

## 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

**Merrymeade Farm**  
36,000

**The Davenport Family, Herd 2**  
42,000

**Meyer Dairy Farm, LLC**  
45,000

**Jim Davenport, Herd 3**  
50,000

**Paul Neer**  
60,000

### HIGH HERD AVERAGES

Milk Winner

**Oomsview Holsteins**

# Cows	Milk	Fat	Protein
89.3	33473	1159	1008

Fat Winner

**SUNY Ag & Tech College, STRG 1**

# Cows	Milk	Fat	Protein
164.6	28717	1326	887

Protein Winner

**Chriss and Trish Nipple**

# Cows	Milk	Fat	Protein
59	33337	1251	1078

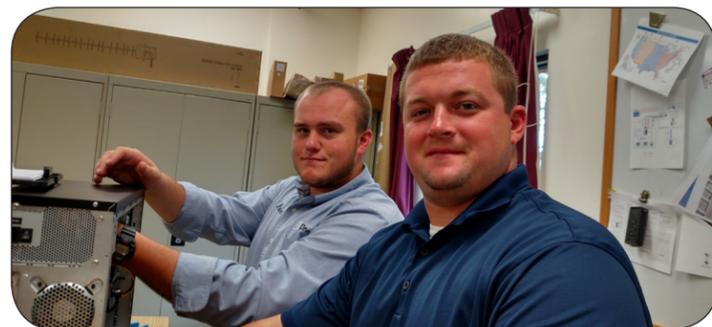
## AMR Team Welcomes Alex Frisbie and Cody Rose

As the need for networks, security cameras, computers and other hardware continues to grow on farms, so does the need for qualified support staff. Over the past year, we have welcomed two new members to the AMR hardware support team, Alex Frisbie and, more recently, Cody Rose.

Both have joined as System Support Technicians and have a strong desire to be part of a growing team working to bring technology solutions to farms. In May, Alex will complete his Associates Degree in applied computer support and has focused on hardware and networking training for the past several years. Cody spent some time working for CNY Farm Supply prior to his position with Dairy One and will be ramping up his technical skills to be able to provide installation and system support.

"Our farm customers are great people. They really appreciate what we do and I really like having the opportunity to help them out," says Alex. Both Alex and Cody are not only aware of technical training required to be successful but also the safety requirements of this position. "We are climbing silos and running wire which is fun, but we know we have to be safe at all times too," remarked Cody. Much of the work of installing networks requires AMR technicians to climb and install things on rooftops, on silo's or run wire along ceilings, so much of the initial training is focused on how to use climbing gear and how to be safe during installations.

Overall, the AMR hardware folks are very special people. They need to know how to park out of the way of the milk truck, walk through the freestall without disturbing the cows, climb a 60-foot silo, use a manlift if needed, crawl through the rafters to pull wire, climb up on the rooftops, install and set up the routers, install the cameras, talk to the cable company, make all the components communicate with each other, fix the PC when it breaks, get the printer to work and probably even answer the phone if something goes wrong on the weekend. Yes, we sure do welcome Alex and Cody!



Alex Frisbie and Cody Rose, new AMR team members



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# Dairy One

FALL 2015 NEWSLETTER

## From the Desk of Jamie Zimmerman, General Manager

2015 is turning out to have its unique signature on our industry. From an economic perspective, 2015 is far different than the record year we experienced in 2014, but yet not as dire as some predicted. Here in the Northeast, a very wet early summer has led to marginal crop yield and quality that will likely have an effect on milk yields in the year to come.

There have been a number of recent changes at Dairy One during 2015. The most notable change is the completion of a new milk lab facility in Ithaca adjacent to our current facility. We moved into the new facility back in June and have been pleased with its operation. The new lab space allows for increased capacity for all of our milk testing capabilities, room to grow, and improved working conditions for our employees. The vacated area in our old facility will be retooled for additional forage and soil lab space, as well as additional office areas and meeting rooms. You can see pictures of the new building on the Dairy One Facebook page.

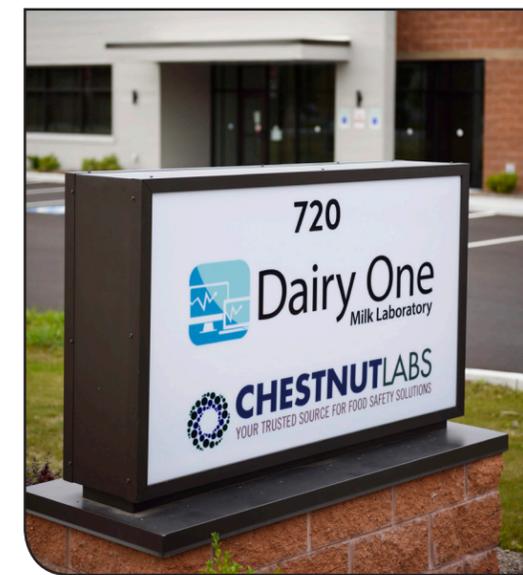
With the completion and successful startup of the new milk lab, we will be consolidating our Hagerstown Mary-

land milk lab operations into Ithaca in late October. With the consolidation, all members will have access to the latest milk testing procedures while improving overall efficiency of operations.

2015 holds a first for Dairy One by partnering with a member farm to conduct a unique research project. Inside you will read about how Dairy One staff member Dr. Sally Flis worked with Allenwaite Farm of Schaghticoke, NY to conduct a feeding trial of two differently harvested corn silages. We are fortunate to have Sally on staff and to have members willing to work with us to develop new tools for measuring what happens at the farm so that you can better manage your operations.

On the back page of this newsletter is a listing of the top quality and production award winners for this year. These numbers always impress me and are always improving. In addition to these 9 farms are hundreds of others that received milk quality awards from Dairy One. More farms were recognized this year than any other, pointing to the fact that our milk supply quality continues to improve and more farms are receiving milk quality premiums from their milk handler. Congratulations to all!

Also on the back page is a note about two new members of the AMR team. The use of technology on dairy farms (software, hardware, cameras, networks, etc.) is no longer a novelty, but a necessity for a majority of dairy farm business-



The new milk lab facility in Ithaca.

es today. The AMR group continues to build its team in order to meet the needs of the growing demand from farms in the Northeast and across the country. We continue to hear from many farmers that the resources of the AMR group are pretty unique—those combining knowledge of software, hardware, dairy farms and dairy farm management—to provide installation and support services to integrate and operate those systems. Please see the Dairy One website for more information on the products and services provided through the group, and/or contact them directly via phone at the number listed below.

Please stay safe during this busy time of year and let us know how we can help you with your farm information needs.

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Layout/design: Jennifer Molnar

# Dairy One and Allenwaite Farm Collaborate on Shredlage Study

by Sally Flis, Ph.D. – Feed and Crop Support Specialist, Dairy One

During the spring of 2015, March to June, the Dairy One Forage Lab collaborated with Allenwaite Farm in Schaghticoke, NY to run a 12 week study feeding shredlage. Shredlage is corn silage that is processed through a Shredlage® processing unit on a chopper. The processor rips the forage longitudinally, opens up the rind of the plant, and smashes the corn kernels, resulting in higher corn silage processing scores (CSPS) than in conventionally processed corn silage. The objectives of the project were to help the farm decide what direction to go with processing corn silage, and explore and develop lab measurements to better characterize the differences in shredlage and conventionally processed corn silage.

Working with Russ Saville and Sue Greth from Cargill Animal Nutrition, diets were formulated to have 22.4 lbs (38 % of diet DM) of dry matter from either conventionally processed corn silage (CCS) or shredlage (SCS), all other ingredients were the same. Diets were fed to two pens of 2+ lactation cows with 152 cows per pen. The cows in the conventional (C) pen averaged 120 DIM and the cows in the shredlage (S) pen averaged 115 DIM at the start of the project. Milk production was recorded daily for all cows. Feed delivered and refused by each pen was recorded daily using FeedWatch. Milk quality measures (Fat %, Protein %, SCC,

**Table 2.** Average dry matter intake per cow by week, lbs/cow/day

Diet	3	4	5	6	7	8	9
<b>S Pen, lbs/cow/day</b>	<b>55.79</b>	<b>55.90</b>	<b>55.75</b>	<b>55.46</b>	<b>55.33</b>	<b>54.84</b>	<b>58.64</b>
Standard Error	0.71	0.82	0.19	0.73	0.18	0.38	0.37
<b>C Pen, lbs/cow/day</b>	<b>53.63</b>	<b>56.56</b>	<b>55.26</b>	<b>56.25</b>	<b>57.07</b>	<b>55.02</b>	<b>56.38</b>
Standard Error	0.57	0.29	0.58	0.63	0.31	0.51	0.52
<b>Difference (S – C)</b>	<b>2.16</b>	<b>-0.66</b>	<b>0.49</b>	<b>-0.80</b>	<b>-1.75</b>	<b>-0.18</b>	<b>2.27</b>

and MUN) were measured at week 6 and week 12. During week 6 and week 12 TMR and ORTS (refusal) samples were taken for analysis with the Penn State Shaker and nutrient composition. The CCS and SCS were sampled and tested weekly.

In the C pen, 136 of the cows were in the pen for all 12 weeks of the study, and in the S pen, 143 cows were in the pen for all 12 weeks of the study.

Between weeks 3 and 9 the DM, starch % DM, starch digestibility, aNDF % DM, NDFD, and CP % DM were similar for the SCS and CCS (Table 1). Variability in SCS and CCS in other weeks were larger. The percentage of material in the top screen of the Penn State Shake Box was higher for the SCS than for the CCS (36.8 % and 13.9 %, respectively) while the middle screen was higher for the CCS than the SCS (64.8 % and 39.1 %, respectively). The lower screen and the bottom were similar (22.9 % SCS and 20.2 CCS on the lower and 1.2 % SCS and 1.0 % CCS

on the bottom). A higher percentage on the top screen and a lower percentage on the middle screen has been consistently reported for shredlage compared to conventional corn silage (Shaver, 2014; Ferraretto and Shaver, 2012).

Dry matter intake (DMI) was similar from weeks 3 to 9 (Table 2). Dry matter intake difference have been variable among the shredlage research that has been published. One of the trials run at the University of Wisconsin (UW 1) had cows consuming 1.54 lbs DM/day more than the conventionally processed corn silage (Shaver, 2014). However, a second study at the University of Wisconsin showed no difference in DMI (UW 2, Shaver, 2014). A recent project at Cornell University reported no difference in DMI (Larry Chase, Cornell).

While DMI bounced back and forth between the two groups, cows in the S Pen produced between 2.2 and 3.2 lbs/day more milk (Table 3). The milk produc-

**Table 1.** Forage analysis results for CCS and SCS.

Week	Dry Matter, %		Starch, % DM		Starch Digestibility		aNDF, % DM		NDFD 30h, % NDF		CP, % DM	
	CCS	SCS	CCS	SCS	CCS	SCS	CCS	SCS	CCS	SCS	CCS	SCS
3	32.3	32.5	33.4	34.3	83	81	43.4	42.2	55	57	6.8	7.6
4	32.9	32.0	34.8	34.7	85	82	42.5	41.5	56	57	6.8	7.8
5	32.0	32.4	32.1	33.4	85	81	44.5	43.4	60	57	7.5	7.7
6	31.6	32.2	35.4	34.1	88	83	41.4	41.9	57	59	7.1	7.7
7	31.9	33.5	32.4	33.7	83	77	43.2	42.1	58	57	7.1	7.8
8	32.8	33.0	32.0	33.9	86	81	44.1	41.5	57	57	7.2	7.3
9	32.3	32.8	33.5	33.3	85	84	42.6	44.8	57	53	7.0	7.6

**Table 3.** Average milk production per cow by week, lbs/cow/day

Diet	3	4	5	6	7	8	9
<b>S Pen, lbs/cow/day</b>	<b>93.63</b>	<b>92.35</b>	<b>91.42</b>	<b>90.95</b>	<b>91.09</b>	<b>88.73</b>	<b>90.51</b>
Standard Error	1.49	1.04	1.48	1.48	1.49	1.54	1.61
<b>C Pen, lbs/cow/day</b>	<b>90.43</b>	<b>89.75</b>	<b>88.86</b>	<b>88.10</b>	<b>88.20</b>	<b>86.57</b>	<b>88.20</b>
Standard Error	1.39	0.91	1.39	1.42	1.41	1.45	1.50
<b>Difference (S – C)</b>	<b>3.20</b>	<b>2.60</b>	<b>2.56</b>	<b>2.86</b>	<b>2.89</b>	<b>2.16</b>	<b>2.31</b>

tion response to shredlage was greater in this project than has been reported in earlier studies. In the UW 1 trial, a 1.76 lbs/day increase in milk production was reported when shredlage was fed versus conventional corn silage. Milk production response to shredlage varied by week in the UW 2 study (Shaver, 2014). The recent Cornell study found no difference in milk production when shredlage replaced conventionally processed corn silage (Larry Chase, Cornell).

Milk quality did not differ between diets at 6 weeks or 12 weeks. In week 6, fat % averaged 3.69 ± 0.78, protein % average 3.03 ± 0.42, SCC x 1,000 averaged 61.5 ± 208, and MUN average 13.0 ± 2.2. In week 12, fat % averaged 3.71 ± 0.67, protein % average 3.09 ± 0.33, SCC x 1,000 averaged 81.9 ± 214, and MUN average 13.0 ± 2.0. None of the previous shredlage studies have reported any difference in

milk quality measures when shredlage was fed (Shaver, 2014 and Ferraretto and Shaver, 2012).

During week 6 and week 12, TMR and ORTS samples were analyzed with the Penn State Shaker Box and no evidence of sorting was seen. As with milk quality there have been no other shredlage studies that have reported any sorting of shredlage diets (Shaver, 2014 and Ferraretto and Shaver, 2012).

Fecal starch was 2% or less, indicating very good starch use and digestion in both diets and was not different between treatments. In week 6 fecal starch average 2.18 ± 1.16 % DM and 1.95 ± 0.78 % DM for the S Pen and the C pen, respectively. In week 12 samples fecal starch was 1.46 ± 0.64 % DM and 1.66 ± 0.86 % DM for the S Pen and the C pen, respectively. Other studies have not reported differences

in total tract starch digestibility when cows were fed shredlage (Shaver, 2014; Ferraretto and Shaver, 2012).

Overall results of this project were similar to what has been reported in other studies. Cows did not sort diets, fecal starch was not different, and milk quality measures were not different. Milk production response in this study was greater than that reported in the UW studies (Shaver, 2014; Ferraretto and Shaver, 2012).

## Acknowledgements

Thank you to the Allenwaite Farm and Staff, Sue Greth and Russ Seville from Cargill Animal Nutrition, the Dairy One Forage Lab Staff, Dairy One DHIA technicians, and Heather Dann, Ph.D. of the William H. Miner Agricultural Research Institute.

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- Larry Chase, Preliminary Report. Cornell University.

## Working Safely On Your Farm

John Gloss, Agricultural Management Resources

We all know that safety is a primary focus for people who work on dairy farms. Farms work on this continually by training employees, purchasing specialized equipment, posting signs, and engineering facilities with safety in mind.

Every day temporary “employees” come to your farm in the form of sales and service providers. Their ability to work safely can have a direct impact on your farm. Something as routine as unloading a large package from a truck can result in serious injury if proper equipment and hazard avoidance are not used. How can you be sure that people coming on to your farm are as focused on safety as you are?

At Dairy One, we take farm safety as seriously as you do. One example of this

is found in the Agricultural Management Resources (AMR) group. We have made a significant investment in equipment including hard hats, gloves, climbing harnesses, fall arrest lanyards, hoisting equipment, tie off ropes, and OSHA approved anchor points. Team members that come to your farm to work will have these with them and know how to use them.

We have also had three employee training sessions in the past year on how to work safely. The focus of these trainings has been identifying hazards, avoiding hazards, and the proper use of approved safety equipment.

Finally, we have developed a fall prevention program that details how to avoid fall hazards and how to work safely at heights.

We will continue to conduct trainings and review safety equipment multiple times each year.

We are committed to working safely on your farm. Please ask us about it the next time we are there.

