

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

Merrynead Farm
Landsdale, PA
44,000

Wholley Cow Farm
Conway, MA
45,000

Charles & Shelley Walker
Geneva, NY
52,000

Jon & Kim McElwain
Jersey Shore, PA
52,000

Shoemaker Farm
New Woodstock, NY
54,000

Trundle Farms
Myerstown, PA
50,000

Highest Rolling Herd Average
Karl and Daniel Brand
Annville, PA
33,732

Highest Fat Pounds
Valleysend Farm
1,379

Highest Protein Pounds
Scoutona Farm
1,062

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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"It is his Hands"

by Lori Watson Yarbrough,
a tribute to her father, Mr. curly Watson

It is his hands I notice first
Cupped around a cold cup of coffee
They are easily the hands of an old farmer
Gnarled, cracked and huge
These hands do not gradually taper to wrists
No, they are one solid unit
More than one can of Bug Balm would be needed
Before these hands could be softened
He sits there on a stool by the parts counter
Hating his coffee



They keep a cup just for him. After all he used to be their best customer
It's the cup that says " Farmers feed you three times a day"

Well, they do!
His son runs the farm now, he helps out when he's asked
Running wagons back and forth, feeding the calves and helping with the milking.

That's what he does now. My, how times have changed
I remember him from when I was a little girl
When I came in with Daddy, his huge frame would be leaning up against the counter.

Clad in his green coveralls, DeKalb hat and barn boots
The ever present pouch of Red Man in evidence
He would tell me how purty I was and give me a penny for the gumball machine

We'd all stand around the counter or sit on bales of baled hay
Listening to the old farmers talking about the old days, giving out advice
and helping us all remember what farming is all about

They were real characters, and the stories they could tell!
We had nothing but respect for them and as they slowly left us
their advice and memories stayed

And now there he is, green coveralls, DeKalb hat and Red Man
He winks at me as I walk in. Yep, I am as purty as ever
And, how are the young uns?

He's telling that story of that big ole bull with the cock-eyed horn
You know, the one whose stall was under the stars
So I pull up a bale of hay and have a seat

We all hang on his every word. Sure the bull is a little faster, meaner and even uglier.
The details aren't important. The story is. This is.

These few minutes of shooting the breeze between milking and baling
I lean back and inhale the sweet smell of cow manure, hay and hydraulic fluid
And try not to think of the day when this too is a memory

I look at his hands and I smile
They are easily the hands of a old farmer
They are beautiful.



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Dairy One NEWS

Where Information Creates Opportunity

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Mark your Calendars

November 9-10, 2006
Fall Dairy Conference
Auburn, NY

October 31 -November 1, 2006
2006 Penn State Dairy Cattle Nutrition Workshop
Grantville, PA

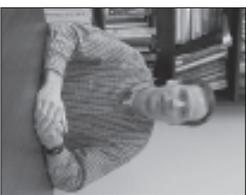
January 9-11, 2007
Keystone Farm Show
York, PA

February 22-24, 2007
New York Farm Show
Syracuse, NY

From the desk of Jamie Zimmerman, General Manager

In our previous edition of the Dairy One News last spring, I noted at the end of my section that it looked like we were headed into a weakened dairy economy relative to the past two years. Unfortunately, this became very true over the past few months with weak milk prices coupled with high input prices. In addition to the weakened dairy economy, producers in many parts of the Northeast experienced a very wet spring and/or floods during the summer. Fortunately it looks like there is improvement on the horizon for our industry bringing welcomed relief to the price/cost squeeze.

In times like these it is critical to make the best management decisions you can based on good information. Helping provide the best information possible at a good value has, and continues to be, a primary goal of Dairy One. With our DHA services we provide a wide variety of services with a wide range of associated service fees, all delivered through well trained people. If you have been on the same DHA testing program for a long time, it may be time to talk with your technician or Market Manager to discuss services that may provide an enhanced value. The Dairy One Forage Lab also has a wide array of analysis packages that provide the best value available in the industry today. I invite you to visit the Dairy One website to learn more about all of the services Dairy One provides to make a difference with your business.



In this edition of the Dairy One News you will see an article on the work our DMR group did with a veterinary practice to help them improve their skills using software so that they can better serve their dairy farm clients. This is a small example of the type of work the DMR group does regularly with veterinary practices, feed companies, consultants, and other industry "multiplicities" to enhance the use of information in dairy businesses.

Also on the last page of this edition is a list of the Dairy One Milk Quality and High Herd winners. If these folks are your neighbors, please congratulate them on their great achievements. Their outstanding milk quality and high production represent the best of our family of over 5,500 farms in 13 states that make up Dairy One and the best in the country.

In another area of milk quality, DairyOne and Dairy Farmers of America recently announced enhanced milk quality premium programs for DairyOne and DFA members in the Northeast. If you need help pinpointing ways to improve somatic cell counts in your herd in order to take advantage of the new premium structure, please talk with your Dairy One technician or contact the DMR group at Dairy One.

Please have a safe harvest season. Thank you for your ongoing patronage and use of Dairy One services.

Summing up the Herd Summary Report (HSS202)

by George Cudeo

At the end of each year it is important to make plans and set goals for the next. One way to do this is to look at the data stating the yearly performance and set that as a goal to equal or exceed each month going forward.

Look at the *Production, Income & Feed Cost Summary* Box. The **Test day average milk on all cows in the herd** can be used to project the major source of income for the upcoming year. It is simple to understand and relates directly to bulk tank measurement each day. If a herd averaged 70 pounds per cow we could use that average and the number of cows in our herd to predict, budget or set goals for yearly, monthly and daily production. Add to this the normal difference between shipped and produced and you can evaluate some meaningful numbers.

Another production measure that is useful is the **Test period Persistence Index**, found in the *Yearly Production and Mastitis Summary*. This adds the dimension of what we expected the herd to produce as we compare month-to-month. Using this index will allow us to answer whether the change in production was good or not. We should expect that our management would at least maintain status quo as with 100%, or improve.

Reproduction has many measurements and is adequately summed up by looking at the *Yearly Reproductive Summary* Box. Specifically, look at **average pregnancy rate for the year**. Of course you may need to look at some breakdown if you are not happy with the data your management produced. Remember that pregnancy rate is calculating the % cows that become pregnant every 21 of those that are eligible. Correctly stating the Voluntary Waiting Period will increase accuracy in this calculation.

Udder health and milk quality measurements may seem to be the same but are actually quite different. Again, looking at the *Yearly Production and Mastitis Summary* box, we use the **weighted average actual SCC** to measure milk quality. The yearly average could serve us well as a reachable goal and tells us the overall quality of the milk produced by our herd and not just the quality of the milk we sell. **Milk shipped** that is lower in SCC than this average tells us there is opportunity to reduce the number of infected cows in the herd and then include them in milk sold. Milk Shipped is located in the *Miscellaneous Herd Information* box.

Monitoring udder health can be done by keying in on the percent of the herd that is not infected on test day. The % cows with **LS 0,1,2,3*** and % cows with **LS4** combined will give us that information. Herds with excellent udder health will see this yearly average at 85 or greater.

Have you checked out www.dairyone.com?

For those of you who have internet access, the Dairy One website can be a great resource to find out more about our products and services.

Look under the **Publications** tab to:

- View past newsletters and improve page articles
- Download and view Dairy Comp 305 technical documents
- Check out the **Forge Lab** area to:
 - Order supplies (forage, manure and water kits)
 - See one of the most comprehensive feed composition library's in the Northeast
 - Take advantage of 3 specific density calculators

Are you interested in job opportunities with Dairy One? Find out more under the **Employment Tab**. You can even fill out an application on-line! In addition, look in the **Farm Services section** to see our "Market Map" with contact information for all Dairy One market managers. Or find more information on our software by going to the **Dairy Management Resources** section. These are just a few examples of the kinds of things you can find on the website. Check it out today!

Dairy Management Resources helps Veterinarian's brush-up on their Dairy Comp 305



In August, two members of the Dairy One, Dairy Management Resources team, Jack van Almelo and Dani Thon were invited to The Battenkill Veterinary Bovine Clinic, in Greenwich New York. Drs. Andrew Austin, Sonya Kelsley, Shelly Landmesser, Pandora Davis, and Daniel Rober spent the day working on improving their Dairy Comp and herd records skills.

These veterinarians, like many others in the Northeast, use Dairy Comp in their practice and have many clients using Dairy Comp or Scout. The Battenkill Vets have an interest in improving their skills so they can identify opportunities in the herds they work with, and do a better job of serving their clients. While there are many resources available to dairies in this area including nutritionists, and pharmaceutical representatives, the veterinarian's input is often critical to making gains in herd health or reproductive efficiency.

The training session began with a review of Dairy Comp's unique structure and data handling capabilities. Once the foundation was built, discussion for much of the day involved looking at ways to identify specific actions that need to be taken in order to help clients identify potential opportunities.

DMR has a second appointment with this group to continue the training.

Prepay NOW – SAVE later

Consider participating in Dairy One's prepay program for 2007. Look for information coming soon or call 1.800.344.2997.

It's time to start planning for next year's silage!

by Janet Falton, CCA

October is a good time to plan ahead. I know that some of you have barely finished harvesting your corn silage and some of you are still wrapping things up. Now is a good time to take note of corn hybrids and alfalfa varieties that did well this year and the ones that didn't do so well, because all those seed sales people will be calling on you soon (if they haven't done so already). Your observations of yield, standability, and quality, coupled with their product knowledge will help you choose the varieties that are most likely to be the best performers in the field and feed bunk next year.

Now is also the time to take stock of your inventory of home grown forages. Talk to your feed rep about carryover inventories of 2005 forages and discuss the feed value of 2006 forages. This will allow you to plan a feeding strategy to allocate those forages appropriately, i.e., low potassium forages to your dry cows, high digestibility forages to top cows, etc.

Forage analysis plays a key role in planning that strategy and provides clues that may explain low silage intakes or other silage related problems. For example, our full fermentation profile includes volatile fatty acid values (lactic, acetic, propionic, butyric and iso-butyric acids) along with ammonia and pH. In general, high lactic acid values indicate a good fermentation, while high butyric acid is associated with a poor fermentation resulting in reduced feed value and problems with animal health. See the table below for expected fermentation values.

Most producers, however, don't run a full fermentation profile unless there is a problem. To assist in routinely monitoring fermentation quality, we developed an alternative method, the VFA Score. The **VFA Score** is a component of our NIR F321 package. It factors in the positive impact of lactic and acetic acids with the negative impact of butyric acid to arrive at a single value for evaluating the success or failure of the fermentation process. The VFA score is a relative score ranked on a scale of 1 to 10 where a score of 8-10 is good, 6-8 is satisfactory, 3-6 needs improvement and anything less than 3 indicates that fermentation was severely compromised. A poor score is a *call to action* and should prompt you to speak to your advisors about changes in feeding strategies and specific management changes that may help improve silage quality in the future. A full fermentation profile may help identify reasons for a poor VFA score or help explain intake or production problems. More importantly, it may indicate management changes needed in the future to improve the end results. Visit our web site www.dairyone.com to learn more about our full fermentation profile and VFA Score.

I don't mean to burst your bubble now that you think the job is almost done... finishing up harvest that is...but the truth is that this is just the beginning of a new feeding season on your farm and it is up to you and your advisors to make the most of it! *The most milk that is!*

Fermentation Profile Expected Values

	Corn Silage	Legume Silage	Grass Silage	Ensilaged High Moisture Corn
Lactic acid %	> 4	> 3	> 3	> 1
Acetic acid %	< 3	< 3	< 3	< 1
Lactic / Acetic ratio	1.5 - 4.0	2 - 3	2 - 3	2 - 3
Propionic acid %	< 1	< 1	< 1	< 1
Butyric acid %	< 0.1	< 0.1	< 0.1	< 0.1
Total acids %	5-10	5-10	5-10	5-10
pH	< 4	< 5	< 5	< 4.5
Ammonia %	0.6 - 1.0	1.5 - 2.5	1.0 - 1.9	0.4 - 1.0
Ammonia N/Total N	10 - 15	10 - 15	10 - 15	10 - 15

Peter Burch joins Dairy One as New England Market Manager

In February, 2006 Dairy One welcomed Peter Burch as the new Market 11 Manager. In this capacity, Peter will oversee the sales and service of 25 Professional Dairy One technicians in New England and eastern New York. Peter brings to Dairy One over 20 years of experience in the fields of artificial insemination, young sire programs and the DHIA industry.

Peter graduated from McGill University's College of Agriculture in Montreal, Quebec in 1978. He then worked for United Breeders Inc., in Guelph, Ontario, from 1978 until 1995 in varying capacities. His primary responsibility at that time was educational and embryo transplant activities throughout Central Ontario. In 1995, Peter, his wife Jan and their three children immigrated from Canada to the United States where Peter began employment with Genex Cooperative, headquartered in Shawano, Wisconsin. From 1995 through 1999, Peter was the Resource Specialist with reproductive efficiency and educational responsibilities for Genex Cooperative throughout New England and Eastern New York State. In late 1999, Peter accepted the position of National Young Sire Systems Manager for the Genex Cooperative and relocated to Ithaca, New York, home of the Genex facilities. In January of 2004, Peter accepted the position of Marketing and Education Manager with Vermont DHIA and relocated to central Vermont. He remains in central Vermont and is excited by the many opportunities that are ahead. "The New England DHIA marketplace offers many opportunities for Dairy One. Now, more than ever, dairy producers need to be able to manage their herd with up to the minute details on the productivity and profitability of each animal or group of animals. Dairy One is able to provide this data to dairies and their consultants in manageable reports that are critical to the profitability of the day to day operations of the farm."

Please do not hesitate to contact Peter. His home office phone number is 802.234.6769, or e-mail: peterburch@dairyone.com.

