



From the Ground Up: How Dairy One Provides Information About Your Farm

The farm is a place of constant change. At any given moment, a multitude of activities are happening simultaneously. Crops are planted and harvested, cows are milked, calves are born, feed is distributed, manure is spread—and the cycle continues. Good decisions are made by thoughtfully considering all available information—and Dairy One provides farms with a great deal of information. In fact, you might even be using Dairy One services. Your DHIA records technician is the “face” of Dairy One on your farm, taking milk samples and helping with record keeping. You then receive your milk test results and use that information to make decisions about feed and culling. But what if you had more information—what else could you do? What could you be doing differently on your farm to save time and money? Dairy One is comprised of multiple business units that each focus on unique aspects of farm management. Below, we’ll further explore the ways in which Dairy One provides farms with important information that farmers use every day to make good management decisions.



Crops

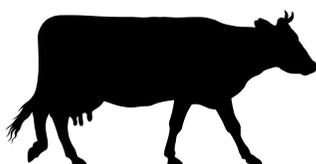
Everything on a farm starts from the ground up. There are numerous decisions to be made when it comes to crops: what to plant, when to plant, how and when to fertilize, pest and disease control, and when and how to harvest. Agricultural Consulting Services (ACS) is a Dairy One business unit with a focus on CAFO support services and crop consulting. Crop consultants can help you every step of the way, using data gathered from your own fields. From helping you select seed, making fertilizer recommendations, pest and disease scouting, and harvest recommendations, ACS is dedicated to helping you grow great crops and increase yields.

Soil

Another part of growing great crops is understanding your soil. Testing the soil in your fields can offer a tremendous amount of information, especially when it comes to nutrient management and fertilizer recommendations. The Agro-One soils lab at Dairy One provides soil analysis that is customized to the needs of your farm. Using the results from a soil test can help prevent over- or under-application of nutrients to your fields, which can save you money and improve yield. Because of this, soil testing helps create a solid foundation for your crop management plan. In addition, plant tissue analysis, can be used for diagnosing nutrient deficiencies and determining in-season fertilizer requirements.

Feed

Feed is one of the greatest expenses on a farm. Feed and forage analysis can provide a great deal of information for making informed management decisions, from when to harvest your crops to what you should be feeding your cows. Knowing exactly what you are feeding can save you money, time, and increase milk production. The Dairy One forage lab offers a comprehensive selection of testing packages, and also offers the option of customized services to meet the specific needs of your farm.



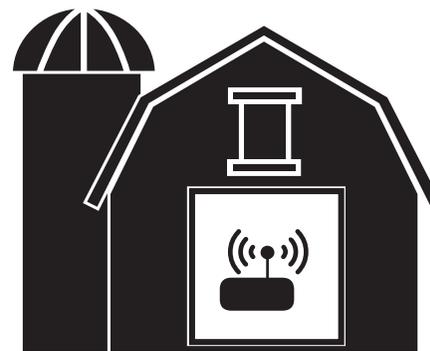
DHIA Services

Milk testing provides information about the efficiency of your feeding program and cow health. Traditional DHIA milk testing services offered by Dairy One, including fat, protein, somatic cell count (SCC), and milk urea nitrogen (MUN) help farmers make decisions about feeding, treatments, and herd management. Dairy One technicians also help farmers manage the record keeping aspect associated with milk testing, including reproductive records. The milk laboratory at Dairy One is dedicated to providing timely, accurate results to farmers.

Animal Health Diagnostics

Dairy One has recently increased the amount of information that can be determined from 1 milk sample with the addition of milk pregnancy testing. Using the same milk sample gathered by your technician, the Animal Health Diagnostics lab can now run a pregnancy test, offering a convenient and non-invasive way to verify whether a cow (or goat) is pregnant or open. Cows can be tested as early as 28 days post-breeding and 60 days post-calving. Dairy One also offers milk pregnancy testing kits for strip samples that can be sent in to the lab at any time for testing.

Blood pregnancy testing is also available through the Animal Health Diagnostics lab and can be used on cows 29 days post-breeding or 90 days post-calving. Blood pregnancy test kits are available from Dairy One, so you can draw samples on the farm, send them to the Animal Health Diagnostics lab, and then receive your results, which can be loaded directly into herd management software such as Dairy Comp 305 or Scout for added convenience. Both blood and milk pregnancy testing are ideal for pregnancy testing between vet visits.



On-Farm Technology and Records Management

The more information you gather on the farm, the more important it becomes to manage and organize that information so it is available to you in a convenient manner when it is time to make decisions. With farms having more cows and growing more crops than ever, the ability to manage this information is

critical. The Agricultural Management Resources group at Dairy One is dedicated to helping farms manage this wide array of information through the use of up-to-date on-farm technology. Herd management software allows you to keep detailed records about your cows, including health, milk information, and life events. Programs such as Dairy Comp 305, Scout, and PCDART provide multiple ways for farms to store and access this information.

On-Farm Networking

An on-farm network provides even more opportunities for gathering information about your animals, crops, and property. Mobile versions of herd management software, such as Pocket Cow Card, allow you to access your cow information on the go for convenient inputs and information lookups. Fields and Crops manager software provides 1 central location for storage of multiple years’ worth of crop information, including planting, fertilizing, treatments, harvest, and yield information. An on-farm network also allows you to install a camera system, which can be used for security, animal monitoring, and training purposes. And finally, a network allows you to run FeedWatch software, which helps you monitor your feeding program, reducing waste and increasing efficiency.

How Can Dairy One Help You?

Dairy One exists to help farms succeed by providing information that farmers can use to make informed management decisions. To increase the amount of information you gather on your farm and to learn more about Dairy One’s mission and services, please visit our website at www.dairyone.com or call us at 800.344.2697. To contact a business unit directly, please e-mail us at the following addresses:

- Animal Health Diagnostics:** ahd@dairyone.com
- Forage and soils labs:** forage@dairyone.com
- Agricultural Consulting Services:** info@acsoffice.com
- Agricultural Management Resources:** amr@dairyone.com
- DHIA testing services:** dhiarecordservices@dairyone.com