

Dairy One is DHI and more...

Most dairies in the Northeast are familiar with Dairy One's primary business – providing DHI records. Currently, Dairy One has about 200 field technicians who visit farms and offer both traditional and non-traditional types of test. They have a variety of ways in which they can offer services to members for collecting milk samples and cow information. Once the data is collected, Dairy One provides management reports and information back to the farm and to the agriservice community. Ultimately, this information helps Dairy One members make better, timely, and more profitable decisions.

While heavy emphasis and focus is on our core DHI service, Dairy One has many other services that help members to make better more profitable and timely decisions.

E-mail and Fax results

Dairies who want milk lab results immediately can sign up for this service through their local farm service technician.

Somatic Cell hot sheets, Somatic cell results on all cows and MUN reports can be faxed and or e-mailed to you after each test. Prices range from \$1.50-\$2.50 per report.

Extra copies of the herd summary

Consultants, farm managers, bankers, or anyone associated with your dairy operation can receive a copy of your herd summary. All we need is a signed letter, faxed or mailed, specifying permission is given from the dairy owner. The herd summary is then sent automatically each test and billed to the consultant, \$3.00 per herd per month.

Any other DRMS reports can also be generated for any month and mailed or faxed. Call the Ithaca, NY Dairy One office for specific details and pricing.

Water testing

Are your cows drinking "good" water? Dairy One offers 4 different water tests to help dairies evaluate their fresh water supply. Packages include:

- A. Basic test – measures for a general overview of water quality, and gives you the coliform count, total dissolved solids (TDS), PH, hardness, Ca and Mg. (\$20.00).
- B. Elemental test – a summarization of common elements when biological contamination is not a concern. Results provided include total dissolved solids (TDS), pH, hardness, Ca, Mg, Na, Fe, sulfates and nitrates. (\$23.00).

- C. Health and Nutrition test – a water suitability test when animal health and nutrition are a concern. It is of particular suitability for dry cows when DCAD is of major concern. Other analyses include coliform, pH, hardness, Ca, Mg, Na, Chlorides, sulfates, nitrates. (\$33.00).

- D. Complete test – this test provides a broad spectrum of water analyses including trace elements coliform, total dissolved solids (TDS), pH, hardness, Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo, chlorides, sulfates and nitrates. (\$38.00).

Fearing and Z-tags



Good records begin with good cow identification. Dairy One offers a comprehensive assortment of numbered and blank tags as well as several ordering options to make it as easy as possible for you to get the right tags for your dairy. Check our pricing and detailed information at www.dairyone.com/FarmServices/Supplies or call 1.800.344.2697, ext. 2142.

Manure Analysis

Dairy One offers manure analysis to help dairies and their consultants assess and maximize the nutrient value of their animal manure. Proper management can result in reducing commercial fertilizer costs. As with any analysis, a good representative sample is key. Manure sampling kits are available by calling the Dairy One supply department at extension 2142. Leave a voice mail indicating your herdcode, shipping address and number of sampling kits to send.

Samples are analyzed for total nitrogen, ammonium nitrogen, organic nitrogen, phosphorus, potassium, total solids, and density.

Each analysis is \$30.00. If you have questions or would like more information please contact the Dairy One Forage Lab.

Dairy One Soils Lab Now offers Recommendations

by Janet B. Fallon, CCA

Forage and Soils Lab Sales Technical Support



Mark Joyce operates the new AS 3010 Dual pH Analyser

New Soil pH Robot

Done by hand, soil pH determination is perhaps the most tedious task in the whole soils lab. Needless to say, Soils Lab Manager Mark Joyce was delighted when we were able to purchase a new pH robot. The AS-3010 Dual pH Analyser provides an automated solution to the tedious and soul-destroying manual method of analyzing pH of soil samples. This unit will improve sample turn around time and improve sample accuracy...all of which means better service to our customers!

Recommendations;

Our NY customers can now have their cake and eat it too! What I really mean to say is that you can now get fertilizer & lime recommendations along with your soil test results. You do need to fill in the required soil type, field history and crop rotation information however, to get the recommendations. Of course, you can still plug the Mehlich III results or the Morgan equivalent values * into the Cornell Crop Ware software or use your own software to generate those recommendations if you wish. We are currently working on the Pennsylvania recommendations and hope to have those available in the near future as well.

* Conversion equations needed to convert Dairy One Mehlich III values to a Cornell Morgan Equivalent Value can be found at <http://nmsp.css.cornell.edu/software/morganequivalents.asp>. Dairy One reports both values on our soil test report.