

Overview of DHI Laboratory Services in the United States



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27 Field Service Providers in the U.S.

Field Service Providers

- *Wide range of ownership or management*
 - Private testing businesses
 - Federated associations
 - Vertically integrated organizations
 - Non-profit organizations and for-profit businesses

- *Working with 3,018 Field Technicians*
 - Employee Field Technicians
 - Employees of County Testing Organizations
 - Independent Milk Testers/Testing Organizations
 - Responsible for Sample Collection & Handling

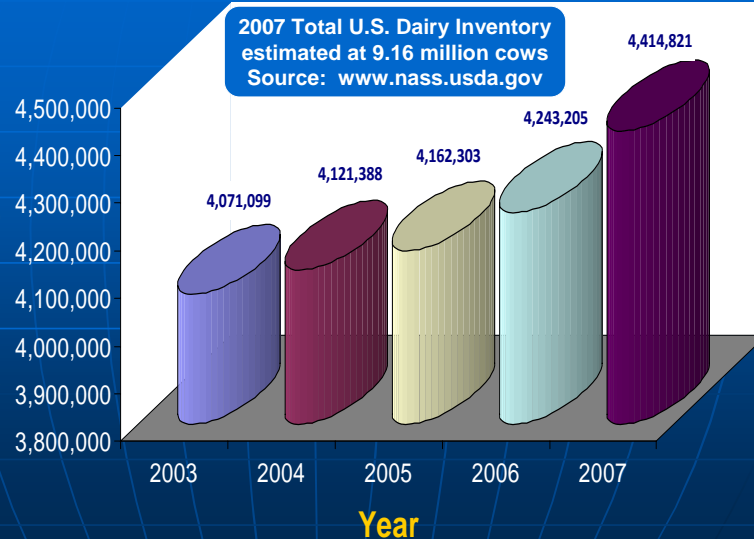


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Continued Growth in Cows on DHI Programs

Field Service Providers

Number of Cows



49 DHI Laboratories in the U.S. and Mexico

Laboratories

- *Varying business structures*
 - County DHI laboratories
 - Privately held laboratories
 - Labs operating as part of integrated field service provider
- *Offering varying services*
 - DHI component testing only
 - Analysis of DHI and payment samples
 - MUN testing (29 labs)
 - ELISA testing of milk samples (7 labs)
 - Microbiology services

Certified Laboratories



49 DHI Laboratories in the U.S. and Mexico

Laboratories

- *Sample analysis includes*
 - 4.7 million milk samples monthly (2-year mean)
 - Smallest lab analyzes 16,000 samples per month
 - Largest lab analyzes 410,000 samples per month
 - Sample time (farm to lab) averages 1.45 days
 - Includes DHI samples and management samples (SCC or MUN only)
 - Breakdown of sample analysis is limited due to business structure and direct competition
- *Utilizing a variety of instruments*
 - 204 unique instruments used by DHI laboratories
 - Bentley, Delta and FOSS instruments all used

Quality Certification in DHI Laboratories

- Guidelines developed by Lab Advisory Committee and reviewed annually
- Administered by Quality Certification Services Inc., a subsidiary of National DHIA
- Certification program is size-neutral and based on compliance and performance

Laboratories

Two Components of Certification

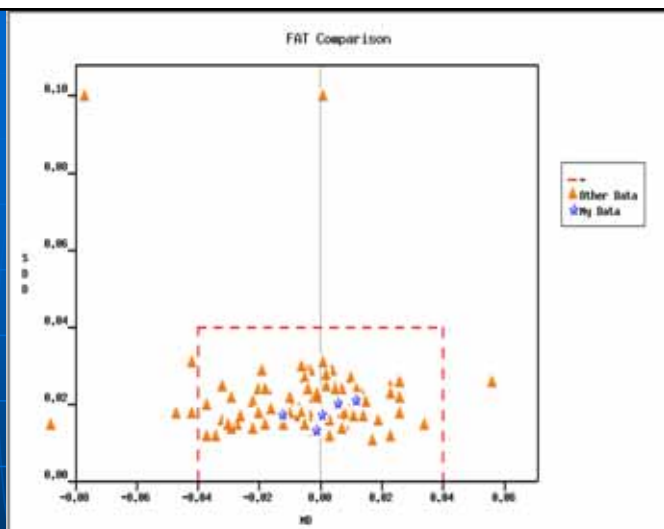
Biennial On-Site Audit
Conducted by Paul Sauve, CLS
under contract to QCS

Analysis of Monthly
Samples Unknown Performance
Conducted by QCS



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Monthly Monitoring of DHI Labs



- Allows a lab to compare their lab with other program participants each month
- Provides Quality Certification Services a snapshot of all DHI Labs each month



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Laboratories



DHI Labs Serve the U.S. Dairy Industry

- *49 distinct DHI labs operate in a competitive environment*
- *Provide accurate, timely and varied services*
- *System is business-structure neutral*
- *Labs are audited and certified under uniform certification program*