Overview of DHI Laboratory Services in the United States

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27 Field Service Providers in the U.S.

- **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
Continued Growth in Cows on DHI Programs

- 2007 Total U.S. Dairy Inventory estimated at 9.16 million cows
  Source: www.nass.usda.gov

49 DHI Laboratories in the U.S. and Mexico

- **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

- **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

Two Components of Certification

1. Biennial On-Site Audit
   Conducted by Paul Sauve, CLS under contract to QCS
2. Analysis of Monthly Samples Unknown Performance
   Conducted by QCS

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
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