

## Scout: No-nonsense herd management software

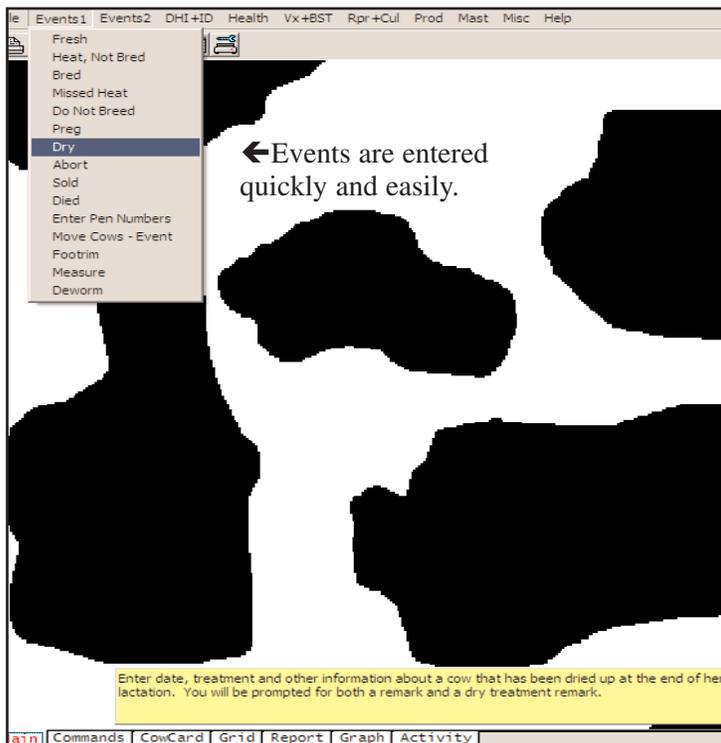
Consider getting all of your cow records - identification, breed, production and health records, in one place, in Scout.

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.

TestDate	DIM	MILK	PCTF	PCTP	FCM	305ME	RELV	SCC	LGSCC	PEN	MUN
10/19/03	20	67	4.0	3.2	72	17040	72	3200	8.0	0	9
11/15/03	47	87	3.8	3.0	91	19630	83	460	5.2	0	11
12/30/03	92	73	3.5	3.0	73	18730	79	1715	7.1	0	0
1/29/04	122	66	3.5	3.3	66	18250	77	230	4.2	0	0
3/1/04	154	52	4.1	3.1	57	16960	72	174	3.8	0	0

Each cow record displays production information for each test day. Data can be downloaded automatically, or 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.

BNAME	L	RPRO	DIM	TBDR	HDAT	MILK	EDAY	EVT	REM	DSLH	VETC	BNAME
ADA	2	OK/OPEN	152	1	12/18	66	2/4/04	OPEN	-	88	MSHT	ADA
ALI	1	BRED	172	2	2/5	56	2/5/04	BRED	-	39	PREG	ALI
ALINA	3	BRED	91	1	2/6	70	2/6/04	BRED	-	38	PREG	ALINA
APRICOT	2	OK/OPEN	218	2	1/1	78	3/1/04	OVSYNCH	-	74	MSHT	APRI
BABS	2	FRESH	68	0	-	88	1/8/04	FRESH	-	0	FRSH	BABS
BETTY	3	PREG	146	1	12/25	66	2/4/04	PREG	41DAYS	81	REPG	BETT
CAPPY	1	FRESH	77	0	-	82	12/30/03	FRESH	-	0	FRSH	CAPP
CARRIE	2	OK/OPEN	142	1	12/25	68	3/1/04	OVSYNCH	-	81	MSHT	CARR
CELESTE	4	OK/OPEN	203	2	1/1	60	3/1/04	OVSYNCH	-	74	MSHT	CELE
CLASSY	2	BRED	303	4	2/6	80	2/1/04	OVSYNCH	-	38	PREG	CLAS
CORA	5	OK/OPEN	216	2	12/15	62	3/1/04	OVSYNCH	-	91	MSHT	CORA
CORAL	1	BRED	104	1	1/29	88	1/29/04	BRED	-	46	PREG	CORA
CUDDLES	1	FRESH	74	0	-	98	1/2/04	FRESH	-	0	FRSH	CUDD
DIVA	2	FRESH	47	0	-	90	1/29/04	FRESH	-	0	FRSH	DIVA
DULCIE	2	OK/OPEN	148	1	12/14	82	3/1/04	OVSYNCH	-	92	MSHT	DULC

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.

**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.

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

## Prepay now- \$ave later

If you have not considered participating in Dairy One's prepay program, 2006 might be the year to begin. This popular program allows members to prepay charges before December 31st and enjoy savings throughout the following year. Look for information soon or contact Dairy One's accounting department at 1.800.344.2697, ext 6.

1. One percent of the prepay amount will be added to your account when we post your prepayment. Example: If you prepay \$1000, we will add an additional 1% of \$1,000 or \$10 to that prepay amount, so your total prepayment credit is \$1010.
2. A 2% discount for herd records services will be applied to your account each month.
3. You will not need to worry about having a check ready for your technician on test day.
4. Your 2005 tax liability may be lowered (please consult your tax advisor regarding prepay services).
5. Dairy Comp 305 or Scout rental users will enjoy substantial discounts.