

Reality Check

- Larger herds are not just coming someday, they're here!
- DHIA Testing and Lab Services are extremely important to the large herd management.



Large herds can be
 Like a 1,000 lb. Gorilla.

Reality Check

- Testing Very Large Herds Can Present Certain Challenges!
 - Turnaround push on large herds can change turnaround for smaller herds
 - Disrupts the schedule because of extra Testers and meters needed
 - Smaller herds are "re-arranged"
 - "Us versus Them" mentality
 - ology & Efficiency
 you pay encourages both

Reality Check

- Testing Very Large Herds Can Present Certain Challenges!
 - Labs may need additional instruments
 - Contract suggested with large herds
 - Extra vials & rack investment
 - Instrument wear & service increases
 - Personnel issues



Reality Check

- Testing Very Large Herds Can Present Certain Challenges
 - Large herds are accustomed to discounts
 - · DHIA Membership all pay the same
 - Getting large herds really boosts revenue
 - Losing large herds really affects revenue
 - Instrument & fixed costs
 - Extra lab personnel
 - Tester income

It is possible to tame the beast!

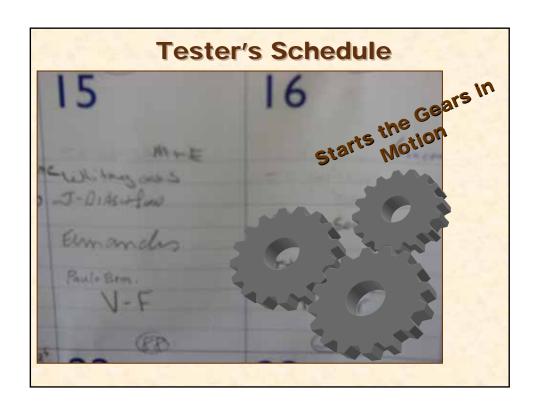


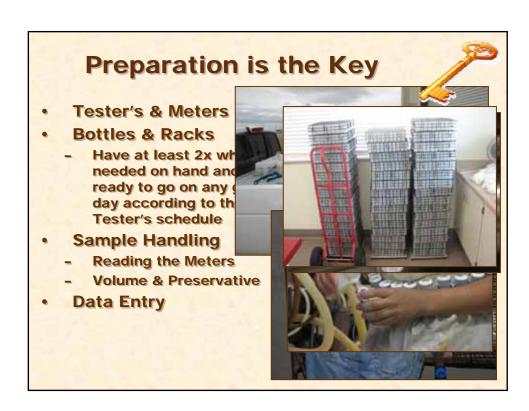
Preparation is the Key

- It all begins with the Monthly Testing Schedule
 - Foundation of the Lab's Schedule
 - Communication is critical element
 - Herds
 - Testers
 - Lab Personnel
 - Data Entry
- No Surprises!

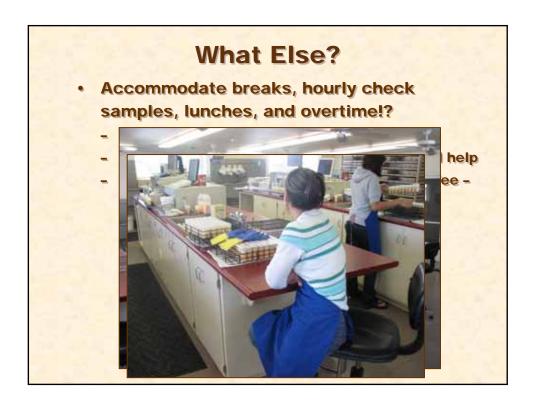


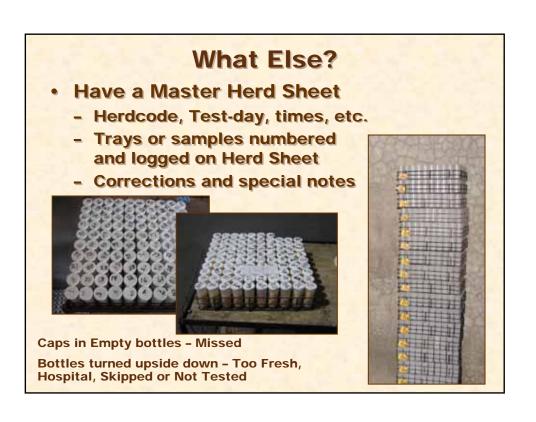
Testing Schedule						
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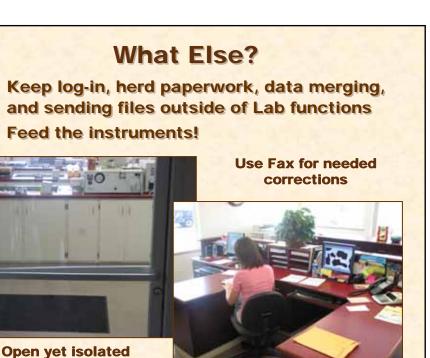




Preparation is the Key • How long are you going to have to run in order to get it all done? • Start earlier that day - Finish everything that day! • Pickup some of the samples before the herd finishes to get the lab started - Turnaround of samples and data is critical • The instruments must run every minute for maximum efficiency from start to finish









from distraction

What Else?

- Chemical inventory fresh and ready.
- System maintenance, weekly calibration, and Sample Unknowns scheduled with the big herds in mind.
- · Hourly Check Samples ready & handy.



What Else?

- Priority set as "first in, first out" because every member herd deserves great service
 - » 300 cows or 3,300 cows



What Else?

 Washing and care of bottles and lids critical for the next day's herds





- Planning is Critical
- Commitment to Lab & Field Inventory, Personnel, Training
- Maintain a Continuous Flow of Samples to the Instrument(s)
- Maximize Technology
- Work Smarter, Not Harder