



NEWS FROM MEDA

FEBRUARY 2011

Understanding Lab Pasteurized Counts

BY JASON KOERTH-ECOLAB -Corporate Account Manager

Lately, more dairy processors and coops in the Midwest have begun using the Lab Pasteurized Count to help give a more complete picture of on-farm milk quality. The LPC isn't a new test; just one that has not been used widely in this part of the country. As defined, the LPC sample is pasteurized, then plated similar to the procedure for Standard Plate Count. The surviving bacteria are known as thermophilic (heat loving) and are typically spore-forming spoilage bacteria.

These spore-formers are of particular interest to dairy processors. Very often, they are responsible for the spoilage of dairy products near the end of the date code, so as we improve our on-farm control of the PI bacteria which may cause earlier spoilage, the LPC becomes a bigger issue.

The good news about LPC is that it almost always has an identifiable point source – dirty milking equipment. This is logical; most environmental bacteria (*pseudomonas* species, for example) are killed by pasteurization, as are all common mastitis bugs – the coliform and staph families, etc. So these won't find their way onto a LPC plate. Where do we start looking when LPC's elevate? Start with the basics and make sure that you are achieving adequate hot water temperature, chemical concentration, have good slug formation and complete draining. Beyond that, here is a quick checklist of areas to look:

- milk pump seals
- degraded rubber goods
- dirty air blow assemblies
- wet/dirty vacuum systems
- butterfly valve inserts

Last, properly sanitizing becomes critically important when dealing with Lab Pasteurized Counts. We have found that our peroxyacetic acid chemistry does the best job in controlling the spore-formers that survive pasteurization – products such as Oxonia Active and Vortexx.

Of course, don't hesitate to contact your Ecolab Agri-Specialist with LPC problems or if you are interested in more information on the acid/sanitizers listed above.

The chart on page 2 came from one of Ecolab's quality counts.

BACTERIA COUNT QUICK REFERENCE

The following table is a quick reference to the various measurements that should be considered in a complete, comprehensive and effective milk quality management protocol. It is presented as a reference tool and guide. Ecolab's Agri-Specialists and dealers can help producers identify the appropriate measurements and improvements to achieve individual dairies' goals.

MEASUREMENT	DESCRIPTION	GOAL
Coliform Count	Indicates poor udder prep procedures.	< 50 per mL
LPC Lab Pasteurized Count	Bacteria that survive specific heat temperatures.	< 100 per mL
PI Count Preliminary Incubation Count	Bacteria that grow at low temperatures and are not usually counted by the SPC method.	< 10,000 per mL
SCC Somatic Cell Count	Measurement of cells produced by the cow as a natural defense response to udder infection.	< 200,000 per mL
SPC Standard Plate Count	Estimates the total numbers of aerobic type microorganisms.	< 5,000 per mL



PAPERS THAT NEED TO BE CARRIED IN A MEDA PLACARDED COMMERCIAL MOTOR VEHICLE

by Ken Kirn

We are working to make sure everyone has the information they need when transporting products. We asked Ken Kirn to put together the following list of documents that each placarded vehicle must have in it when they leave in the morning. CRS prices are listed and if you need these items, please contact Ken Kirn at 715-267-3142.

ANNUAL VEHICLE INSPECTION REPORT

Each CMV must carry a document showing that the vehicle has had an inspection in the preceding 12 months. 49 CFR 396.17(c) (**Truck & Trailer (paper or legible sticker) CRS sells \$.50 paper \$1.00 sticker Plus S&H**)

SHIPPING PAPERS

Each vehicle that transports a hazardous material must carry a copy of the shipping papers. 49 CFR 172.200(a) (**MEDA made sample as required by Jan 2013 format**)

EMERGENCY RESPONSE GUIDE OR CURRENT MSDS OF PRODUCTS ON VEHICLE

Each vehicle must have the emergency response information that can be used in the mitigation of an incident involving hazardous materials.

49 CFR 172.602(a) (**Yellow Emergency Response Guide Book**) CRS sells \$7.95 Plus \$1.20 S&H

EMERGENCY RESPONSE TELEPHONE NUMBER

A person who offers a hazardous material for transportation must provide emergency response telephone number, for use in the event of an emergency involving the hazardous material.

49 CFR 172.604(a) (**Shipping papers show INFOTRAC +1-800-535-5053 & Customer ID 74356**)

COPY OF HAZARD MATERIALS REGISTRATION

Each motor carrier that transports hazardous materials must be registered and carry a copy of the registration in each placarded vehicle.

49 CFR 107.620(b) (**USDOT Hazmat Registration renewable June 30**)

VEHICLE REGISTRATION PAPERS

Each vehicle must carry the vehicle registration papers in that vehicle. A new registration is received each time a license is issued. (**Every January with New Plates or sticker**)

INSURANCE CARD

No motor carrier shall operate a motor vehicle without proof of insurance stating the dates the policy is in force.

49 CFR 365.101(a) (**Provided by your insurance carrier**)

DAILY VEHICLE INSPECTION REPORT

Every driver must be sure that the vehicle is in safe operating condition

49 CFR 396.13. (**Post trip is written & Pre is a visual walk around and review of post trip inspection report**) CRS sells books \$2.50 plus S&H

2nd Annual Producer Meeting

ENVIRONMENTAL MASTITIS—TREATMENT

On Wednesday, March 23rd at the Rock Garden in Green Bay, WI and Thursday, March 24th at the Holiday Inn in Fond du Lac, WI MEDA in conjunction with ECOLAB and ABS Global are putting on a Producer Meeting entitled “Environmental Mastitis Control – Treatment and Prevention.” We are very excited to be featuring Dr. Pamela Reugg, DVM, MPVM, University of Wisconsin and Dr. Roger Thomson, DVM, ABS Team Management Concepts, P.L.C. as our keynote speakers. Both have dedicated their careers and practices to mastitis treatment, prevention and overall better milk quality and cow health. Dr. Reugg’s presentation will leave our producers with a better understanding on how to make treatment decisions based on our economic climate. Dr. Thomson will focus his attention more on the prevention side discussing environmental conditions, systems, programs and product opportunities.

Today’s dairy is under tremendous pressure to produce quality milk efficiently and profitably in an economic environment that is extremely volatile. As a result we make critical economic decisions daily as it relates to environmental mastitis treatment and prevention. A Customized Invitation and cover letter for our dealers have been developed if you are interesting in inviting some of your progressive dairies. If you have producers interested in attending please contact Scott’s - cell (608) 212-5845 or horton.scott@centurytel.net.

Last years meeting, “The New Sciences of Teat Dips” captured the attention of **59 producers** representing **52,240 Cows**. We also were able to bring in **9 Vets** and had over **30 dealer personnel**. We are looking forward to another fantastic meeting!

Website Updates
www.chemstarworks.com

If you have not had a chance to check out the www.chemstarworks.com website in the last month I encourage all of you to take a look. We have updated all the MSDS sheets in our [MSDS Section](#) to include all the new products. Product categories have also been reorganized to become more user friendly.. We’ve also added a [Video Sections](#) to include product demonstrations on Mike Rites IMPULSE Triangular Liner and Shell System as well as Udder Comfort’s lotions, sprays, bulk applications and the Mas-D-Tec. We do have some new videos that will be added soon from Tom Wall. Located in our [Systems Section](#) we inserted our Return Warranty Parts Credit Request form. This form applies to Stenner, Knight and IPSO Parts. Our [Latest News Section](#) is always posting something new....Take a look! Watch the [Testimonial Section](#)....we will have a new one on the IMPULSE IP-MV that found one of our producers 90 extra minutes per day! If you would like a product testimonial put together for your dealership please contact Scott’s cell (608) 212-5845 or horton.scott@centurytel.net.

“Now it’s very easy to love Udder Comfort



Nothing is more frustrating than having a cow calve and then show clinical mastitis during her peak production time. That’s why dairy producers pay close attention to the pre-fresh and fresh cows, especially two-year-olds.

For Todd Hendrickson’s 140-cow herd at Roadside Dairy, Preston, Minn., the pay off is earning the lowest cell count in Fillmore County. At 100-120,000, quality premiums are boosted by 20-25 cents per hundredweight.

“Udder Comfort™ takes out the swelling so the fresh cows and heifers come into their milk faster. Our fresh cow mastitis is virtually zero now,” Todd reports. “The key is to be consistent.”

“It makes a big difference in our heifers,” says Paul Horning, Turnpike-View Dairy, Lancaster County, Pa. “They would come in so tender. Now we spray the udders for at least 5 or 6 milkings, and they don’t mind it.”

“We are firm believers in Udder Comfort,” says Jenny Siemers, Siemers Holsteins, Newton, Wis. They have three of the new Udder Comfort Spray-Guns for applying the spray in their 2700-cow milking herd.

“It makes this whole process very easy for our milkers, and our fresh cows start out better, especially the heifers. “We pride ourselves on keeping SCC at or below 100,000. It starts with quality udder management, and Udder Comfort definitely helps with that.”

Quality Udders Make Quality Milk!

For external application to the udder only after milking, as an essential component of udder management. Always wash and dry teats thoroughly before milking.

KEEP THE MILK IN THE SYSTEM!

Check out the new UC Spray-Gun in action on our website:

www.chemstarworks.com



ANOTHER OPPORTUNITY TO HELP YOUR SALES GROW!



Offer Leasing on Your Next Washer/Dryer Sale!

Sell a monthly payment on your next washer or dryer sale instead of selling the total cost of the unit. The total monthly savings recognized by the customer may be far greater than the monthly lease payment. Also, on a 36 month lease the unit will be under warranty for the full term. Give leasing a try!

Personal Contact all the Time-

-You will speak to a person all the time, no waiting

Fast Response Time-

-Expect approvals in less than an hour

Simple Process-

-Limited paperwork, no extra work for you

Flexible Payment Terms-

-We will create terms to fit your customers' needs

Same Day Funding-

-Fund will be sent same day as delivery

(The program is available for other equipment also)

Call Derrick for monthly payment quotes today!

800-247-1922

320-267-8930 (cell)