

Calendar of Events

October
October 12 -13, 2004
Dairy/lea/Dairy One Annual Meeting, Syracuse New York

October 26 -27, 2004
2004 Dairy Cattle Nutrition Workshop,
Grantville, Pennsylvania

December
Dairy One prepayments due by December 20th, 2004.
Take advantage of prepayment discounts for 2005 DHI service and software rentals.

January
January 4-6, 2005
Keystone Farm Show, York, Pennsylvania

January 25-26
Conference for Agriservice and Dairy Herd Professionals Using Advanced Dairy Information Tools, Ithaca, New York

February
February 9-10
Pennsylvania Dairy Stakeholders, 2005 Pennsylvania Dairy Summit - a joint conference event with the Professional Dairy Managers of Pennsylvania and the Pennsylvania Dairy Task Force, Camp Hill, Pennsylvania

February 24-26
New York Farm Show
Syracuse, New York



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Fall 2004 Newsletter

How well do you know your ... um... manure?

By Janet B. Fallon, Certified Crop Advisor

Several years ago I took an NRCS course for Nutrient Management Planners. I had to chuckle at the "Sample Nutrient Management Plan" which included a field by field manure application schedule listing rates of 14.7 loads on field one and 11.3 loads on field two and so on. I just couldn't picture my neighbor or any other farmer stopping in the middle of a load just because his plan said he should! It showed me just how little some of the people making legislative decisions or reviewing plans know about farming and the importance of keeping things practical. It did, however, send the message that farmers will need to tighten up their management to meet increasingly strict guidelines when it comes to nutrient management planning.

In any event, you can't calculate manure application rates, determine supplemental fertilizer needs or complete a nutrient management plan on your farm without knowing the nutrient content of the manure you apply. Book values can be a good starting point, but manure nutrient content can be quite variable due to differences in rations, storage facilities, amount and type of bedding used, dilution by snow or rainfall, etc. Laboratory analysis is the only way to determine the actual manure dry matter and nutrient content for a particular livestock enterprise.

Farmers are advised to sample annually for 3 years to establish their own manure database and every 3-5 years after that. And like anything else, accurate results depend on getting a sample that is representative of the entire storage so multiple samples may be needed if the manure is variable within the storage. The best (and often easiest) time to collect a sample is when the manure is removed from storage and spread. Liquid storages must be fully agitated before sampling. Solid manure should contain both manure and bedding. Collect small samples of manure in a clean plastic bucket periodically as the storage is emptied. Keep it as cool as possible. Mix this composite sample completely and send a small sub-sample to the lab for analysis. Send refrigerated or frozen samples in a screw top plastic pint jar. Leave about ½ - 1 inch headspace to allow for expansion if you freeze it or to accommodate gas buildup in transit. PLEASE DO NOT USE ZIP LOCK BAGS AS YOUR SAMPLE CONTAINER! They usually break open which makes a mess and you lose some of the nitrogen too so the results will be affected. And please, clean off sample containers before you ship them and ship them early in the week so samples are less likely to sit in the post office or the lab over a weekend.

Contact Dairy One for specific sampling guidelines or contact your nutrient management planner. You can also find detailed guidelines at the following websites.

- http://www.dairyone.com/Forage/services/Manure/manure_sampling_instructions.htm
- Sampling Manures for Nutrient Analysis <http://ianpubs.unl.edu/watertmg/1450.htm>
- How to Sample Manure for Nutrient Analysis <http://www.extension.iastate.edu/Publications/PM1558.pdf>
- Manure Sampling for Nutrient Analysis <http://cru.cahe.wsu.edu/CEPpublications/eb1819/eb1819.html>
- Cornell Nutrient Management Spear Program <http://nmssp.css.cornell.edu/>
- Links to many other manure sites in Canada and the USA <http://www.agric.gov.ab.ca/manure/webs.html>

For more information, visit our web site at www.dairyone.com



Dairy One NEWS

Where Information Creates Opportunity

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Dairy One has recently updated its web site to make it much more useful and informative. Please access it at www.dairyone.com.

Animal ID

From the desk of Jamie Zimmerman, General Manager

We cannot look back over the past summer without taking note of the wet year we have had. I heard recently that July was the wettest July on record in much of the region! This will likely lead to unusual feed quality from the challenges of late planted corn, lower than normal growing degree days, and hay crops that got wet or harvested late. Dairy One stands ready to provide your feed analysis needs to help build rations that will keep your herd producing. For more information on the Dairy One Forage Laboratory visit our website at www.dairyone.com or call our 800 number noted at the end of the newsletter.

Over the past few months there have been a number of nice developments at Dairy One. While we have continue to see members leave the dairy industry we have also seen 133 new farm businesses that have chosen to start using Dairy One's DHI services to aid in their herd management practices. Inside the newsletter you will see that we have launched a milk culturing service in Pennsylvania and our southern markets that up until this summer was only available to Dairy One members in New York and New England.

The movement towards implementation of a national animal identification system continues. Over the past few months the USDA has adopted the National Animal Identification System (NAIS) as the plan under which all farm locations and individual animals will be identified. The goal of the system is to provide for 48 hour traceback of animals to their place of origin in the case of a disease outbreak. The recent BSE scares and the inability to quickly trace the origin of the animals has highlighted the need for such a system. Details of the plan are available at www.usaip.info.

The goal of many of the stakeholders in the NAIS is to leverage existing industry systems to accommodate the capture and reporting of animal movement as production livestock move through the chains of commerce. Dairy One sees the DHI system as a logical link in the process since much of what we do centers around reporting information on dairy cattle and transmitting data. The USDA has been conducting a series of "listening sessions" throughout the U.S. to gather the input from people involved in animal agriculture relative to the NAIS. Dairy One has provided input on behalf of our members and the DHI industry.

Just recently Dairy One was named as a cooperator in a grant proposal submitted to the USDA by the PA Department of Agriculture to build an integrated, industry based farm premises and animal tracking system that will meet the needs of the NAIS. The grant was approved by the USDA in August and work will begin this fall. Dairy One's part in the process will be to gather premise and animal identification information and transmit it to a central database, much as we do with animal production data now. We are also seeking a similar grant for New York in cooperation with National DHIA and the New York Department of Agriculture. It makes common sense to leverage our system of people and processes already in place to help make the plan practical for dairy producers.



730 Warren Road • Ithaca, New York 14850 • Ph: 800-496-3344 • Fax: 607-257-6808

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Dairy One and Penn State partner to provide new milk culturing service

Dairy One and the Animal Diagnostic Laboratory at Penn State University are collaborating on a joint venture. The two organizations have teamed up to offer Pennsylvania producers an additional way to monitor udder health and manage mastitis. The program combines the resources of the somatic cell count program from Dairy One and the bacterial culturing and knowledge base of the Animal Diagnostic Laboratory at Penn State University. Producers can select individual cows or individual quarters of cows based on SCC data and herd history. The Dairy One technician will send the culture samples into the lab via the Dairy One transportation system. Culture results will usually be available within a week depending on when the samples arrive at the lab.

Advantages of this program:

1. Identify cows infected with contagious mastitis before they infect herd mates.
2. Identify sub-clinical mastitis and make appropriate management decisions to decrease financial losses and make more milk.
3. Identify causes of clinical mastitis and evaluate treatment protocols based on culture results.

How the program works:

A trained Dairy One technician will help producers to identify problem cows and take a sterile culture sample from chronically high SCC cows (>4.5 Linear Score for 2 or more tests) or from cows with clinical mastitis. Following proper procedures, the Dairy One technician will prepare the sample for transport to the lab via the Dairy One sample transportation system.

A report will be mailed to the farm as well as to the veterinarian, if desired, so that he or she can consult with the dairy on appropriate treatment or management decisions. Aerobic results will be mailed in 3-4 business days from the time the culture sample arrives in the lab. Mycoplasma testing requires 7 days for results. Culture samples are tested Monday through Friday only.

Culture results are automatically loaded into the Dairy Comp 305 herd information file that Dairy One technicians use for testing herds. This provides easy access and as well as a way to integrate the information with other management data. For Dairy Comp and Scout users, the culture results are conveniently downloaded just like milk lab component results are. Bulk tank samples for routine herd monitoring can also be evaluated and are recommended on a regular basis.

For more information contact:

1. Sharon Jaenson - Culture Project Coordinator at Dairy One - 1-800-344-2697 ext: 2151 or e-mail sharonj@dairyone.com
2. George Cudoc - DMR support, 1-800-344-2697 ext. 2924 or 1-724-625-8971. e-mail: george.cudoc@dairyone.com.
3. Dr. Brenda Love, DVM, PHD - Penn State Diagnostic Lab - 1-814-863-1984 e-mail: bocl@psu.edu
4. Dr. David Wolfgang, VMD-Penn State Extension-1-814-863-5849



Welcome New Members and New Software Users!

From January through July, 2004 Dairy One has welcomed a total of **133** herds, and **16,246** cows into the cooperative.

An additional **58** farms and consultants have started using either DCCON Analyzer, DC305, PCDat or Scout software during the same time period.

Herd "Testing" Services - is the one you are using the best fit for your dairy?

Dairy One has many services and products all geared to help manage dairy cattle more profitably. Take a moment to review and be sure you are getting as much, or as little as you need.

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, but also 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 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 want 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 only want 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.

Scout: No-nonsense herd management software

Consider getting all of your cow records - identification, breeding, production and health records, in one place, in Scout.

Scout is hands down the easiest herd management program to learn. And, it is no nonsense software for those dairies whose time is valuable.

- **Easy record keeping**
Simplify and enhance your herd's records by keeping all animal identification, production, reproduction and health records in one place and integrated with your management tasks. Cow records and work lists are easily accessible for other members of the family or farm team.
- On test day automatically transfer that information to your Dairy One technician.

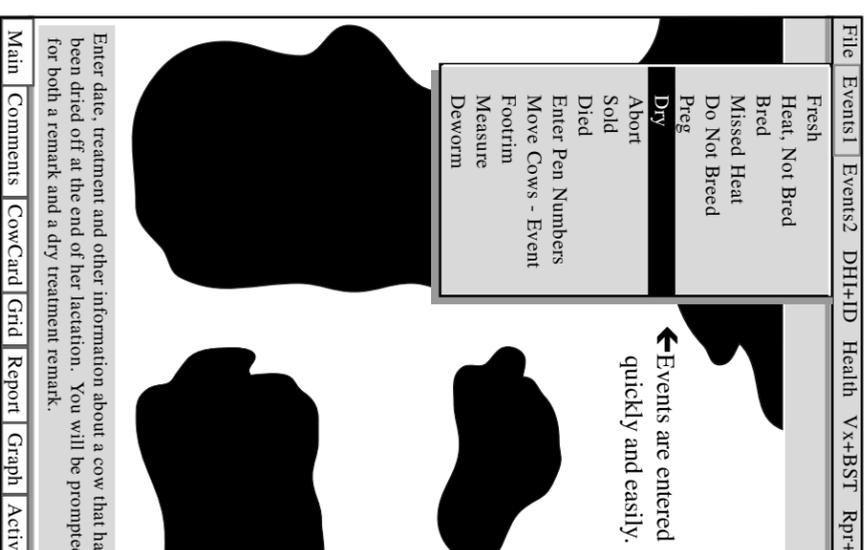
- **Better, more timely decision making**
Because you are entering data on a regular basis, Scout can more accurately tell you what is happening on your dairy. You can make better cow decisions by having timely, accessible information. Production information is automatically retrieved from Dairy

One after test day. For those dairies who do not use a DHI service, production information can be manually entered.

- **A more profitable business**
With access to better, more timely information, and the opportunity to make better decisions, you can improve profits on your dairy. One example of improved efficiency is the vet list. Running a reliable vet list with one keystroke provides a way to check cows quickly, easily, and with less chance of missing a cow that should be checked.

If you would like to learn more about Scout, or to order a free demonstration CD contact us at 1.800.344.2697, extension 3 or e-mail: dmr@dairyone.com. You can also try Scout with your own herd for three months as part of the regular Scout setup.

Your dairy business needs a system for a good records. If you want the easiest herd management software to use and if you want software that is no nonsense, choose Scout.



Following are a few tips before deciding to use herd management software. Software users are happiest when -

- the computer is near their cows.
- the people that work the computer are the same people who work with the cows.
- there is good animal identification.
- good cow records are respected and appreciated.
- there is sound, experienced support from professionals at Dairy One.

North Country welcomes Carol Benway as new Market Manager



Based in Northern Vermont, Carol Benway has recently accepted the position of Market Manager for an area that includes Northern New York, Vermont, Maine and most of New Hampshire. Carol began working as a Dairy One Farm Service Technician in 1997 and in 2003 took on the additional responsibilities of Market Coordinator for the region.

Prior to beginning her career with Dairy One, Carol worked on a large Vermont dairy keeping records and managing many aspects of the dairy's herd health program. In addition to her solid dairy background, Carol has an Associates degree in Accounting and has taken a variety of adult education classes.

Carol is in the final stages of transitioning to the full time Market Manager position and continues to test some herds in her former circuit. She is most excited about having the opportunity to work with the 15 technicians throughout the market. She looks forward to better identifying their needs and providing whatever support, training and tools they require to better serve Dairy One members. By building good communication among the technicians, and working more closely with them, she hopes to expand Dairy One services throughout the market. Carol is also looking forward to spending more time interacting directly with producers and members of the Agriservice community. She is particularly focused on helping them to find better ways to use Dairy One information in their businesses.

Anyone in the market who has a question or concern is encouraged to contact Carol through the Dairy One toll-free number, 1.800.344.2697.