

## 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

Davenport, Jim Herd 3  
Ancramdale, NY  
47,000

J & E Weissmann Farms  
Callicoon Center, NY  
53,000

Merrymead Farm  
Lansdale, PA  
55,000

Davenport Family HD2  
Ancramdale, NY  
60,000

Joel & Sara Mills  
Thompsonstown, PA  
64,000

Ferens Farm LLC  
Dunbar, PA  
67,000

### Highest Rolling Herd Average

John Rishel  
#cows | milk | fat | protein  
10 34962 1169 1040

### Highest Fat Pounds

Doug Welker  
#cows | milk | fat | protein  
20.7 30483 1517 958

### Highest Protein Pounds

Carl A Farms Inc.  
#cows | milk | fat | protein  
88.8 34488 1245 1058

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

## Changes in our Accounting Department

Kevin Henry has been a member of the Dairy One team for about 10 years now. He started as a milk lab technician, and after a few years, began taking evening classes at a local community college. Kevin eventually earned an accounting degree, moved over to the accounting department and started handling laboratory payments and other duties.

With the retirement of Eilleen McCarty, Kevin has now stepped in to that position, taking on the responsibility for accounts receivable of all Dairy One members. Should you have a question about your statement or need to structure a payment plan, Kevin will be glad to help. You can reach him at extension 2159 or e-mail: kevin.henry@dairyone.com.

The accounting department welcomes Diane Van Epps. Diane is an experienced and friendly new addition who has assumed responsibilities for Kevin's former duties.



(Left to Right) Front: Elaine Stephens, Bev Whittier  
Back: Sandy Merrill, Diane Van Epps, Kevin Henry

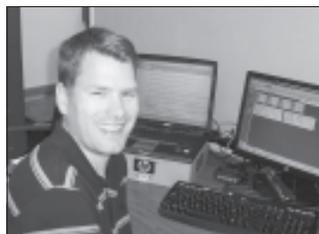
## Dairy Management Resources Beefs up Support Staff

As more dairies take advantage of tools like herd management software, pocket PC's, radio frequency (RF) technology, and networking, the DMR group wants to be sure they continue providing the best possible service and support here in the Northeast.

The Farm Service group, a sub set of Dairy Management Resources (DMR), is the group dedicated to on-farm service and support. They have recently added two new members who each bring unique and complimentary skills. This spring Paul Embt, a veteran DHI technician located in Western New York joined the group full time. Paul had been helping with phone support for several years while maintaining a full testing circuit. Not only does Paul have a wealth of Dairy One and DHI experience, he has been able to develop great depth in his overall knowledge of DMR products and services.

The second new DMR member is Matt Newman. Although he will eventually spend a good deal of time on the road, Matt has relocated to the Ithaca, New York area and works out of the Dairy One main office. A 1999 graduate of Cornell University, Matt has since worked as a herdsman on several large dairies using Dairy Comp 305. He also has experience working at Quality Milk Production Services, and with dairies involved in their programs. Matt brings practical large herd experience to the group and is quite enthusiastic about playing an active role in the technological advancement of dairies in our region.

Paul and Matt are welcomed by other DMR Farm Service team members Dave Glass, Dan Smith, Marcel Poirer and team leader John Gloss.



Newest DMR member Matt Newman



# Dairy One NEWS

Where Information Creates Opportunity

## CONTENTS INSIDE

AM-PM Factor Project  
— pg. 2

Guide function available on  
test day — pg. 2

Meter maintenance is top  
priority for Dairy One  
— pg. 2

Toad Stranglers and Droughts  
— pg. 3

Changes in our Accounting  
Department  
— pg. 4

Dairy Management Resources  
Beefs up Support Staff  
— pg. 4

Congratulations Dairy One  
Quality and High Herd Winners  
— pg. 4

### Prepay NOW – \$SAVE 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

In this issue of the Dairy One News you will see two articles highlighting new additions to the Dairy One team who work out of our Ithaca facility. We are very blessed as an organization to have a group of people focused on serving member and customer needs every day they come to work. The team of farm service technicians, laboratory employees, support staff members, and management crew all have a common mission to "Create and deliver data and information which will be used to make profit enhancing decisions for member of the agricultural community."

At our annual meeting in October we will be recognizing the Dairy One Outstanding Milk Quality award winners and the Production Award winners. Please take a minute to read the accomplishments of the award winning farms highlighted in this issue. They are truly remarkable. Congratulations to all the award winners!

In the spring edition of the Dairy One News I sited our goal of developing five affiliate forage labs during 2008. I am happy to report that we have installed four sites and should have the fifth site completed by year's end. Our four locations are in Twin Fall Idaho, Calgary Alberta Canada, Lancaster Pennsylvania, and Doylestown Pennsylvania. Our fifth site will be in the upper mid west. As we move forward we have developed interest from a large number of domestic and international parties interested in hosting an affiliate lab site. The benefits of the affiliate strategy are that it broadens our market place, leverages our technology, and brings local analytical services to farmers and their nutritional advisors.

Dairy One Board of Directors member Dan Sheldon was elected president of the National Dairy Herd Information Association (NDHIA) board earlier this year. Dan has served on the NDHIA board for the past several years and now provides leadership for its activities and direction. Since his election, Dan has spent a lot of time on the road helping to further the cause of our industry. We are thrilled that Dan is in this key national role.

2008 is shaping up to be a very good year for the Dairy One business. The number of cows we test each month has been significantly higher during 2008 than in recent years. This is attributed to more herds testing more often with more cows in each herd. All of our laboratory operations are experiencing solid results. The forage lab had its best first six months in lab history in terms of forage sample numbers and profitability. Our Dairy Management Resources group is ahead of budget on strong software and support sales.

There is an opportunity for Dairy One members to participate in a national cross breeding study and receive up to 200 units of Norwegian Red semen at a discounted price. The study being sponsored by the University of Tennessee, University of Wisconsin, USDA, SEMEX, and Geno Global of Norway is looking for dairies in the Northeast interested in participating. Promising results have been reported from a similar study in Canada and early results in the U.S. If you are interested in participating please contact Dr. Ted Burnside at [tedburnside@sentex.ca](mailto:tedburnside@sentex.ca) or phone 519-787-8091.

Copyright 2008 © Dairy One.  
All Rights Reserved. No part of this document may be reproduced in any form or distributed by any means without permission from Dairy One. Layout/design produced by Jyll Strothmann.



730 Warren Road • Ithaca, New York 14850 • Ph: 800-496-3344 • Fax: 607-257-6808 • [www.dairyone.com](http://www.dairyone.com)

## AM-PM Factor Project

by George Cudoc, Dairy Management Resources

The great majority of herds enrolled in a DHI testing program use the AM-PM method. This allows dairies to test their cows at a lower cost yet still obtain necessary information to manage their herds. When we measure and collect a sample on only a portion of the milk in 24 hours it becomes necessary to use factoring to calculate the 24 hour daily yield for milk and components.

It has been some time since the factors used to adjust individual milking records for milk, fat, and protein to daily yields (AM-PM factors) have been updated. In recent years there has been some success in collecting data and developing preliminary factors for milk, but fat has been missing. For component records several barriers are present now. Component samples are usually not collected at every milking on test day, especially for 3x herds. When component samples are collected for more than one milking, they are composite samples, which are not useful in developing factors to adjust fat or protein for milking interval. We needed to collect more records to verify the accuracy of factors for both two and three times per day milking, for Holsteins and Jerseys, and in as many different herds as possible.

To be useful for estimating AM-PM factors for milk weights, individual cow milking times weights, and cow identification information are needed to match up with the component result for each time a cow is milked in a day. In fact, the information that is needed includes cow id, date, parity, days in milk, and breed, plus milking date, time, and weight for each individual milking. Thus, the Automatic Milk Recording (AMR) herds appear to be best candidates for gathering data that will lead to determination of milk AM-PM factors.

Dairy One has identified 27 herds with AMR systems where DHI technicians can sample every individual cow each milking during the day and submit all those samples for lab analysis. We are currently finishing the first round of testing these herds with another round scheduled for November or December.

The data collected in this project will be submitted to Dr. Mike Schutz, Department of Animal Sciences, Purdue University. Once the data is submitted and combined with data from around the U.S. we hope to use it to evaluate the old factoring system in place and recommend changes so we can continue to provide the most accurate information for both cow management and genetic evaluations.

Special thanks are extended to the dairies where we are collecting this additional data. They have cooperated in an effort to benefit the whole dairy industry. Thanks to the Dairy One employees that have worked even harder than they usually do by going back for an additional 2<sup>nd</sup> and sometimes 3<sup>rd</sup> milking in a day on top of their already full schedule. Thanks also to Dairy Records Management System and Valley Ag Software in supporting this project.



1,200 New "bracket" and "clamp on" meters are in circulation.

## Meter maintenance is top priority for Dairy One

Dairy One takes pride in using high quality equipment to provide service. Meters are an integral component, allowing technicians and members to accurately weigh and sample milk.

As part of our continued equipment maintenance program, Dairy One has recently purchased 1,200 new meters. These new meters, both "clamp on" and "bracket" style are rotated into the system, replacing the oldest and most worn out meters first.

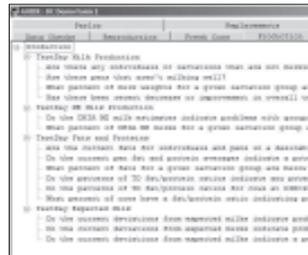
Dairy One currently has about 5,300 meters distributed among 180 field technicians. In accordance with Quality Certification requirements of National DHIA, all meters are calibrated once a year. If you have any questions about meters, contact your local DHIA technician or call 800.344.2697.

## "Guide" function available on test day

Using Dairy Comp 305, your technician has access to a new function which can give you even more value on test day. This "Guide" function guides you toward the appropriate questions to ask in order to make decisions that impact the profitability of your business.

The questions are broken into several categories such as Fresh Cows, Production, Reproduction, Somatic Cell and Replacements. Below is an example from the Production category. You can see the questions are designed to focus your attention on areas that lead to profitable decision making. Clicking on the question automatically uses your data to come up with the answer.

If you would like to look more closely at this function or learn more about the content and questions, contact your Dairy One Farm Service technician, or call 800.344.2697. Users of Dairy Comp 305 have access to this function by typing "Guide" on the command line.



Weather is a common topic of discussion this time of year. Generally speaking it is too wet in one place and too dry in another. I never heard the term "toad strangler" until today but the meaning is pretty clear. I think it is interchangeable with other clichés like "coming down in buckets" or "gully washer", or "raining cats and dogs".

"Toad stranglers" were all too common in parts of New York and New England this summer. Hail and high winds accompanied some of those rain storms adding insult to injury. In other parts of the Northeast, it has been quite dry since the middle of July and many farmers are faced with drought stressed corn and very little hay to harvest. All of this leads to the real topic which has something to do with the impact of these extreme weather events on the quality of corn silage and hay crop silage.

Heavy rain is often accompanied by high winds and sometimes mixed with hail. Damage occurs three ways depending on how big the corn is when the hail hit it.....early season stand reduction, defoliation and bruising to the stalk and ear. We are not going to discuss early season stand reduction since it is too late to do anything about that. Suffice it to say that the early season hail can kill or damage the growing point of affected plants and this will have an impact on yield. The National Corn Handbook has a good chapter on assessing hail damage to corn (<http://www.ces.purdue.edu/extmedia/NCH/NCH-1.html>).

Later in the season, hail can defoliate the corn plant as well as bruise the stalk and ear. As a result, corn silage from a hail damaged crop may have reduced energy and quality. Hail damage can also provide an avenue of entry for stalk and ear rot organisms which in turn may increase the potential for lodging and mycotoxin production.

A pre-harvest visit to your fields is always a good idea but it is even more important if you have suffered wind and hail damage. You may suffer more problems with standability due to the wind and defoliated plants have to steal nutrients from the roots & stalk to finish out the season. Your pre-harvest visit may be

## Toad Stranglers and Droughts

by Janet Brothers Fallon, CCA - Forage and Soils Lab Sales Representative

invaluable when it comes to scheduling harvest before lodging becomes too severe.

Ensiling will also stop the growth of the molds that produce mycotoxins. Unfortunately, it will not remove or detoxify mycotoxins that were already produced in the growing crop so it may be a good idea to put the worst silage into silage bags. Penn State Extension Specialist Jeff Graybill suggests that segregating hail damaged corn allows you to blend or discard affected silage if the final mycotoxin levels are dangerously high. You may want to feed this stuff out during the winter months too when cold temperatures will slow down mold growth during feedout.

Of course, it is always a good idea to get a forage analysis and a mycotoxin test before feeding silage from hail damaged corn. For \$16, our NIR F321 package provides all the standard components including protein, energy and fiber as well as digestibility and fermentation quality. Mycotoxin analysis, available for \$65, provides the levels of Vomitoxin, Don, T-2, Zearalenone and Aflatoxin G1, G2, B1 and B2. (go to [www.dairyone.com](http://www.dairyone.com) for the complete list of components included in our NIR and Wet Chemistry packages).

By this time of year, farmers have already decided to harvest drought stressed corn ASAP (before things go from bad to worse). In a nutshell, if pollination did not occur and the plant is dead, you should harvest it when whole plant moisture is adequate for the storage structure used. If pollination did occur and plants are still alive, you may want to hold off on harvest if the field has received some last minute rain because the plants may continue to accumulate some dry matter. Compared to "normal corn", drought stressed corn may have increased sugar content, higher crude protein and fiber. Fiber digestibility may be higher or lower depending on how early or late the drought occurred.

Nitrates can be elevated in drought stressed corn but a good fermentation should reduce nitrates to safe levels in most cases. That may not be the case if it to be green chopped or grazed. The highest concentration of nitrates is in the lowest part of the stalk so raising the cutter bar height may offer added benefits for ensiled or green chopped corn. Once again, the only way to know the actual feed value of drought stressed corn is to test it. It is best to sample silage 2 – 3

weeks after filling since nitrate levels will decrease by 1/3<sup>rd</sup> to 1/2 during fermentation. And of course, high nitrate silage is at greater risk for producing silo gas which is highly toxic to people and livestock. The National Ag Safety Database is a good source of safety information around silos <http://www.cdc.gov/nas/docs/d000901-d001000/d000909/d000909.html>.

The situation is not much better for perennial forages. In New England, some farmers are faced with hayfields that were flooded this summer in one of those darn toad strangler events. Flooded forage may be coated with a layer of silt which puts ensiled crops at a greater risk for clostridial fermentation. This not only smells bad but may contain deadly toxins as a result. This silage may also be at greater risk for mycotoxin contamination. I may sound like a broken record, but once again, it may be wise to run a forage analysis and mycotoxin analysis before feeding it out. Hopefully, these flooded forages were kept separate too (baled hay piled separately or hay crop silage put in bags) to make feed management a bit easier.

I have one last thought and this one doesn't really have anything to do with local toad stranglers or droughts. Hurricanes Fay and Gustav may have had some effect but it is really the combined effect of increased fuel costs and increased global demand for fertilizer that has driven fertilizer costs through the ceiling with no end in sight. Most farmers are taking a close look at input costs so it may be tempting to cut back on the fertilizer and limestone. That's ok if your over all soil fertility levels are high but that strategy can backfire on you if soil fertility is out of balance. What I am getting at of course, is that now is not the time to cut back on soil testing. Home grown forages may be your best way to fight increased production costs but you have to provide balanced nutrition to crops and cows to get the most out of them. Soil testing and forage testing, is the best way to tighten up your management and allocate your financial resources where they will give you the most bang for your buck.

If you have questions, or would like more information contact the forage department at 1.800.344.2697 extension 2172.