

Making your dollar go farther on test day

While Dairy One has many options to meet member information and laboratory needs, your focus on a couple of key monitoring parameters can go a long way in helping you make the right management decisions.

Three Penny Pinching Pointers:

Pregnancy risk

Are you getting cows pregnant? How can you tell? By monitoring the herd's pregnancy rate you can tell very quickly if your reproductive program is on track, or if you are missing opportunities to breed cows and/or get them pregnant. The Pregnancy Rate report is a basic report that your technician can generate on test day, or you can generate from your on-farm Dairy Comp or Scout. If those options are not available, there is a similar pregnancy risk parameter on your DRMS Raleigh Herd Summary report.

Premium gains

Are you consistently making your quality premiums? By monitoring the herd's somatic cell count, it is easy to identify which cows are chronically high, and which ones might be experiencing a temporary infection. Chronically infected cows also increase the chances that those organisms will infect other animals. Don't leave money on the table when there are easy ways to identify and implement a strategy for consistently earning quality premiums.

Protein level

Making milk is great, making *high protein* milk is even greater. Most dairy producers are paid on the actual pounds of protein in the milk tank. Looking at two 80lb cows, if one makes 2.6% protein and one makes 3.6% protein, there is a difference of about 80 cents. Over 30 days, the high protein cow brought in \$24.00 more. Monitoring your protein results is another easy way you can make better, more informed decisions about who those profitable cows might be.

If you have questions or would like more information, please contact your local Dairy One DHI Technician or call 800-344-2697.

Member Reminder - Dairy One has policies in place to provide optimal service

When Dairy One personnel come to your farm there are specific policies we need to follow. Should you see anyone in violation of these policies, you are urged to contact your Dairy One Market Manager, or call 800-344-2697. Our goal is to provide the best possible service which includes very specific sanitation and safety procedures.

Some common things to look for when we visit your farm:

- All Dairy One personnel should be wearing washable footwear. We should have our own boot bucket and sanitizing boot wash, and footwear is to be washed going on to the farm and leaving the farm.
- Dairy One technicians arriving to test, have a responsibility to arrive prior to your normal milking start time. If we are late and do not call, or you are consistently waiting to begin milking on test day, please let us know.
- When taking a bulk tank sample, we may ask you or the milk truck driver to get the sample. This is to avoid contamination of the tank by reaching in or by attaching something to the dipper to get the sample.
- Milk that is collected from meter flasks is at risk for contaminating bulk milk. For this reason Dairy One technicians are not allowed to introduce this milk back into your pipeline or tank. We recommend that this milk be discarded, or fed to calves.
- Meters used to weigh treated milk should be washed thoroughly or replaced with another meter. This extra flask milk should also be discarded.



Reviewing Dairy One report options can save money

Times are tight at the farm right now. In an effort to help reduce your Dairy One costs, we encourage you to take a closer look at your DHI report options. You might find that some report options can be scaled back to meet your current management needs.

If you need help in deciding what might be the most beneficial to keep and what reports you can do without, contact your local Dairy One Farm Service Technician or Market Manager. They will be glad to work with you to streamline your options and make sure you are not sacrificing necessary information.



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Where Information Creates Opportunity

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Current Events

April
Tri-State Dairy Nutrition Conference
Grand Wayne Center
Fort Wayne, IN
April 21 & 22

August
Empire Farm Days
Rodman Lott & Sons Farms
Rt. 414, Seneca Falls, NY
August 11-13

Ag Progress Days
Russell E. Larson Agricultural Research Ctr.
Rock Springs, PA
August 18-20

From the desk of Jamie Zimmerman, General Manager

As this edition of the Dairy One News goes to print we are in the midst of one of the toughest price cycles our industry has ever experienced. Dairy One is committed and poised to help our members weather this economic storm. We will do this through holding the line on service fees, helping you get the most out of your herd records and Dairy One services, and continuing to develop new products and services that can make a difference in your business.

The popular dairy press and university publications are full of helpful strategies dairy producers may employ in order to move through this economic cycle successfully. All of these strategies require a foundation of financial and production information. We would recommend following many of these regardless of economic conditions.

As long as I have been involved with the DHIA industry I have heard the familiar anecdote from a Dairy One employee or an allied industry person that "the DHIA reports remain unopened on the desk (or hot water heater)". If you find yourself in this situation or you are not using your records in an intensive manner, I would challenge you to dive into the information and use it to make informed management decisions with your herd. For help deciphering information or deciding what information or reports need your focus, turn to your trusted advisors – veterinarian, nutritionist, or consultant. Your Dairy One DHIA technician or a member of the Dairy One DMR group can also help you focus on the right test day or mail back reports for your situation.

For those members who process records through DRMS Raleigh you will notice that you have received, and will continue to receive some new reports that are being promoted free by DRMS. These include the Monthly Herd Comparison, Pocket Reports, and Transition Cow Report. There will be additional reports promoted throughout the year. If you find value in these reports, please sign up through your technician, or call the DMR group at Dairy One.

In the pages of this newsletter you will find some helpful hints to help you get the best value from your Dairy One DHIA services and highlights of current and developing services.

Thank you for your ongoing patronage and please let us know if we can help in some way.



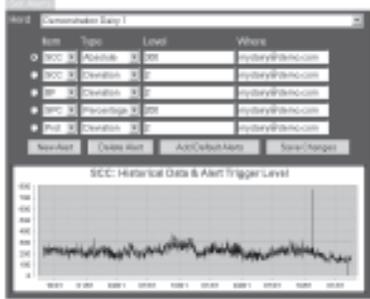
Tank Watch: Immediate notification when bulk tank results are outside of acceptable ranges

Tank Watch is the Bulk Tank monitoring tool you've been waiting for.

With the increasing emphasis on milk quality and premiums, it is becoming more and more important to know as soon as possible when bulk tank test information falls outside of acceptable ranges. Tank Watch is a tool that combines bulk tank data with current technology like cell phones and e-mail to provide you with immediate notification of your bulk tank results.

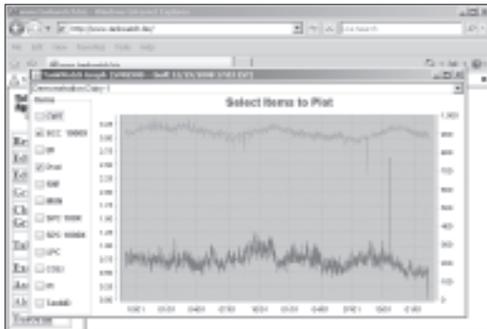
Tank Watch is a web based service that sends "alerts", set at the level you want, to tell you when you have exceeded the limits. You can choose to receive your alert via fax, e-mail or cell phone. More than one person on the farm can receive alerts so you can increase the chances that a problem will be addressed quickly.

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 above, 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 protein levels.

TankWatch is available to any member of DairyIdea, DFA or their affiliated Cooperatives for \$9.95 a month. 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, or contact Dairy One at 1-800-344-2697.

Herd "Testing" Services - Is the program you are using the best fit for your dairy?

Dairy One has many services and products geared to help manage dairy cattle more profitably. This may be a great time to review your testing program to be sure you have as much, or as little, as you need to manage your herd.



Traditional Records are processed at a dairy records processing center. The traditional type of records service provides herd management reports from test day via the technician's PC, plus herd summary information and cow reports in a traditional format. This service is a must for herds that use Young Sires, want genetic estimations on the cows, enjoy having their herd average published, or participate in a breed association program.

Dairy Select Records provide complete cow records that are created on the technician's PC. These records are not sent to a processing center. The Dairy One technician creates all of the herd's management reports including production and reproductive reports. Somatic Cell reports are faxed or mailed from the laboratory. This service is best suited for dairies who are looking for herd management information, but don't need the additional processing benefits listed above.

Tech Only Service is for the dairy that keeps their own cow records and just wants to hire a technician to take samples and/or record milk weights for them. Often these dairies appreciate how easily we can put the milk weights and milk lab results their Dairy Comp 305 or Scout herd management software.

Dairy One and Cornell form Agro-One

For some time now, Dairy One has been collaborating with the Cornell Nutrient Analysis Lab. Last November, Cornell University announced that it will be moving its commercial soil testing and plant tissue analytical services currently conducted through the Cornell Nutrient Analysis Lab (CNAL) to Dairy One Cooperative under a collaboration named Agro-One.

Agro-One plans to provide soil and plant tissue testing services that are consistent with how Cornell has performed them in the past, and interpretations based on Cornell's recommendation system will remain in place. Agro-One plans to provide a Morgan analysis, as done by CNAL, in addition to the current Mehlich 3 & Modified Morgan services.

Agro-One plans to be ready to accept Cornell samples by July 1, 2009. For now, customers should continue to send pre-paid Cornell soil test kits to Cornell as usual. When everything is in place, information will be communicated through the Dairy One Website and Cornell's Extension Educators regarding how and where to get new sample kits.

A new searchable Dairy One data base will allow customers to access historical results as well as current results on line so they can update crop rotation plans and recommendations as well as monitor soil test levels over time. This can help determine if the fertility program is building, maintaining or depleting soil test levels. Agro-One will collaborate with Cornell on making data accessible to CCE personnel and other customers in an efficient and confidential fashion.

Specific details including pricing are still being worked out but charges will be competitive with similar testing services elsewhere.

Dairy One's current average turn around time for soil tests is four days. This is expected to be the same or better under Agro-One. Agro-One also plans to take advantage of the Dairy One transportation network. Customers can use this network, where available, to ship their samples over night, currently with no added cost.

For more information, you can contact Janet Fallon, CCA, Dairy One Forage and Soils Lab at 607-227-3297 or by email: janet.fallon@dairyone.com.



Soils Lab Manager, Mark Joyce



The Soils Lab at Dairy One, Ithaca, New York



What is Farmland Environmental?

Farmland Environmental is an initiative that combines the software, record keeping and marketing expertise of Dairy One with the agronomy, nutrient management and compliance expertise of Agricultural Consulting Services, Inc (ACS).

Farmland Environmental (FLE) exists to help farms organize their field and crop records, optimize their nutrient use and crop yields, and provide a way for farms to control the crop side of their business so they stay in compliance with environmental regulations.

Currently, FLE develops Comprehensive Nutrient Management Plans (CNMP's) and Nutrient Management Plans (NMP's) through an alliance with ACS, based in Rochester, New York. The specialized ACS staff is well respected, established, and has the depth and range of experience that is necessary for developing fertility plans, and agricultural compliance products. Through this alliance, Farmland Environmental offers additional benefits like Fields and Crops software for farms that have high speed internet access, and innovative nutrient management recommendations through the Fields and Crops software. Nutrient management recommendations are offered at a special price for the first year to Fields and Crops users.

The focus of Farmland Environmental is to create and deliver products and services to help farms achieve long term economic and environmental sustainability.

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