

J & E Weissmann Farms
Callicoon Center, NY
56,000

The Davenport Family HD2
Ancramdale, NY
60,000

Jl & Cl Shaffer
Beavertown, PA
61,000

Robert Howland
Candor, NY
66,000

Arethusa Farm LLC
Litchfield, CT
72,000

Highest Rolling Herd Average

John Rishel
#cows | milk | fat | protein
49.5 33513 1098 1031

Highest Fat Pounds

Doug Welker
#cows | milk | fat | protein
21.1 30244 1403 958

Highest Protein Pounds

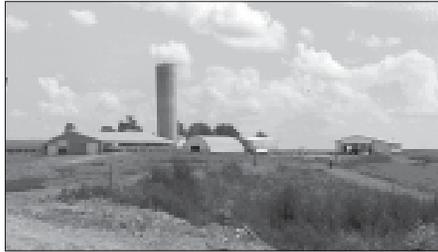
John Rishel
#cows | milk | fat | protein
49.5 33513 1098 1031

Thanks to all of those dairies who continue to produce quality milk and make a positive contribution to the Northeast dairy industry.

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Ithaca Milk Lab staff tours local dairy by Katie Russ

On April 1st and May 6th 2009, the Ithaca based milk analysis laboratories had the opportunity to tour Sunnyside Farms; a large, progressive dairy in Cayuga County with state-of-the-art facilities and equipment. Some highlights of the trip included touring the pre-fresh/maternity barn, the calf barn, the methane digester, and the parlor where we were able to watch the DHI milk testing in action. For some of us it was our first opportunity to see where the DHI cow samples we test everyday originate, and as a result of this experience, we now have a greater understanding and better appreciation of the overall milk testing process. As technicians in the regulatory lab, cow testing lab, and quality assurance lab, we all take great pride in the work we do and the results we obtain to assist farmers in making the appropriate management decisions. Our visit to Sunnyside was a great experience and provided a greater appreciation for the work we do here and the information we provide. We would like to extend our gratitude to everyone at Sunnyside Farms for being such gracious hosts. Their hospitality and willingness to open their doors and give us a glimpse into their operation made it the valuable experience that it was. Scott McNabb was the perfect tour guide and we really appreciate the time he spent with us! We would also like to thank George Glover, Don Baldwin, and Gary Hallett for organizing and coordinating the trip. We are all definitely looking forward to our next farm tour!



DAY SHIFT

Back row: Tracey Shaffer, Cathy Murdock, Teresa Wynkoop, Caitlin Yarbrough, Katie Russ, Sandy Landon, Virginia Sykes.
Front row: Steve Kilts, Susan Gunning, Ginny Space, Elaine Forcier.



NIGHT SHIFT

Back row: Gary Hallett, Jason Lofft
Front row: Anna Shevchenko, Terry Tyrrell, Sarah Bamard



Dairy One NEWS

Where Information Creates Opportunity

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Current Events

October 12-13, 2009
DairyOne / Dairy One Annual Meeting, Syracuse, NY

October 20-22, 2009
Cornell Nutrition Conference East Syracuse, NY

From the desk of Jamie Zimmerman, General Manager

To say that 2009 has been a challenging year in the dairy business would be a gross understatement. The biggest issue facing us all has been the extremely poor milk pricing situation. As of this writing it appears as though the major factors influencing the price farmers receive for milk are improving and price recovery has begun. We all hope that the recovery will be sustained and that steps are taken to limit price volatility and uncertainty into the future.

Since the beginning of the year we have provided a series of new DHIA reports from DRMS (Dairy Records Management Systems) where most Dairy One records are processed. I have heard from a number of members stating that they have been able to view information on their herd in new ways bringing them improved management control. If you have a question on these reports please contact your technician or customer support.

Dairy One has continued to move a number of projects along during the 1st half of 2009. Our affiliate forage lab system now has seven members with the most recent labs being added in Montreal Canada, and Sanhe China. The affiliate system allows Dairy One to leverage its industry-leading NIR forage analysis technology to build local markets in the U.S. and abroad. We expect that the system will continue to grow in the coming years.

The Agro-One soil lab recently became operational. Agro-One is the collaboration between Cornell University and Dairy One under which Cornell has moved its routine soil testing activities. Agro-One is located within the Dairy One soil lab and will continue to use the Cornell Soil Fertility Recommendations system. Pre-paid Cornell soil test bags will be honored through Agro-One while supplies last. New soil testing supplies can be ordered directly from Agro-One. For more information please visit www.dairyone.com/AgroOne/default.htm or call 800-496-2697 ext. 2179.

Dairy One recently began a relationship with the Cornell Animal Health Diagnostic Center to provide Johnes Milk ELISA testing using DHIA cow samples. If you are interested in this service please speak with your technician or contact Sharon Jaenson at Dairy One, ext. 2151.

Our Farmland Environmental division continues to make strides to provide services that will aid farmers and advisors to organize, optimize, and control agronomy and nutrient management activities. Significant strides have been made in the development and beta testing of the Fields and Crops Manager software. We will be bringing this product to the general public in early 2010. Fields and Crops Manager is an agronomy and nutrient management program uniquely tailored to the cropping and manure management needs of dairy producers.

Congratulation to the production and milk quality award winners for outstanding performances! These producers will be recognized at the Dairy One Annual Meeting in October.

Thank you for your ongoing patronage and have a safe harvest season.



DMR Group and Alta Genetics host RFID tour

In July, Dairy One's Dairy Management Resources group (DMR) and Alta Genetics hosted a tour of about 20 farm personnel interested in the newest technology using radio frequency cow identification (RFID). The 2-day tour focused on several farms in the Finger Lakes region and western New York where RFID is helping to manage daily jobs like vaccinations, and timed AI shots. One dairy milking about 2400 cows explained how they have been able to take all their daily jobs and focus them on Monday's, freeing up personnel for the rest of the week. Cows in this 6-row barn are only locked up once a week for approximately 2-3 hours and are rotated through the headlocks smoothly and efficiently. Since implementing the technology, this dairy has been able to move all hoof-trimming in house, and all AI breeding back in house, saving the farm thousands of dollars per year.

Another dairy noted significant savings in having 100% compliance in giving BST shots. Because RFID technology does not transpond numbers or misread tags, the farm is confident they are giving shots to only those cows who are supposed to get it, and not giving shots to cows that do not need it.

RFID technology will continue to grow in popularity as a management tool and as a means of complying with national identification standards. If you have questions about how you can use RFID on your dairy, please contact the Dairy Management Resource Group at 1-800-344-2697, ext. 3.



Incorporating RFID into their management routine has saved Sparta dairy several hours of work a week, and thousands of dollars per year.



The group that toured some Central New York farms to learn more about RFID.

Dairy One can meet all your cow identification needs

In addition to offering our members a wide selection of Fearing and Z-tags, Dairy One is also your source for RFID tags. We have knowledgeable staff to help you navigate the many choices for tagging cattle, and can work with you to provide the best solution for your management needs. We can also accommodate the wide ID format on test day to be sure your records are processed through the entire DHIA system accurately.

If you would like to discuss ID options or want to place an order, please call 800-344-2697.



Dairy One partner's with Cornell Diagnostic Center to provide Johnes Milk Elisa testing

Historically, Dairy One has shipped Johnes samples to Antel Bio for testing. While we still work with Antel Bio, we also have another option for these samples. We can now send them to the Cornell Diagnostic Center. The \$6.00 cost per sample is the same in either case but there is no additional shipping charge for samples going to the Cornell laboratory. Dairy One technicians are able to input the information for the dairy, and create a sample submission form. A notable difference between the two labs is the type of information that needs to accompany the sample. Those samples going to Cornell require the veterinarian's name and contact information, while Antel Bio samples do not. Samples arriving without vet information will automatically be sent to Antel Bio.

Since Cornell and Antel Bio are separate and distinct laboratories, reports that members get back are different from each.

Funding Available for Nutrient Management Planning and Environmental Assessment

The CLEANeast program, offered through Farmland Environmental has funding set aside for qualified farms to take advantage of free nutrient management plans and environmental assessments. The program is completely confidential and completely free of charge. The only cost to farms is any soil sampling that may be necessary for completion of the nutrient management plan.

Farmland Environmental, a Dairy One subsidiary, creates and delivers software and services that help farmers organize their field and crop records, optimize their nutrient use and yields, and control the farm's environmental compliance. In helping farms achieve these goals Farmland Environmental also looks for and promotes relevant funding opportunities.

The CLEANeast project is funded by the EPA to encourage the implementation of livestock farming practices that protect the environment. This program is completely confidential and provides an opportunity for farmers to do something good for their farms, even as we are in the midst of one of the most difficult markets we have ever experienced.

Why get a free CLEANeast nutrient management plan or a free update to your current plan?

- These nutrient management plans will provide crop specific fertility recommendations and help optimize farm nutrient use and crop yields.
- It will provide the information necessary to reduce fertilizer cost by fine tuning nutrient needs for every field and crop, while optimizing the use of the nutrients in the farm's manure.

Why get a free environmental assessment?

- It provides an objective, confidential review of current farm operations by a professional, certified agronomist.
- It will identify areas where there are potential environmental issues. Why wonder? Clear, confidential information can help keep the farm operator in the driver's seat.
- It will identify areas that may benefit from improved efficiency and sustainability efforts.

All livestock farmers can apply for one or both of these services but money is limited, apply now. From more information call Farmland Environmental 800-344-2697, or visit www.livestock.rti.org.



DRMS offers "Reports on Demand"

For members who process records through Dairy Records Management Systems (DRMS) Raleigh, North Carolina, a service is available to see your reports on the internet. This is particularly useful for sharing data with consultants and others who may want information about your cows. "Reports on Demand" is a way to see the newest reports that DRMS has to offer without being signed up for the report. DRMS is extending free access to these reports through this Reports On-Demand area on their website. A 60-day notice will be given before any fees are charged. Go to www.drms.org and have your herd code and RAC code available.



There is also the standard option of "Web Reports" to access any report you are signed up for. The cost for Web Reports is \$2.00 per test for 1-100 cows; \$4.00 per test for 101-500 cows; \$6.00 per test for 501+ cows. Once you are enrolled on the Web Reports option, you will receive a reminder e-mail each time your herd processes.

If you have never checked out the DRMS Raleigh Web site (www.drms.org), this is a great time to do so. Should you have questions, please contact your Dairy One Field Service Technician, or call 800-344-2697.