

## 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 that maintained the highest rolling herd milk average, highest fat, and highest protein pounds. We congratulate these dairies and wish them continued success.

### LOWEST SOMATIC CELL COUNTS

**Jim Davenport, Herd 3**  
41,000

**Merrymeade Farm**  
45,000

**Davenport Family, Herd 2**  
46,000

**Damen Farms, LLC, String 2**  
53,000

**University of Connecticut, String 2**  
57,000

**Eiholzer Farms**  
59,000

### HIGH HERD AVERAGES

Milk Winner

**Oomview Holsteins**

# cows	Milk	Fat	Protein
88.9	34509	1057	1003

Fat Winner

**Rowe Bros**

# cows	Milk	Fat	Protein
79.9	29456	1292	879

Protein Winner

**Benjamin and Carolyn Turner**

# cows	Milk	Fat	Protein
111.8	31658	1279	1040

## 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, ext 2159.

## Agricultural Management Resources Group Welcomes New Staff Member Specializing in Feedwatch Support

The Agricultural Management Resources (AMR) group at Dairy One is pleased to announce the addition of Kevin Streeter to the staff as an Applications Support Specialist. Kevin grew up on a custom heifer-raising operation in central New York and graduated from Cornell University in 2005 with a B.S. in Animal Science. While in school, Kevin worked as a herdsman and an AI technician.

Since graduation, Kevin worked as a nutritionist for a feed company in Vermont and for a veterinary school in the Caribbean. For the past two and a half years, Kevin worked as a nutritionist, and he is also part-owner of his family farm with 60 cows that are milked with a Lely Robotic Milker. He also raises heifers on his farm, with 200 head on feed.



Kevin Streeter

As Applications Support Specialist for the AMR group, Kevin will be supporting Feedwatch, with a focus on feeding and feed management. He is currently traveling and meeting current Feedwatch customers. If you have any questions, please contact Kevin by phone at 1-800-496-3344, ext. 2188 or by e-mail at [kevin.streeter@dairyone.com](mailto:kevin.streeter@dairyone.com).



### In This Issue

DHI-403 Report.....2  
Quality and High Herd Winners.....4  
New AMR Staff.....4



# Dairy One NEWS

WHERE INFORMATION CREATES OPPORTUNITY  
FALL 2011

## RAIN OR SHINE, DAIRY ONE IS HERE TO HELP

By *Jamie Zimmerman, General Manager*

A wet, late spring, followed by a hot, dry summer, followed by hurricane Irene and tropical storm Lee: this combination led to a great deal of uncertainty regarding adequacy and quality of feed supplies across the Northeast. In some areas, crops and stored feeds have been flooded. The Dairy One Forage Lab stands ready to assist farmers and their feed advisors in analyzing feeds for a wide array of traditional nutrient content and potential contaminants. There is an article on the Dairy One website regarding flooded crops under Forage Lab Services > Additional Features > Factsheets > Flooded Forage. There are also a number of other good resources regarding the management of flooded crops; please contact Janet Fallon by phone at 315-696-0167 or by e-mail at [janet.fallon@dairyone.com](mailto:janet.fallon@dairyone.com) for more information.

With rising feed costs, the push for higher feed efficiency, and an increased diversity of feed products, feeding dairy cattle continues to become more complex and precise. As noted on the back page of this issue of the Dairy One News, Kevin Streeter joined the AMR group with a primary focus on supporting FeedWatch. FeedWatch is an outstanding feeding management

program from Valley Ag Software, and customers tell us that it has a very quick payback. For more information on FeedWatch and how it can help your business, please contact Kevin by phone at 1-800-496-3344, extension 2188, or by e-mail at [kevin.streeter@dairyone.com](mailto:kevin.streeter@dairyone.com).

As a result of adverse weather conditions and flooding, there will be significant changes to the soil and fertility of many fields. If you need assistance evaluating how to manage these fields in the coming growing years, the consultants and planners at Agricultural Consulting Services (ACS) stand ready to help. ACS is an agronomy consulting firm offering crop and environmental consulting services and is now a part of Dairy One through Farmland Environmental. For more information on available services, contact Jack van Almelo at 1-800-496-3344, extension 2129 or by e-mail at [jack.vanalmelo@dairyone.com](mailto:jack.vanalmelo@dairyone.com).

It remains clear that our dairy industry continues to experience volatility in many areas: prices for milk and feed, weather, regulation, and more. It appears that many of these uncertainties are going to be part of the industry for the unforeseen future. Making sound management decisions amid volatility

and uncertainty is critical to farm business success. Dairy One strives to provide farmers with production information from all areas of their operations and to help make sense of the increasing complexity of the information.

Inside this edition of the Dairy One News, George Cudoc highlights a report from DRMS that helps evaluate the critical time of cow transition from the dry to milking period. Please read the article, and if you are interested in receiving the report, talk to your Dairy One technician. If you are seeking to evaluate other parts of your herd management, please contact George by phone at 1-800-496-3344, extension 2114 or by e-mail at [george.cudoc@dairyone.com](mailto:george.cudoc@dairyone.com).

The Dairy One business had a strong first half of 2011, with good cow numbers through our DHIA business and good sample numbers through all of our laboratories. We continue to strive to provide management information for all production areas of a dairy. For information on all Dairy One has to offer, please visit our website at [www.dairyone.com](http://www.dairyone.com).

*Jamie*

# DHI-403 DHIA Report: Turning Data Into Helpful Information

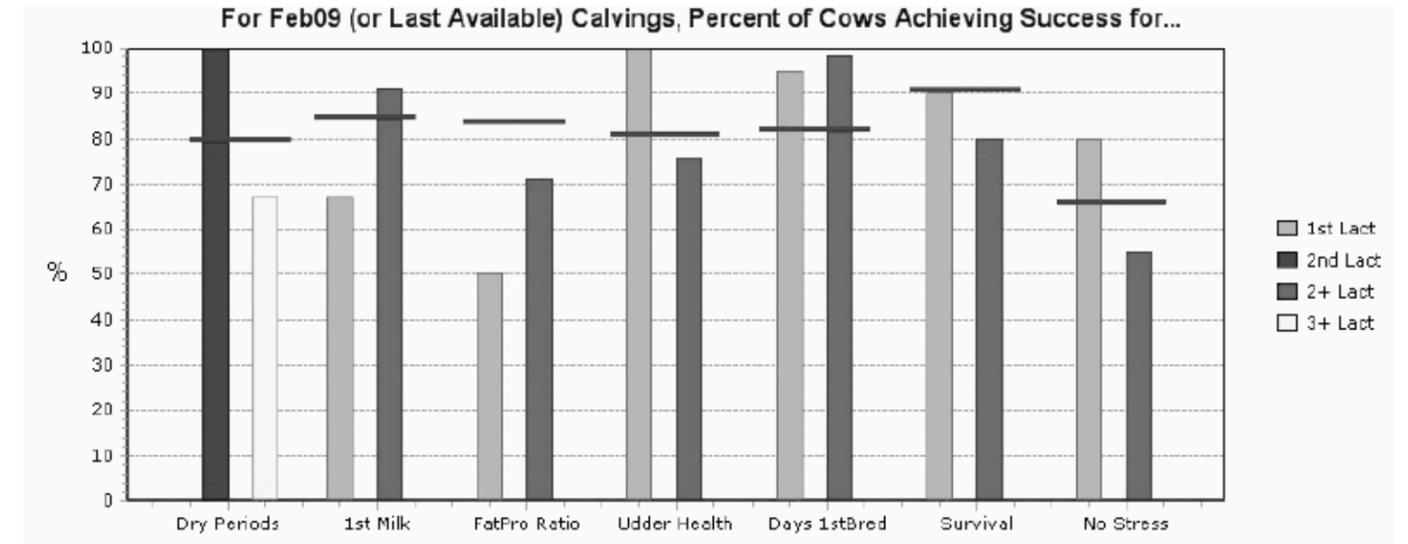
By George Cudoc

Reporting data can be considered the first important step in managing a dairy herd. The second step involves turning that data into information that you can use to more successfully manage your cows. Having the information one piece at a time, although useful, sometimes falls short in evaluating herd management plans and actions. Dairy One members have the option of processing data in a number of ways and at a number of places. Selecting summary-type reports may help you “connect the data dots” and look at important segments of herd management. Let us look at a report that focuses on multiple pieces of information to help you evaluate your transition program.

The DHI-403 report for DRMS at Raleigh is a tool that summarizes transition cow management using a number of measures. The data collected on cows is turned into information and presented in a graphical format. Both large and small herds will find the information useful, and the number of calvings per month will determine if

the data is monthly, bimonthly, or quarterly. Each measure used will be on a 100-point scale, indicating the level of success we experience. Goals are set using benchmark data for the top 10% of herds within a similar herd size range. Five of the measures use information during the period from dry off to 40 days in milk. Two measures use a time period beyond and the graphs may look a bit different. The report finishes with a list of cows that have calved recently and have low production, high SCC, or both. With those cows listed, other stressors that may have played a role are highlighted.

Transition is the time of a cow’s life from dry-off date to 40 days after calving. This gives each cow ample opportunity to rebound from the stress she experiences giving birth. Successful transition can be defined as the ability to change a cow from dry status to production at a level equal to or better than the genetic potential that she possesses. The DHI-403 report from the Dairy Records Management Systems (DRMS) focuses on measures to help us evaluate transition.



The first measure we have in this evaluation looks at the number of days dry and the percent of time we achieve our goal of 30 – 70 days. The current belief is that while we can shorten days dry from the traditional 60 day goal, we must strive to manage for at least 30 days. Dropping below this threshold is likely to result in a 5% - 15% drop in milk. On the other hand, cows with extended dry periods of more than 70 days may produce 10% less milk. We should strive for 80% or higher success.

The second measure looks at milk produced on the first test day. This milk is used to project the probability that milk will be at least equal to the current RHA milk on a mature equivalent basis. We can use this to evaluate adequate dry matter intake. Higher milk starts can lead to higher peak milk and higher total production.

The third measure, a butterfat and protein percent comparison on the first test using Fat Protein Ratio (FPR), gives insight to intake, body weight maintenance, and metabolic disorders. A large percentage of the cows should fall between a range of 1.0 and 1.6 using this ratio. Benchmark data says we should see 82% of the cows in this range.

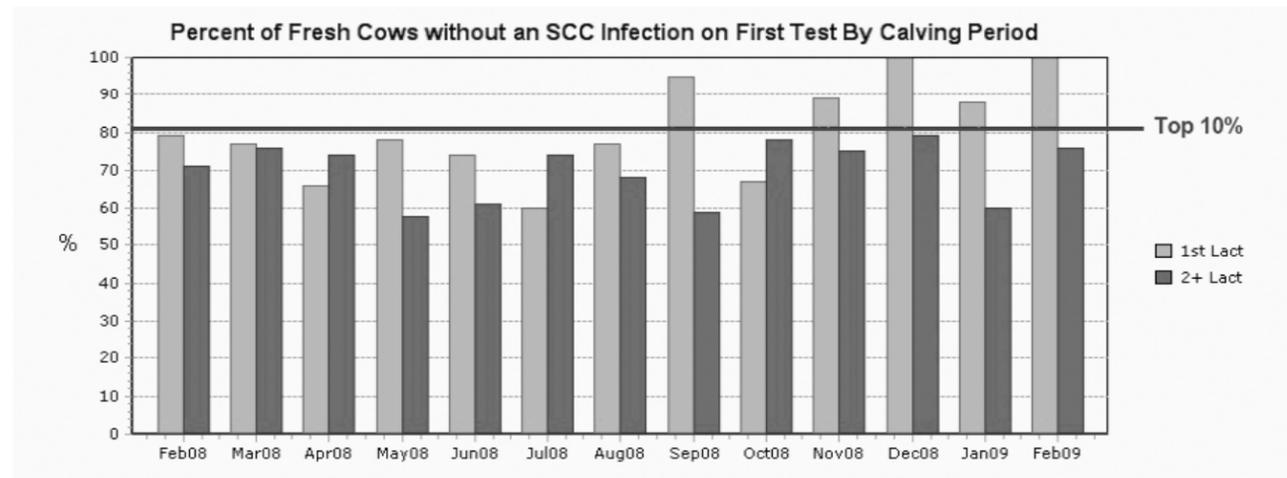
The fourth measure based on first test milk examines success in udder health. High SCC on first test may point to problems with dry cow treatment or dry pen conditions. The percent of cows not infected or a SCC score less than 4.0 at first test is tracked. The top 10% of the industry achieves 80% cows not infected. Additional information is

also included by breaking the herd into new cases, chronics, and cures. New infections are described as cows low at dry off and high at calving. Chronic cows are high at both times. Cures are high at dry and low at calving.

A fifth measure looks at reproduction of the herd. This measure is not as current as the previous measures because it takes longer to be able to evaluate. The time will be different for each herd and is based on what we select for the VWP plus 30 days. Successful transition will prepare cows to be healthy enough to cycle and be bred during this time. The top 10% of the industry achieves 80% plus on this measure.

The sixth measure looks at survival rate, one of the biggest losses on many dairies. Successful transition increases the chance that cows will survive past their first 60 DIM. Not only have the cows that left in the first 60 days not paid for their dry period, but we lose the most profitable period of the lactation at peak milk. It is important to track cows leaving that have salvage value versus those that die with no salvage value. We should strive for 90% or more cows staying in the herd more than 60 days after calving.

The last measure is the percent of cows that go through transition in an unstressed state using some of the 6 measures above, as well as others like calving ease, twins, stillbirths, and abortions. The list provided shows current cows with stressors, and you may be able to still address them.



	Feb08	Mar08	Apr08	May08	Jun08	Jul08	Aug08	Sep08	Oct08	Nov08	Dec08	Jan09	Feb09
# 1st Included	14	52	32	46	31	35	22	21	27	19	8	8	2
# 2+ Included	41	42	54	53	61	46	47	63	51	52	24	25	42

	Feb08	Mar08	Apr08	May08	Jun08	Jul08	Aug08	Sep08	Oct08	Nov08	Dec08	Jan09	Feb09
% New Cases	22	12	13	23	20	15	23	24	16	15	10	27	14
% Chronics	7	12	13	19	16	11	9	17	6	10	10	18	10
% Cures	10	17	11	10	8	20	17	16	18	13	25	9	10
# Included	41	42	53	52	51	46	47	63	51	52	20	22	42