



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

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**AgSource
Cooperative Services**
A subsidiary of Cooperative Resources International

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

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**AgSource
Cooperative Services**
A subsidiary of Cooperative Resources International

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



AgSource
Cooperative Services
A subsidiary of Cooperative Resources International

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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



AgSource
Cooperative Services
A subsidiary of Cooperative Resources International

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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



Menomonie Laboratory



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Processing Center/ Headquarters Verona, Wisconsin

- Over 6.7 million individual cow recordings processed in 2007
- Serving over 5,000 herds in eleven states



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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



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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

California DHIA Scope of Operations

- 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 Tru-Test Meters
- Helped Develop the Waikato SpeedSampler Meter





Head Office, Guelph, Ontario

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)

CanWest DHI



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



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



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



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



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



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



CanWest DHI



Central Counties DHIA

**Atwater Calif.
The Great Central Valley of Calif.
Formed by merger of 2 County
DHIAs from the 1920's**

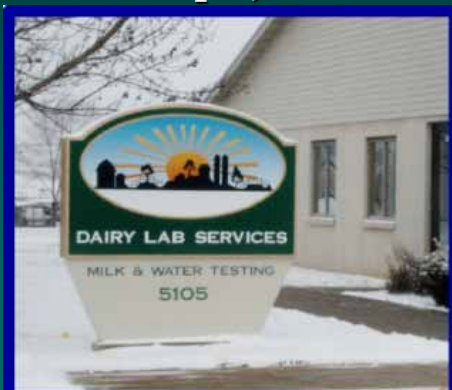


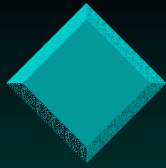
- **Largest concentration of Jersey herds in the nation**
- **Created a robot system to handle laboratory milk samples**
 - Improve efficient and accuracy
 - Boost moral
- **40 total employees**
 - Field testers
 - Lab technicians
 - Office staff

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.



Dairy One 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

Employees
Services
Assets

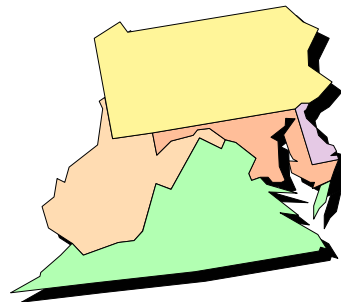
Lab
Sample Transport
Management

Dairy One



Dairy One Roots

- 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

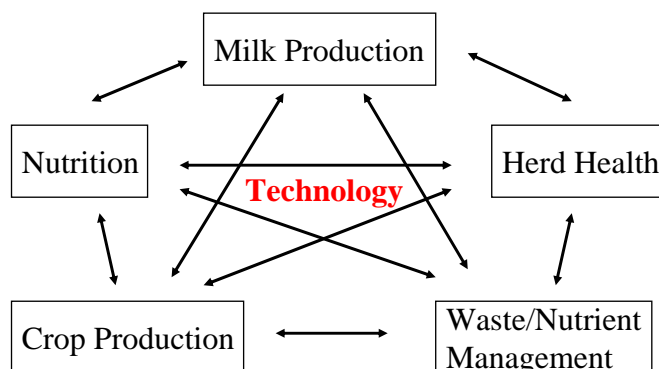


Size and Scope of Business

- 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



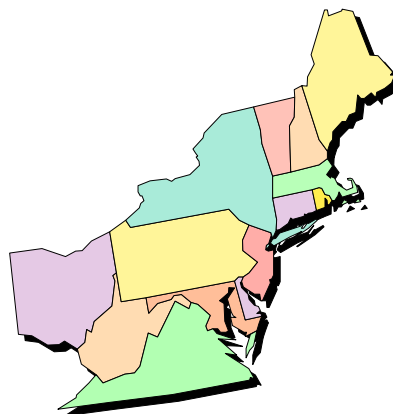
Dairy One Business Units

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



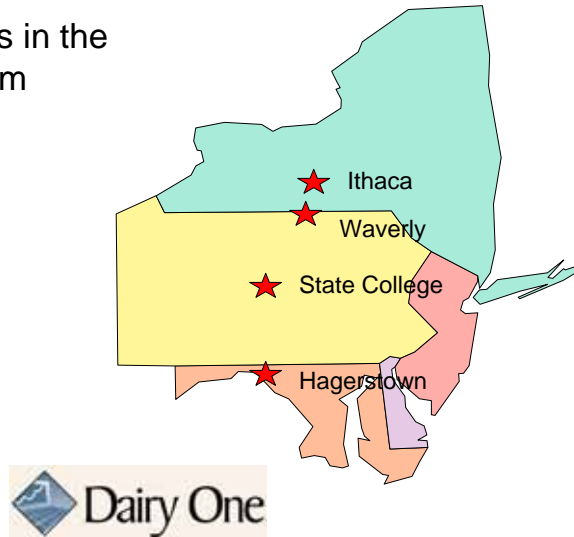
Herd Records Services (DHIA)

- 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



Milk Analysis

- 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



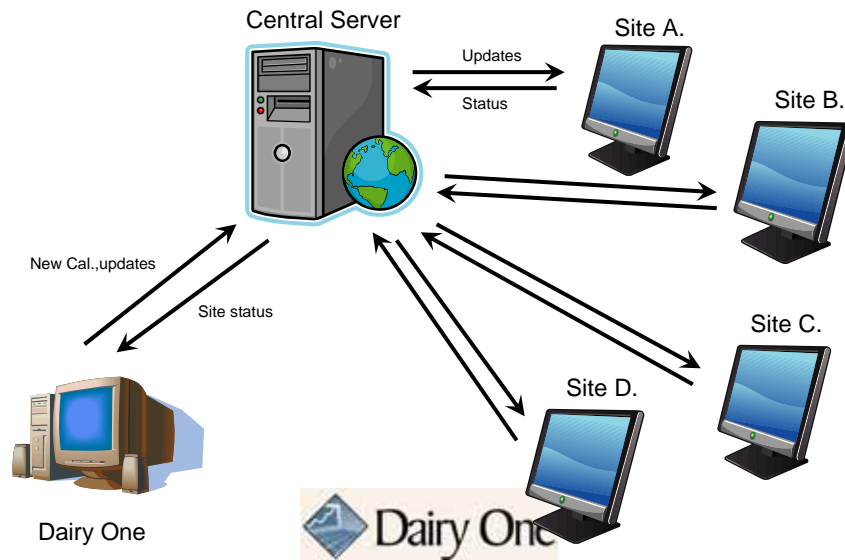
Dairy One Forage Lab

Customers – 50 states, 30 foreign countries

- Customers
 - Nutritionist
 - Seed companies
 - Farmers
 - Zoos
- 125,000 samples/year
- NIR & wet chemistry



Dairy One Affiliate Lab Network



equi-analytical laboratories

- Launched in 2004
- Focus on underserved horse market
- 6.9 million horses in U.S.

Think you know what your horse is eating?
You don't know the half of it.

Forage is more than half your horse's diet. So if you're not having your forage tested, you could be severely undermining your horse's health, longevity and performance. Our guaranteed high-tech analysis gives you the whole picture, for optimized equine nutrition. Call or log on now to learn more.

1-877-819-4110
www.equi-analytical.com


 equi-analytical
 laboratories



Soil Lab

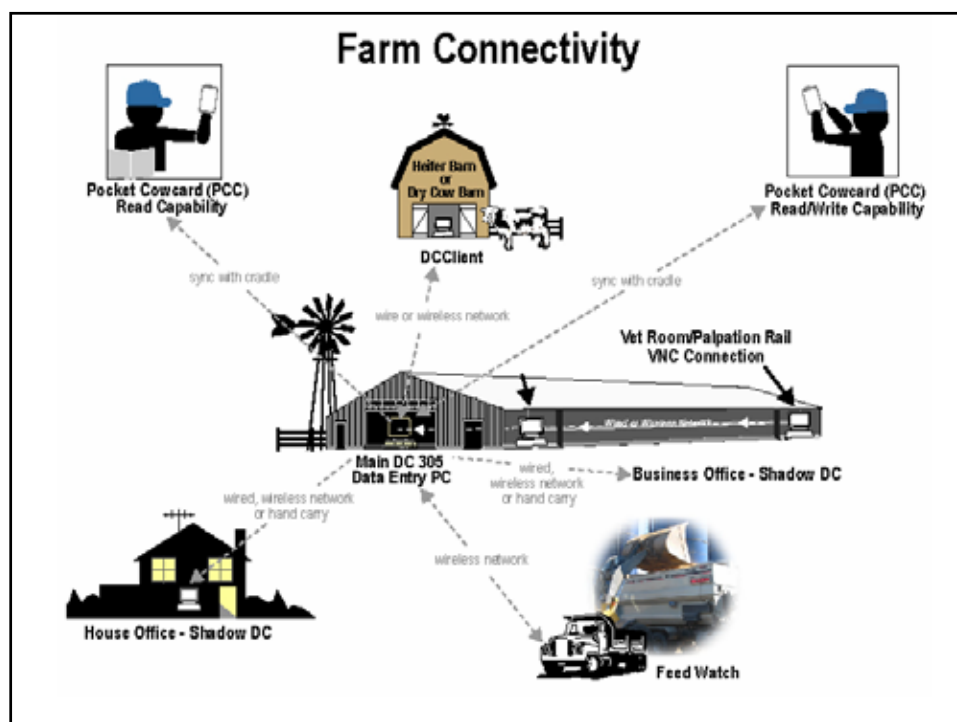
- Established in 2006
- Move into agronomy information
- Leverage resources



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



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

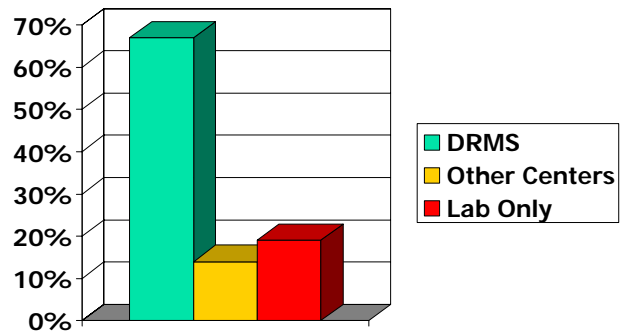


At A Glance...

- 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



Dairy Records Management Systems

Functions

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



Dairy Records Management Systems

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



Dairy Records Management Systems

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.



Dairy Records Management Systems

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



Dairy Records Management Systems

Co-Op to Co-Ops

DRMS Strengthens DHI Service Affiliates:

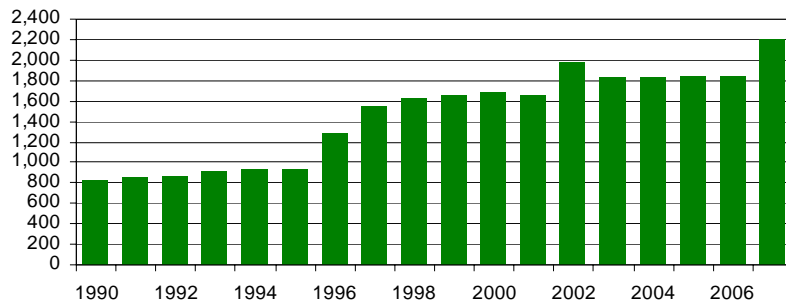
- Collaboratively develop state-of-the art info systems
- Assist with top-notch service and support
- Minimize technician workload
- Reduce administrative hassle and costs
- Leverage marketing efforts
- Enhance bottom line with revenue sharing
- Provide tools for optimum service to producers
- Energize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



Dairy Records Management Systems

Enrollment Trends

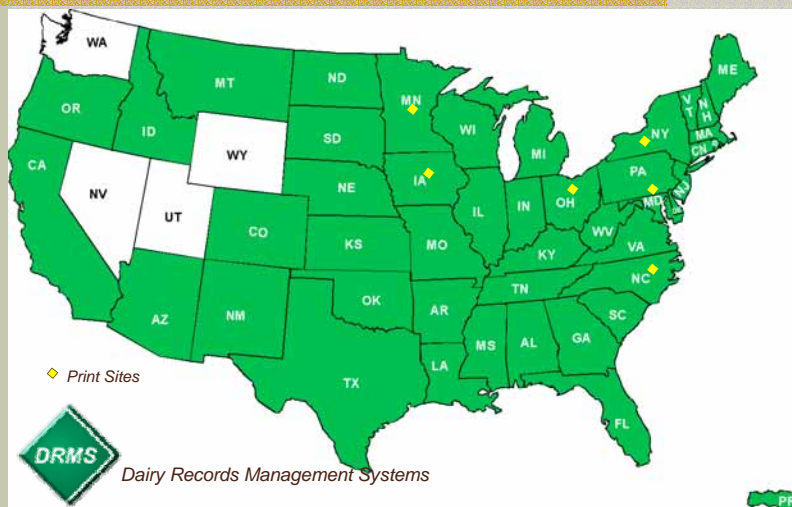
Number of Cows Processed at DRMS (1000s)



Dairy Records Management Systems

Largest volume dairy record processing center in U.S.

Customer Area

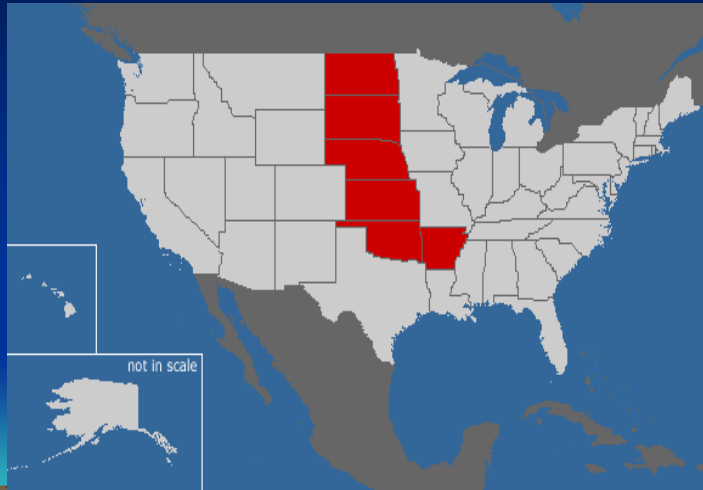


Heart of America DHIA

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



- Heart of America DHIA (HOA) tests herds in:

North Dakota

South Dakota

Nebraska

Iowa

Kansas

Missouri

Colorado

Oklahoma

Arkansas

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 125,00 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 45,000 cows
- 2007 – 3,000 herds and 203,000 cows
 - 1500 Amish included



Professional Services for Profitable Dairying

Buffalo, Minnesota
Since 1910

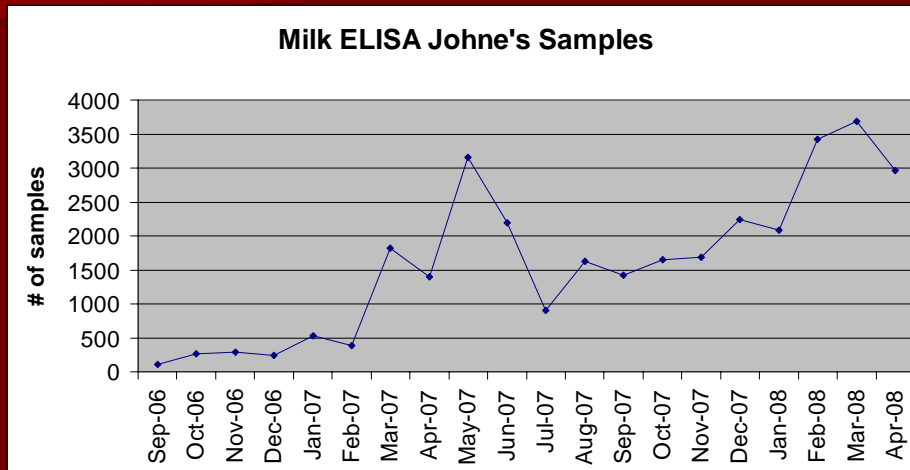
Stats

- 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

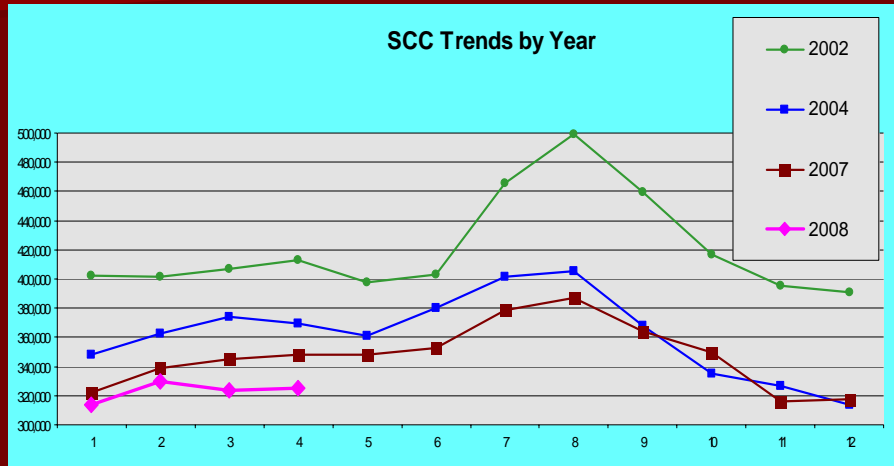
19,000 Milk ELISA Johne's Samples in 2007



We're still having fun in the field!



Quality Counts



NorthStar Cooperative
DHI Services
Lansing, MI

NorthStar Cooperative Inc.

Stock Based Cooperative

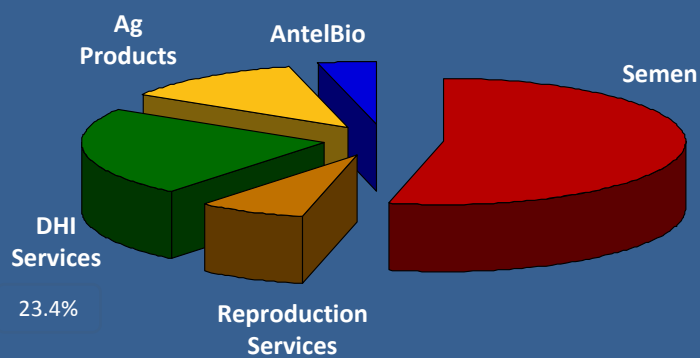
1,192 Common Stock Owners

1,613 Preferred Stock Share Holders

\$17,975,000 – 2007 Total Revenue



2007 Sales Revenue



NorthStar Cooperative, Inc. Service Model 2008

NorthStar Cooperative




**NorthStar DHI
Services 2007
Enrollment**

**1,440 Herds
251,600 Cows**

NorthStar Cooperative



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





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

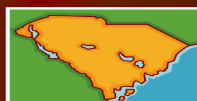
- 103,000 cows
- 151 farms in Georgia
- 66 farms in Florida
- 35 other non-member clients

United DHIA

Blacksburg, 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



Valacta Regions / Customers

valacta

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



Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

A few figures

valacta

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%)

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Personnel – Quebec and Atlantic

valacta

Head Office

Laboratories	25
IT and Customer Service	21
Administration	13
R&D	10
Total Head Office	69

Field

Dairy production technicians	109
Technicians	12
Milk quality technicians	9
Advisors	83
Strategic advisors	7
Regional managers	7
Total Field	227

Total Valacta 296



Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

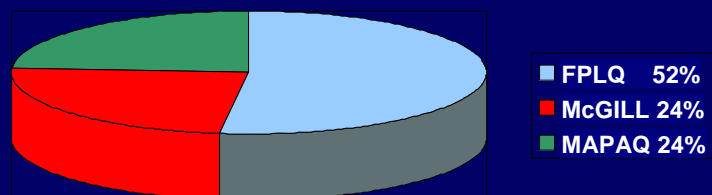
Valacta producers and service options



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

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

History



valacta

- 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)

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

MISSION since 2006 Centre of expertise

valacta

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

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE


Our fields of action



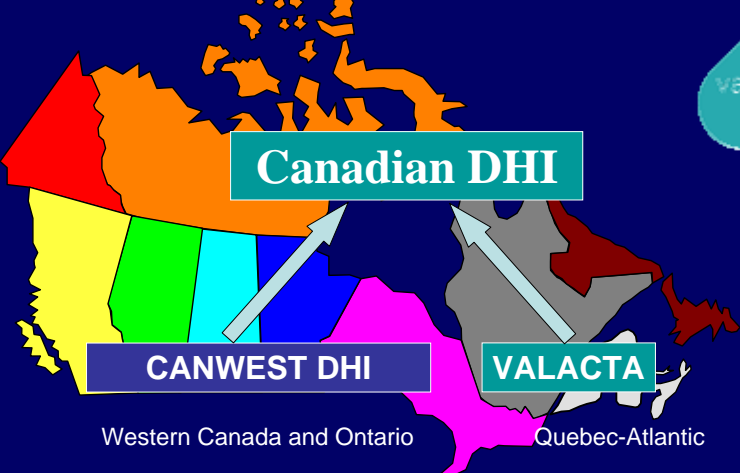

- Laboratory analyses
- Data entry and processing
- Milk recording
- Advisory services
- Research, Development, Expertise
- Circulation of knowledge

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



Canadian DHI

CANWEST DHI
Western Canada and Ontario

VALACTA
Quebec-Atlantic

Since 1998, the Canadian agencies work in partnership for their data processing under the name *Canadian Dairy Herd Improvement (CDHI)*

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

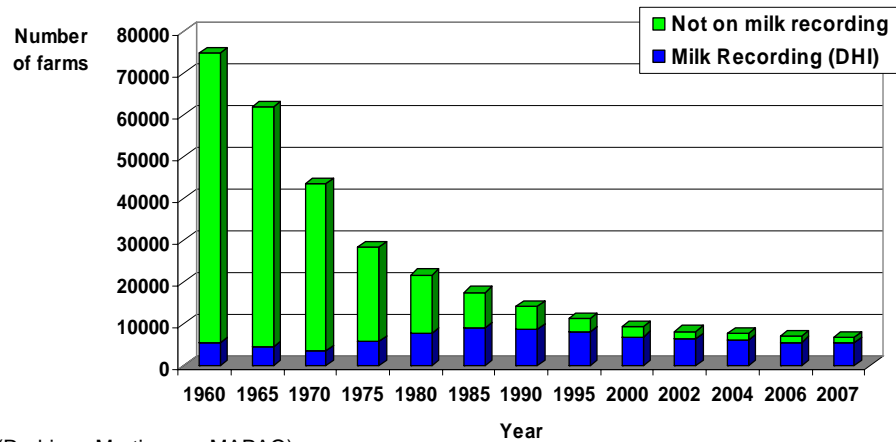
CDHI central computer is located at Valacta



- Milk recording data processing centre for Canada
- Database includes:
 - 10,400 herds
 - 718,000 cows
- Common software for production analysis in Canada: **Vision2000**

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

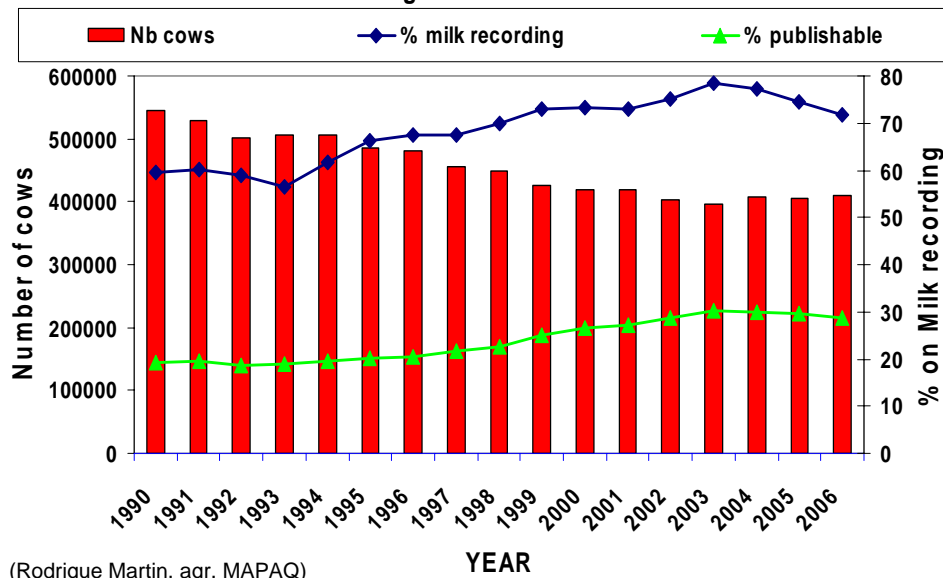
Evolution of the number of dairy farms and milk recording in Quebec



(Rodrigue Martin, agr. MAPAQ)

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

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



(Rodrigue Martin, agr. MAPAQ)

Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Unique features

Industry sharing expertise

Industry strategic committees

Industry sharing resources



valacta

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



Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

Unique features

Transfer of knowledge and technologies

- 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



Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE

ISO 17025

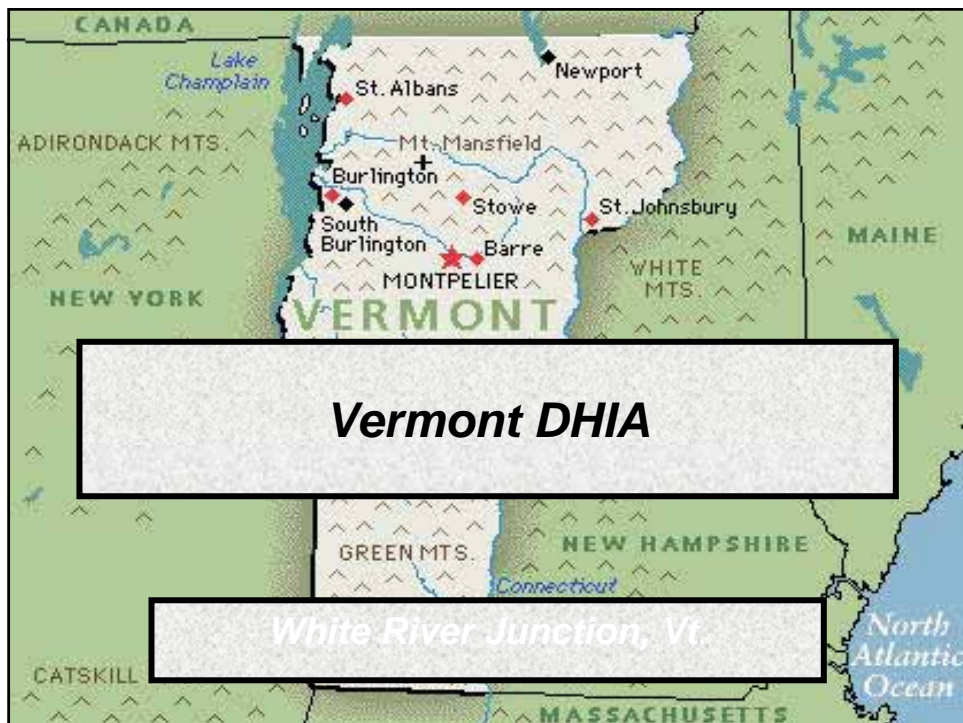
valacta

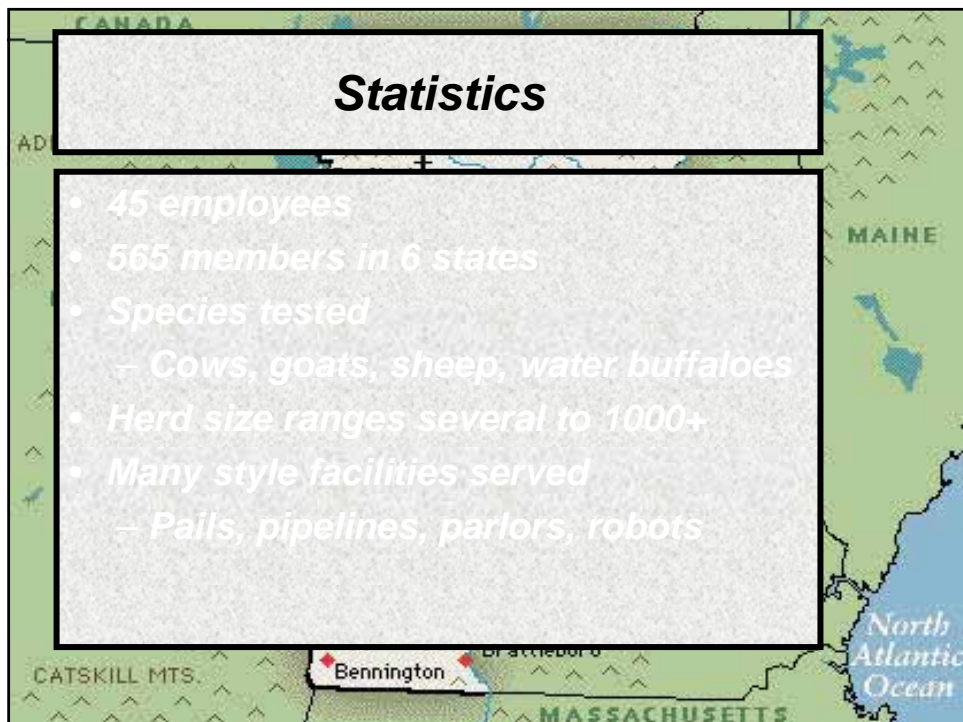


Valacta laboratories are **ISO 17025** accredited

www.valacta.com

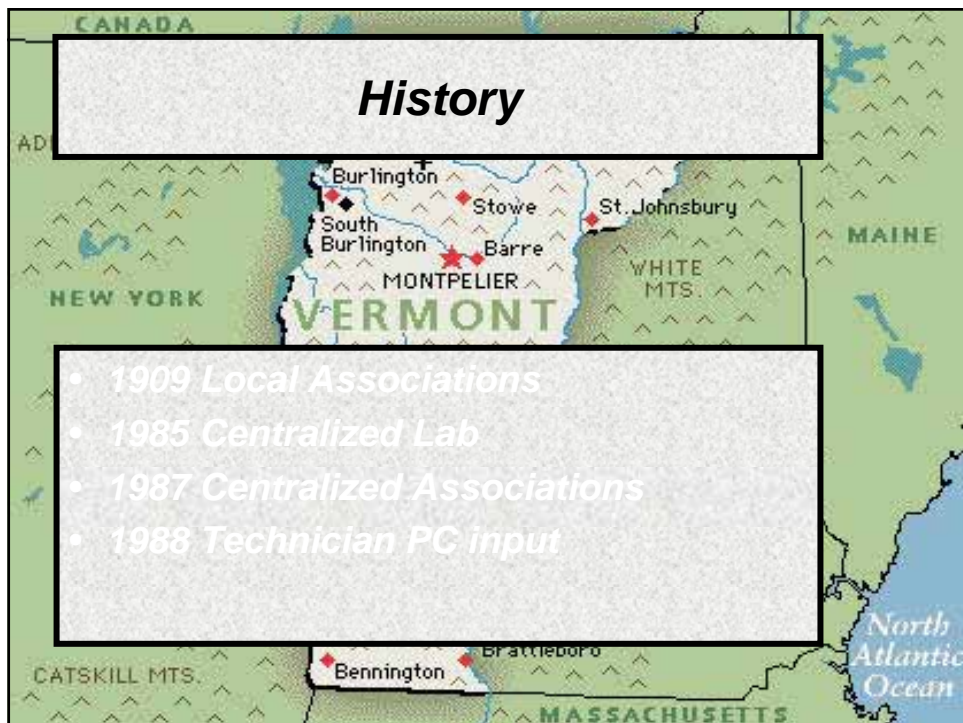
Valacta, DAIRY PRODUCTION CENTRE OF EXPERTISE



A map of Vermont and its surrounding regions. To the north is Canada, to the east is Maine, and to the south is Massachusetts. The North Atlantic Ocean is to the southeast. Within Vermont, the Catskill Mountains are in the southwest and the White Mountains are in the east. Cities marked with red diamonds include Bennington and Brattleboro. A large white box with a black border is overlaid on the map, containing the title 'Statistics' and a bulleted list of statistics.

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

A map of Vermont and its surrounding regions, identical to the one above. It shows Canada to the north, Maine to the east, and Massachusetts to the south. The North Atlantic Ocean is to the southeast. Within Vermont, the Catskill Mountains are in the southwest and the White Mountains are in the east. Cities marked with red diamonds include Bennington and Brattleboro. A large white box with a black border is overlaid on the map, containing the title 'History' and a bulleted list of historical events.

History

- 1909 Local Associations
- 1985 Centralized Lab
- 1987 Centralized Associations
- 1988 Technician PC input

Specialized Service Trends

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

