NADMA Welcomes the World

What is NADMA

The North American DHI Managers Association is a voluntary trade organization representing the dairy recording industry in Canada and the United States. We meet each year to review current industry trends and standards as they apply to the milk recording business.
AgSource Cooperative Services

Verona, Wisconsin
1959

AgSource/CRI

- One of three subsidiaries of Cooperative Resources International with total US sales of $125 million
  - AgSource
  - Genex
  - Central Livestock

- AgSource Cooperative Services
  - DHI (Milk Recording)
  - Agronomy (soil, forage, turf, plant tissue, manure, etc)
  - Food & Environmental (milk, food products, water, wastewater)
  - 13 percent annual growth rate, 2004-2007
Products and Services

- Seven facilities in four states
- DHI Services – the only provider in the US to combine all aspects of DHI services, including:
  - Field Services
  - Mobile Meter Repair and Recalibration
  - Laboratory Services
  - Records Processing Service
- Other Services
  - Agronomy
    - Laboratories in Wisconsin, Iowa, Nebraska and Idaho
  - Food and Environmental
    - Laboratories in Menomonie and Stratford, Wisconsin

DHI Field Services

- 157 DHI Field Staff throughout Upper Midwest
- Utilize DairyComp305/FTech
  - offer multiple options for data access
- First DHI Provider in North America to use True Test Electric Milk Meters
DHI Laboratory Services

- Two owned laboratories – Menomonie, WI and Jerome, ID – in addition to three affiliated association laboratories
- Menomonie and Jerome analyzed nearly 5 million DHI individual cow milk samples in 2007

Processing Center/ Headquarters
Verona, Wisconsin

- Over 6.7 million individual cow recordings processed in 2007
- Serving over 5,000 herds in eleven states
Unique DHI Programs & Services

- Transition Cow Index™
  - Objective measure of herd-level transition cow performance
  - Exclusive license of patent owned by University of Wisconsin
  - Presented as part of comprehensive Fresh Cow Reports

- Profit Opportunity Analyzer
  - Simple and innovative application of DHI database to produce economic benchmarks
  - 7 factor analysis of profitability based on DHI data

- Expanding the Use of TruTest Electric Milk Meters
  - Implementing the use of Data Handlers
  - Using RFID tags for better accuracy on test day

California DHIA

150 Clovis Ave. #104
Clovis, CA  93612
559.323.2600
Organizational Purpose
Organized in 1967
Corporate Mission Statement:
To promote through programs and herd testing increased efficiency in milk production

The California DHIA is a...
- Non-Profit Mutual Benefit Corporation
- 9 Member Producer Board of Directors
  - Represent Local Associations/Regions
  - Hire and Monitor Management Staff
- Operates as a Federated DHIA System
Four Primary Functions

- Quality Assurance of Dairy Records
- Production Statistics
- Communications
- Program Direction

Other Purposes Include:

- Promote Research Projects
- Improve Accuracy & Uniformity in Testing Services and Data Collected
- Sponsor Educational Programs
- Provide Information Exchange
California DHIA is a Federated System

- Member Associations Located In:
  - California
  - Nevada
  - Arizona
  - New Mexico (some Texas and Colorado Herds are members)
  - Oregon (some Washington herds are members)

Within the CDHIA Federated System:

- The dairy producer is a member of the local association
- The local association is a member of the California DHIA
California DHIA Scope of Operations

- 14 Federated Associations
- 9 Laboratories
- 4 Dairy Records Processing Centers
  Contracted
- 10 Certified Meter Centers

Current Enrollment Figures:
- 1,008,798 Cows in 1,000 Herds
- Average 1,009 Cows per Herd
- 82 Dairy Goat Herds – 3,098 Does
- Offices in Clovis, CA (Fresno)
  - Scott Taylor, General Manager
  - Alfred Duran, Assistant Manager
  - Betty Crocker, Office Manager
California DHIA Scope of Operations

- 6 Local DHIA Association Managers
  - 130 Local Association Employee Testers and ISP’s Certified in 8 Western States
- Tracking Annual Calibrations on
  - Over 1,500 Electronic On-Farm Meters
  - Over 4,500 Portable DHIA Meters

California DHIA Innovations

- String Sampling Kits for MUN, Staph Microbiology, etc. of Pens of Cows
- Pioneered Use of Handheld Devices for Herd Testing – 15 Years Experience
  - 1 Tester in a Double 36 Parlor
- Meter Guard Bolts for True-Test Meters
- Helped Develop the Waikato SpeedSampler Meter
CanWest DHI

- Service area of Ontario to British Columbia
- 200 employees
- 4,500 DHI herds (71% of all herds)
- 380,000 cows (75% - 80% of all cows)

Head Office, Guelph, Ontario
**Laboratories**

- Operate 3 locations (plus 1 contract lab)
- 3 million DHI samples per yr in the 3 labs
- Payment and Quality testing in 2 labs
- Johne’s & Leukosis ELISA testing in Guelph

**CanWest DHI - History**

- Provincial DHIs in Canada began as government programs (50 yrs ago)
- Last 25 years... privatized to producer owned and operated (‘Cooperatives’)
- Consolidation and mergers of provincial DHIs over last 15 years
- Merger of Ontario DHI and Western DHI in 2004 to form CanWest DHI
CanWest DHI – Products & Services

• Traditional Milk Recording (milk wts, components, SCC)
• Information primarily for Herd Management but service also for Breed Programs (official records) and Genetic Evaluation (sire evaluations)
• Other lab services – MUN, Payment and Quality, ELISA tests
• Milk Meter Sales and Rental service

CanWest DHI – Products & Services (continued)

• Herd Management Software – Sales and Support to Producers and Advisors
• Variety of Herd Management Reports
• Electronic Registration of animals to Breed Herd Book (ie. Holstein Canada)
CanWest DHI - Unique Features...

• Very large distances in service area (3,000 kms end to end)
• Operating in multiple provinces/jurisdictions
• Field staff are ALL direct CanWest employees (no local staff or local organizations)

CanWest DHI - Unique Features... (continued)

• Part owner of Record Processing System (50:50 ownership with DHI in Eastern Canada)
• English & French speaking customer base and service delivery (field staff and reports)
• Disease monitoring through ELISA testing (Johne's & Leukosis)
CanWest DHI

Central Counties DHIA

Atwater Calif.
The Great Central Valley of Calif.
Formed by merger of 2 County DHIA from the 1920’s
• Largest concentration of Jersey herds in the nation
• Created a robot system to handle laboratory milk samples
  – Improve efficient and accuracy
  – Boost moral
• 40 total employees
  – Field testers
  – Lab technicians
  – Office staff

Dairy Lab Services
Chartered 1978

Dubuque, Iowa
Vital Statistics

- 50 employees
- 1300 producer members
  - 5 states
  - Primarily Iowa and Illinois
- 1.34 million lab samples annually
- DHI samples, milk quality samples
  - Milk components, SCC and MUN
  - DMScc, Cryo, Antibiotics, PI, PLC, LPC,
  - Johne's with milk Elisa

1984
Building constructed at 5105 Wolff Road, Dubuque, Iowa, the present site of Dairy Lab Services.

1993
Began analyzing commercial samples for payment purposes.

1995
The DLS Route Service began by picking up samples at various locations throughout Iowa, Illinois and Wisconsin.
Dairy One Cooperative, Inc.

ICAR Meeting
Niagara Falls New York
June 2008

Dairy One Mission

The mission of Dairy One is to create and deliver data and information which will be used to make profit enhancing decisions for members of the agricultural community.

Our goal is to provide information to aid in managing all aspects of dairy farm production.
Dairy One Roots

Most farm service organizations started at grass roots to serve needs of farmers and rural people. Dairy One comes from these roots.

- 1949 NY DHIC
  - Federation of county DHIAs – county organizations formed through cooperative extension
- 1970’s consolidation of counties – involvement from Land Grant universities
- 1980’s consolidation of Northeast state associations leading to NeDHIA.
Dairy One Roots

1997

Northeast DHIA
Dairylea

Dairy One

- 2000 consolidated Mid Atlantic region
- 2003 merged with PA DHIA
Dairy One Today

- Cooperative – 501(c) 5 educational not-for-profit
- 19 member board
- Affiliated with Dairylea Cooperative
  - Managed under contract by Dairylea
  - Dairylea is a member organization of Dairy One
  - Significant business with Dairylea

Member Organizations

- Dairylea Cooperative Inc.
- Dairy Farmers of America
Size and Scope of Business

- 278 employees dedicated to creating and delivering information to the agriculture community
  - 192 in field/DHIA services
  - 67 in laboratories
  - 19 in support roles
- $18 million in revenue
- Financially strong

Dairy One Strategic Focus - Information

- Milk Production
- Nutrition
- Crop Production
- Herd Health
- Waste/Nutrient Management
- Technology
**Dairy One Business Units**

- Herd records services (DHIA)
- Analytical services
  - Milk
  - Forage – manure, water
  - Soils
- Software sales and support
- Farmland Environmental
- Wine/juice pilot project

**Herd Records Services (DHIA)**

- 5,200 farms, 600,000 cows
- 14 Northeast states
- Farms with 20 to 5,000 cows
**Milk Analysis**

- Four laboratories in the Dairy One system
- DHIA analysis for fat, protein, SCC, MUN
- All producer payment & regulatory work for DMS system
- 550,000 samples/month
- Conduit for milk culture samples
Milk Culturing

- Partnerships – QMPS and PA Diagnostic Lab
  - Dairy One collects and delivers samples to labs
  - Labs culture samples
  - Dairy One handles data
  - Capitalizes on organizational strengths and provides better information
- Working with private veterinary clinics
- Culture Tracker software

Dairy One Forage Lab

Customers – 50 states, 30 foreign countries

- Customers
  - Nutritionist
  - Seed companies
  - Farmers
  - Zoos
- 125,000 samples/year
- NIR & wet chemistry
Launched in 2004
Focus on underserved horse market
6.9 million horses in U.S.
Soil Lab

- Established in 2006
- Move into agronomy information
- Leverage resources

Dairy Management Resources

- Group of 12
- Sell and service:
  - Dairy Comp 305, Scout, Analyzer, PC DART
  - ParlorWatch
  - FeedWatch
  - Computers
- Know cows, software and computers
- Help support management schemes at the farm
- Support field force
Farmland Environmental

Organize, Optimize, Control

Dairy One
Farmland Environmental

- Organize
  - Field and Crop Information
- Optimize
  - Crop Yields
  - Use of Manure
  - Use of Purchased Fertilizers
- Give Control
  - The Information
    - Local trusted advisors
  - Compliance

Farmland Environmental

- Complement existing resources and people
  - Work with local advisors
  - Provide tools to help local advisors and farms be more efficient and effective
- Future services geared toward agronomy and environment
Farmland Environmental Products

- Geo-referenced Maps
- CNMP & CAFO Plans
- Fields and Crops software
  - Connecting farm and consultant

Juice & Wine Analysis

- Beginning fall 2008
- Working with Finger Lakes wineries
- Growing sector of Northeast U.S. agriculture
- Logical extension of services
Thank You

DHI COOPERATIVE, INC.
Committed to serving Ohio and surrounding areas
At A Glance.....

- 1250 Herds
- 131,000 samples
- 50 Field technicians
- 2 Laboratories
  - Columbus
  - Wooster

At A Glance...

- 77% of herds supervised
- Multiple testing options
- Extensive longevity of entire staff
- 4 Area Managers
At A Glance

- Samples by processing option

At A Glance...

- 2 Meter Centers including a Mobile Unit
Dairy Records Management Systems

Established in 1957

North Carolina State University – Raleigh
34 employees

Iowa State University – Ames
7 employees

Functions

- Process and Deliver DHIA Records
- Develop On-farm Information Management Systems
- Service and Support
- Provide Records and Information Systems to Industry
Clients

- 23 DHIAs with herds in 44 states
- 16,200 Producers with 2.2 million cows
- 920 DHI Technicians
- 29 Labs
- 540 Professional Consultants
- 80+ DHI Management and Extension Staff

Major Benchmarks

- 1957 DRPC is established at NC State Univ. in Raleigh
- 1968 Heifer program with first calf page
- 1974 Central Accounting System for DHIAs
- 1978 Electronic transfer of lab results
- 1980 On-farm computer program (DART)
- 1986 DART enhanced to PCDART
- 1996 Merged with Mid-States DRPC at Iowa State Univ.
Major Benchmarks

2000  CTAP program for analysis of records from any DRPC
2000  PocketDairy – first dairy system for handhelds
2001  DairyMetrics – first web based dairy benchmark system
2003  International ID input / output
2003  RFID input / output; wireless input with RFID tags
2004  PocketMeter – test day input system for handhelds
2005  Premises ID input / output

Co-Op to Co-Ops

DRMS Strengthens DHI Service Affiliates:
- Collaboratively develop state-of-the art info systems
- Assist with top-notch service and support
- Minimize technician workload
- Reduce administrative hassle and costs
- Leverage marketing efforts
- Enhance bottom line with revenue sharing
- Provide tools for optimum service to producers
- Energize link to industry
Enrollment Trends

Number of Cows Processed at DRMS (1000s)

- 1990: 600
- 1992: 800
- 1994: 1,000
- 1996: 1,200
- 1998: 1,400
- 2000: 1,600
- 2002: 1,800
- 2004: 2,000
- 2006: 2,200

Customer Area

Dairy Records Management Systems

Print Sites
Heart of America DHIA

Craig Krogstad, President
Dave Sukup, General Manager

• Heart of America DHIA was formed in 1995 with a merger of:
  • North Dakota
  • South Dakota
  • Nebraska
  • Kansas
  • Oklahoma
  • Arkansas
• Heart of America DHIA (HOA) tests herds in:

  - North Dakota
  - Nebraska
  - Kansas
  - Colorado
  - Arkansas

  - South Dakota
  - Iowa
  - Missouri
  - Oklahoma
  - Montana
HOA Board of Directors

- HOA Board consists of 7 Directors
- North Dakota, South Dakota …2 Directors
- Nebraska, Iowa..................2 Directors
- Kansas, Missouri...............2 Directors
- Arkansas, Oklahoma............1 Director

Personnel

- HOA Management Personnel

- Dave Sukup…HOA Manager
- Jolene Guerra…Lab Manager
- Dennis Drudik…Financial Director and District Manager.
- Jason Richie…District Manager
- Bryan Stout…District Manager
LOCATION

- Located at 628 Pottawatomie
- Manhattan, Ks. 66502

- Dave Sukup, Manager
- Jolene Guerra, Lab Manager
- Staff includes 4 Lab Technicians
- 48 Field Technicians

GENERAL STATISTICS

- Analyze samples from 11 states: North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Arkansas, Missouri, Iowa, Colorado, Texas and Montana.
- Currently analyze about 125,000 to 130,000 samples a month.
- Analyze 3,500 individual MUN and around 50 bulk tank samples a month.
- Samples are received by UPS and Post Office.
LAB EQUIPMENT

• 2 lines of equipment from Bentley Instruments of Chaska, MN.
• SCC500 and B2000 Machines
• Chem-Spec MUN instrument.
Sample Shipping

- Majority of Milk Samples are shipped UPS.
- All areas serviced by Heart of America DHIA have 2 day delivery
- All sample vials are returned to Technicians by UPS.

- Thank You for your attention
Lancaster DHIA

Started in 1992
Manheim, Pa.

Milestones

- 1994 build DHI samples laboratory
- 2005 established Microbiology lab
- 2007 began culture lab
- 2008 added Johne’s Milk Elisa testing
Core Activities and Growth

- Farm DHI services and testing
- Raw milk permit testing
- IMS finished product testing
- Mastitis pathogen culturing
- Johne’s testing
- 1992 - 1,065 herds and 45000 cows
- 2007 – 3,000 herds and 203,000 cows
  - 1500 Amish included

Since 1910

Professional Services for Profitable Dairying

Buffalo, Minnesota
Since 1910
Stats

- 2,531 herds
- 281,109 cows
- 15% cows Milk Urea Nitrogen (MUN)
- 99% cows SCC
- 60,000 RFID Tags sold

Organization Scope

- Process at all 4 Record Processing Centers
- 4 cooperating Milk Laboratories
  - 2 Wisconsin, 2 Minnesota
- Average Field Employee 18.5 years service
- Average Office Employee 15 years service
- 94% of herds AMPM Test
19,000 Milk ELISA Johne’s Samples in 2007

We’re still having fun in the field!
Quality Counts

SCC Trends by Year

NorthStar Cooperative
DHI Services
Lansing, MI
NorthStar Cooperative Inc.

Stock Based Cooperative
1,192 Common Stock Owners
1,613 Preferred Stock Share Holders

$17,975,000 – 2007 Total Revenue

2007 Sales Revenue

- Semen
- DHI Services
- Reproduction Services (23.4%)
- AntelBio
- Ag Products

- NorthStar Cooperative Inc.
NorthStar Cooperative, Inc.
Service Model 2008

NorthStar Cooperative

NorthStar Select
Sires
AI Services
Direct Herd
Repro Programs
Traditional AI Techs
Large Herd Repro Techs
AI Training
Embryo Transfer
Select Mating Service
Select Repro Solutions
Merial Igenity Genetic Markers

Training and Technical Services Development

AG Products
Dairy Production
Analysis

DHI Services
Milk Testing
MI, IN, OH
WI (Fox Valley)
Universal Lab, LLC
Fox Valley Lab
Milk Pay Lab
Technical Support
PCDART & Computers

UniStar
AntelBio Services
Johne’s Testing
• Milk ELISA
• Serum ELISA
• Rapid Fecal
• Fecal Culture
Leukosis Testing
• Milk ELISA
• Serum ELISA
BVD Testing
• Milk Bulk Tank
• Serum/ Milk ELISA
Progestrone Testing
• Milk and Serum

1,440 Herds
251,600 Cows

NorthStar DHI Services 2007 Enrollment
Our Team

Gary Smith – General Manager NorthStar Cooperative Inc.
Mark Adam – Manager NorthStar Cooperative DHI Services
Doug Brook – Technical Training Coordinator
Jason Buher – Field Service Supervisor
Carol Decker – Fox Valley Lab Supervisor
Anne Edgecomb – ULS Lab Supervisor
63 – Field Technicians
8 – Lab employees (6 fulltime, 2 part time)

NorthStar Cooperative DHI
Two Milk Testing Laboratories

Wisconsin
Fox Valley Lab
– Wholly owned by NorthStar Cooperative
– Located in Neenah, WI
– Two lines of Bentley equipment
– One Bentley Chem-spec MUN unit
– 1.6 day turn around time

2007 Fox Valley Lab Business

• 660,876 samples annually
• 55,073 samples monthly average
• 172,546 pay samples annually
• 14,379 pay samples monthly average
Universal Lab Services, LLC

- Limited Liability Corporation
- Based in Lansing, MI
- Jointly owned by Indiana State Dairy Association and NorthStar Cooperative
- Business basis
  - 83% NorthStar Cooperative
  - 17% ISDA
- Two lines of Bentley Equipment
- One Bentley Chem-spec MUN unit
- 2.4 day turn around time

2007 Universal Lab Business

- 1,771,412 samples annually
- 147,617 samples monthly average
Our Mission...
“To enhance producer profitability through integrated services.”

Southeast DHIA, Inc.

Serving Dairy Farms in Georgia and Florida
Southeast DHIA History and Profile

- Southeast DHIA has 217 members
- Governed by a 9-member Board of Directors
- Formed in 2000 by merger of Georgia DHIA, Florida DHIA and Southeast Dairy Lab
- Southeast DHIA has 20 employees
- Serves member and contract herds in Florida & Georgia
- Assisted with organization of Southern Affiliates QC Group in 1998

Management Staff of Southeast DHIA, Inc.

- Daniel Webb
  General Manager
- Ray West
  Area Manager-Georgia
- Christina Dore'
  Administrative Assistant
- Don Shaw
  Meter Specialist & Technician Trainer
Service Priorities of Southeast DHIA

- Training and support of DHIA Field Personnel
- Quality test-day data collection on farm
- Training for dairy owners and employee on software use and data interpretation
- On-farm support for PCDART and PocketDairy
- Provision of laboratory results
- Oversight of field operations to insure Quality Certification
- Service and calibration of milk meters according to QC standards

Service Cooperators

- Dairy Records Management Systems
- Southeast Milk, Inc.
- Southern Affiliates QC Group
  - Southeast DHIA
  - Tennessee DHIA
  - Louisiana DHIA
  - Alabama DHIA
- University of Florida
- University of Georgia
Southeast DHIA
Members and Clients

• 103,000 cows
• 151 farms in Georgia
• 66 farms in Florida
• 35 other non-member clients

United DHIA
Blackburg, Va.
Campus of Virginia Tech
Service Area and Scope

- North Carolina
- South Carolina
- Virginia
- 40 employees
- 600 herds
- 100,000 cows

Projects

- Newly added Milk Elisa test for Johne’s
- Research project for land grant universities
  - Clemson
  - NCSU
  - Virginia Tech
Valacta, Dairy Centre of Expertise

*Dairy Knowledge at your Fingertips*

Sainte-Anne-de-Bellevue, Montreal, Quebec, Canada

Valacta Regions / Customers

Quebec Dairy Farms with Valacta:
5418 on a total of 6766

Atlantic Dairy Farms with Valacta:
493 on a total of 675
A few figures

Quebec and Atlantic provinces:
- 296 employees (227 field, 69 head office)
  - 5,900 dairy herds (79%)
  - 304,000 animals (cows, goats, sheep)

Quebec only, every year:
- 61,000 tests at the farm
- 3,000,000 laboratory samples
- 68,500 hours of advisory services
- 58,400 hours of milking supervision
- 14,300 hours of data entry at the farm
- 2,300 participants to training courses (33%)

Personnel – Quebec and Atlantic

<table>
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<tr>
<th>Personnel</th>
<th>Number</th>
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<tbody>
<tr>
<td>Head Office</td>
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<tr>
<td>Laboratories</td>
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<tr>
<td>IT and Customer Service</td>
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<td>Administration</td>
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<td>Total Head Office</td>
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<tr>
<td>Field</td>
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<tr>
<td>Dairy production technicians</td>
<td>109</td>
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<tr>
<td>Technicians</td>
<td>12</td>
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<tr>
<td>Milk quality technicians</td>
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<tr>
<td>Advisors</td>
<td>83</td>
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<tr>
<td>Strategic advisors</td>
<td>7</td>
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<tr>
<td>Regional managers</td>
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<tr>
<td>Total Field</td>
<td>227</td>
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<tr>
<td>Total Valacta</td>
<td>296</td>
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Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Valacta producers and service options

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<th></th>
<th>Quebec</th>
<th>Atlantic</th>
<th>Total</th>
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<tbody>
<tr>
<td>Total supervised</td>
<td>1920</td>
<td>361</td>
<td>2281</td>
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<tr>
<td></td>
<td>35%</td>
<td>75%</td>
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<tr>
<td>Total non supervised</td>
<td>3498</td>
<td>121</td>
<td>3619</td>
</tr>
<tr>
<td></td>
<td>65%</td>
<td>25%</td>
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<tr>
<td>Total clients</td>
<td>5418</td>
<td>482</td>
<td>5900</td>
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<tr>
<td>Total producers</td>
<td>6766</td>
<td>675</td>
<td>7441</td>
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<tr>
<td>Market share</td>
<td>80,1%</td>
<td>71,4%</td>
<td>79,3%</td>
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</table>

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Shareholders

Five other organizations on the Board of Directors representing:
Universities, Economics, Health, Breeds, Genetic Improvement

Representatives from the Atlantic provinces

Producers have majority control on the Board.

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE
Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

History

- 1966  DHAS – Founded by Dr. John E. Moxley, McGill University
- 1970  PATLQ – Joint program, McGill + Quebec Ministry of Agriculture
- 1989  PATLQ Incorporated – Dairy producers majority shareholder by 1994
- 2006  Valacta – Centre of expertise
- 2008  Valacta – Merger with ADLIC (Atlantic provinces agency)

MISSION since 2006
Centre of expertise

Differentiate and strengthen the dairy production sector by stimulating the development of knowledge and its transfer to the dairy producers

Values
Innovation - Expertise – Quality – Commitment – Synergy
Our fields of action

- Laboratory analyses
- Data entry and processing
- Milk recording
- Advisory services
- Research, Development, Expertise
- Circulation of knowledge

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

One of the largest dairy laboratories in North America

- 225,000 milk recording samples / month
- 28,000 bulk tank samples analyzed for payment and milk quality (SCC)
- 97% analyzed on the day of arrival
Since 1998, the Canadian agencies work in partnership for their data processing under the name *Canadian Dairy Herd Improvement* (CDHI)

The CDHI central computer is located at Valacta.

- Milk recording data processing centre for Canada
- Database includes:
  - 10,400 herds
  - 718,000 cows
- Common software for production analysis in Canada: **Vision2000**
Evolution of the number of dairy farms and milk recording in Quebec

(Rodrigue Martin, agr. MAPAQ)

Evolution of the number of cows and the % on milk recording in Quebec

(Rodrigue Martin, agr. MAPAQ)
Unique features

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Industry sharing expertise

Industry strategic committees

Industry sharing resources

MUN: 40% of milk samples

• Various levels of advisory services and training
• Milk payment, reference and calibration lab
• Milk quality technicians
• Feeding management and forage analysis lab

Transfer of knowledge and technologies

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

• Very popular training courses
• In 2008, more than 2300 participants
• Close to 1900 for the course on *Reproduction*
• Training given in partnership
  – AI centre (CIAQ)
  – Veterinarians
  – Valacta strategic advisors
Valacta laboratories are ISO 17025 accredited

www.valacta.com
Statistics

- 45 employees
- 565 members in 6 states
- Species tested
  - Cows, goats, sheep, water buffaloes
- Herd size ranges several to 1000+
- Many style facilities served
  - Pails, pipelines, parlors, robots

History

- 1909 Local Associations
- 1985 Centralized Lab
- 1987 Centralized Associations
- 1988 Technician PC input
Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Specialized Service Trends

• 1/3 members use on-farm PC
• Specialty species
• Growing Organic business