

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

The Davenport Family HD2
Ancramdale, NY
47,000

Merrymeade Farm
Lansdale, PA
50,000

Robert Howland
Candor, NY
53,000

Arethusa Farm LLC
Litchfield, CT
56,000

Jim Davenport Herd 3
Ancramdale, NY
60,000

Harold & Brian Newton
McDonough, NY
62,000

Highest Rolling Herd Average
Carl A Farms, Inc.
#cows | milk | fat | protein
92.6 33877 1253 1013

Highest Fat Pounds
Doug Welker
#cows | milk | fat | protein
18 27597 1256 857

Highest Protein Pounds
Benjamin & Carolyn Turner
#cows | milk | fat | protein
115.5 32121 1248 1045

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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Farmland Environmental awarded Grant

A Natural Resources Conservation Service (NRCS) conservation innovation grant has been awarded to Farmland Environmental, their Agrinetix partners based in Rochester, New York and three cooperating farms in New York. The project will demonstrate that using the precise Real Time Kinematic (RTK) auto-guidance along with zone tillage can give farms superior corn yields with reduced tillage and reduced costs.

The most difficult part of zone tillage is getting the corn seed planted directly on top of the tilled zone to get the maximum yield. That is where the RTK auto guidance system comes in and the innovative part of the project. Traditionally, RTK precision required a local base station but in New York State, the Department of Transportation operates an alternative method called a Continuously Operating Reference Station (CORS) network that they make available to farmers. We will be working with this CORS based RTK system to demonstrate the yield advantages that result from a precisely planted corn seed into zone tillage.

Changes occur for Dairy One Board

Dairy One has been fortunate to have a solid, stable group of farmer directors to set the direction and provide strategic guidance for the organization. Dairy One directors have generally served for several years, if not decades, and the position requires time away from family and business. We are truly grateful to have such dedication and selfless service among the membership. This year we will see three directors retire; Gary Wood, John Wilcox and Richard Rohrer. We thank each of them for their service and wish them all the best going forward. We also welcome two new directors; Lyle Wood and Amy Brickner. We extend our appreciation to them for their willingness to become more involved in the Cooperative, and we look forward to their participation.

Congratulations to re-elected board members Tom Ormond, Dan Sheldon, and Bill Itle. They all continue to provide excellent leadership and direction for the organization.

Sincere thanks and appreciation to all of our Dairy One board members.

Directors Retiring

| | |
|---|---|
| <i>District 6</i> Gary Wood from Clayton, New York 20 years board service | <i>District 13</i> John Wilcox from Troy, Pennsylvania 30 years board service |
|---|---|

District 15
Richard Rohrer from Lancaster, Pennsylvania
12 years board service

New Directors being Seated at October Meeting

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|---|--|
| <i>District 6</i> Lyle Wood from Clayton, New York | <i>District 15</i> Amy Brickner from Carlisle, Pennsylvania |
|---|--|

Directors Re-elected

| | |
|---|--|
| <i>District 1</i> Thomas Ormond from Kennedy, New York | <i>District 5</i> Daniel Sheldon from Salem, New York |
|---|--|

District 12
William Itle from Loretto, Pennsylvania



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Where Information Creates Opportunity

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Current Events

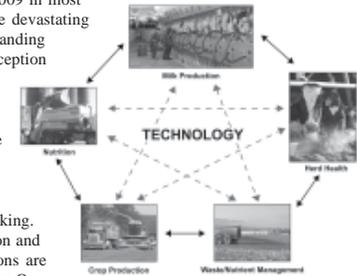
October 19-21, 2010
72nd Annual Cornell Nutrition
Conference for Feed
Manufacturers
Doubletree Hotel Syracuse
East Syracuse, NY

January 4-6, 2011
Keystone Farm Show
York Fairgrounds, York, PA

Prepay NOW – \$AVE later
This is a great year to consider participating in Dairy One’s prepay program. You can realize significant tax advantages, save money on your testing bill, and eliminate the inconvenience of paying on test day. Each year Dairy One members of all herd sizes take advantage of this popular program. Look for information coming soon or call 800.344.2697.

From the desk of Jamie Zimmerman, General Manager

2010 is shaping up to be a better year than 2009 in most respects. Milk prices have improved from the devastating lows of a year ago and we have had an outstanding growing season in the Northeast with the exception of some localized drought areas.



A general feeling of most in the industry is that of uncertainty for the future and a desire to manage some of the uncertainty. A term often used in conjunction with managing uncertainty is *precision* – precision feeding, precision farming, and precision decision making. All decision making relies on good information and the pressure for precision with which decisions are made at the farm continues to increase. Dairy One works hard every day to insure that production information provided to farmers and their advisors exceeds their needs for precision. That includes all production areas of the farm including manure, soil, water, feed, and milk.

In this edition of the Dairy One News we are highlighting two areas that are of critical importance to farmers; our milk laboratories and new DHIA reports. As you will note from the article the teams in the milk labs understand the need for precise information and quick turn around. All of our laboratories (manure, water, soil, forage, and milk) are held to high quality control standards to insure that test results are accurate and can be relied on in the decision making process. New DHIA reports available from DRMS aid in managing groups of cows, Johne’s disease, and bulk tank milk quality – all critical areas on most dairies.

Our industry continues to be challenged to produce increasingly higher quality milk products. These challenges are coming from the farm to retail. The quality chain begins at the farm and in this issue we recognize Dairy One members who produce at a level that may seem unattainable to some. Congratulations to our milk quality and production award winners for showing us what is possible.

Over the summer we finalized moving the Cornell soil and tissue analysis activities to Dairy One under Agro-One. Through a rigorous process Dairy One and Cornell worked together to insure that soil and tissue analysis results now being performed under Agro-One yield the same results that would have been produced through Cornell. Through Agro-One we have preserved and enhanced analytical resources that are strongly connected with a land grant university, that in many other areas have disappeared. We look forward to our growing relationship with Cornell to bring new services to market – services that should aid in the precision of crop growing activities in the future.

Thank you for your business and we look forward to meeting your information needs of the future.

“Who you gonna call?” A profile of the Dairy One Ithaca Milk Labs
by Katie Russ

Dairy One operates a network of four milk laboratories located in Ithaca New York, South Waverly Pennsylvania (ELS), Hagerstown Maryland, and State College Pennsylvania. The Ithaca laboratory is the largest of the four and is comprised of three separate departments. Testing services range from individual cow sample testing for milk components to regulatory testing of raw bulk tank samples. Since 2007 the Ithaca laboratories have taken an interdisciplinary approach to milk testing and management, working cooperatively between departments to maximize productivity and foster greater teamwork and camaraderie. This has resulted in decreased turnaround time, improved sample throughput, and more efficiency within the lab. The goal of all of the labs is to provide dairy producers with accurate results in a timely manner. Let's take a closer look at the Dairy One Ithaca milk analysis laboratories and introduce you to some of the people who work hard every day to make it all possible.

The Regulatory Lab

The Dairy One Regulatory Lab tests approximately 2,000 samples a day for Total Bacteria Counts, Preliminary Incubation Counts, Lab Pasteurized Counts, Coliform Counts, and Growth Inhibitors. Laboratory Manager Katie Russ is a 2004 graduate of Cornell University with a Bachelor's degree in Agricultural Science/Animal Science. She is currently a graduate student at Virginia Tech working on her Master's of Science degree in Food Safety. Katie leads a highly skilled team of technicians who are focused on providing accurate results. The Regulatory Lab not only conducts bacteria testing under the regulation of the FDA, it also assists dairy producers and field personnel in troubleshooting problems at the farm. Katie is ready to help members interpret the different testing parameters, and she understands the relationship between various testing procedures. She is happy to help pinpoint where to begin concentrating your efforts. The Regulatory Lab also assists the Milk Lab and Quality Assurance Lab when necessary by running analyzers or preparing control samples - an example of the cooperation that exists between the different departments.

The “DHIA” Milk Lab

The Milk Lab tests approximately 300,000 individual cow samples each month testing for Butterfat content, Somatic Cell Count, True Protein, Solids, and MUN levels. There are four analyzers running two shifts 7 days a week staffed by a dedicated team. The primary focus of the Milk Lab is to provide highly accurate results while minimizing turnaround time and maximizing sample throughput. This is where Sandy Landon and Gary Hallett come in. Sandy Landon began her career at Dairy One in 1979 when Dairy One was “Northeast Dairy Herd Improvement Association”. Gary Hallett joined in 1981, before the lab used the advanced equipment in use today. Twenty five years ago, the lab consisted of eight Multispecs and eight FOSS 315 analyzers. There were no computers so results were recorded by hand. Gary earned his certificate in electronics at Tompkins Cortland Community College in the mid 1990s and concurrently began training with FOSS representatives on analyzer repair and maintenance. Scheduled maintenance of the various analyzers is extremely important to minimize equipment down time and keep sample throughput consistent. In January of 2007 Sandy and Gary became managers of the day and night shifts respectively. At that time in-lab turnaround time was 2-3 days. They immediately began working with the team to take the necessary steps to improve the turnaround time. They formed a “part-time” worker list of individuals on call ready to cover shifts when people were ill, and they improved the analyzer maintenance schedules. In-lab turnaround time is currently 0.0 days which means the milk is being analyzed the day it arrives in the lab. This is a true testament to the efforts of Sandy, Gary and the whole team.

Quality Assurance

Maintaining the accuracy of the results generated in the lab is the main focus of the Quality Assurance department. One way they insure accuracy is to prepare in-house control samples and run them through each analyzer machine every hour. The technicians in this department are responsible for calibrating all of the analyzers in the milk laboratory as well as preparing milk component and Somatic Cell controls on a weekly basis. In addition to in-house control samples, the team prepares control samples for over 20 outside vendors and conducts reference testing for milk components (like ether extraction and kjeldahl) for 50 other independent customers. The QA Department also does double duty as part of the Finger Lakes Wine Testing Laboratory analyzing the various components of wine and juice. Now in its third year, the Wine Lab's customer base has doubled since inception.

Steve Kilts is the QA Coordinator. Steve began his career with Dairy One in 1990 and became the QA Coordinator in 1992. Steve brings over 30 years of experience to the table, having started in the DHIA milk lab as a technician running analyzers in 1979. Over the years he has taken engineering and electronics classes at Tompkins Cortland Community College and has received a certificate in electronics. He too assisted in technical support of the analyzers before moving to the QA department. Since then he has taken additional classes in math and science to provide a good foundation for the statistical analysis skills required to calibrate the analyzers.

Katie, Sandy, Gary, and Steve have worked with great cooperation and teamwork over the past three years with a dedicated team to insure accuracy, increase lab efficiency, minimize turnaround time, and maximize sample throughput. They continue to do the best they can to ensure the best possible service to all of Dairy One laboratory customers. So who will you call? Hopefully you can now answer that question.

DHI Service for 2010 and Beyond
by George Cudoc

There have been more changes in DHI programs, reports, and options over the past year than perhaps ever before. The increased use of computer technology at the farm level has challenged traditional DHI service providers to develop new and better reports that provide analysis beyond what was available in the past. Reporting of data collected on cows is no longer enough as we can do that with a farm computer. Data collected must be turned into meaningful and profit enhancing information for modern dairies.

Several new reports have been developed over the past six months that target specific management challenges on dairies. One of these reports is the **DHI-404 Group Summary Report**. This report addresses the trend toward more cows on a dairy farm and the need to manage within each group much like we do within each herd. Grouping strategies may be based upon age, lactation number, days in milk, reproductive status, production level, or a combination designed to meet the special needs of like cows within a group. The Group Summary pulls together test day milk, fat, protein, and SCC for each group and adds reproduction and status information in a single report. Production includes total milk, fat, and protein by each group as well as test day averages for cows within each group. Estimated milk in a 305 day lactation and SCC percentages by linear score categories are also shown. Status information each test day includes counts of fresh cows, cows entered herd, and cows left herd since the previous test day. There also is a section describing reasons that cows left the herd since the previous test. Reproduction includes the number of cows bred, pregnant and coded as do not breed at test day.

A second new report in the past six months addresses the need to track a specific disease that some dairies have selected to manage. The **DHI-420 Johnne's Analysis Report** does more than report Johnne's test results.. This report keeps a running total of all cows that have had a positive Johnne's test as long as they remain in the herd. The Johnne's Analysis Report organizes Johnne's test results, production, SCC and reproduction data for quick analysis to determine the best management action. Timing is a unique element to this report since the Johnne's lab tests are usually not completed until several days after your herd processes. This report will not be included with your reports for the current test but will be mailed with the reports for your next test. Or, you can retrieve the report as soon as it's available by enrolling on the *Web Reports* option at the DRMS website. As soon as DRMS receives your data from the lab, the Johnne's Analysis report is generated and added to your Web Reports.

Making improvements in milk quality has also been an area of increased focus in 2010. Regardless of how or when newer SCC standards might be implemented, milk quality and a way to monitor and manage it will always be core to profitable dairy farms. A new tool is available with mail back reports from the DRMS processing center. Just as each cow has a place to eat, drink, and rest on a dairy, so does she have an individual impact on the quality of milk shipped from our bulk tanks. **The DHI-421 Test Day Bulk Tank Report** helps you easily identify the problem SCC cows in your herd. It provides a listing of the 30 active cows that are contributing the greatest number of somatic cells to the bulk tank. The list is sorted in descending order of SCC contribution (% of SCC in Tank). An estimate of the economic impact of the greatest contributors is also provided. This report is designed to ask three important questions that you need to know if you plan to manage milk quality and get the most production from your cows or the highest dollar value for your milk sold.

- Which cows are contributing the most to my bulk tank SCC?
- If I remove certain cows, how much will it impact my SCC?
- How much income am I losing due to high SCC?

These new DHI Reports are a sampling of the tools needed for dairies today. Whether we are managing grouping strategies, disease control, or milk quality we are making changes to better serve the needs of dairies in 2010 and beyond. For more information, or to sign up for these reports, contact your DHI Farm Service Technician or call 800-344-2697.

