



# MEDA'S MONTHLY NEWS

## JANUARY 2012

### RETHINK YOUR PRE-DIP

SUBMITTED BY: STEVE SHANK-ECOLAB AGRIBUSINESS ACCOUNT MANAGER

The current volatility of the iodine market has caused many of us to re-think our approach to pre-dips. The introduction of Ecolab's non-iodine pre-dip Bee-Line Prep has given us a great alternative to the standard .5% iodine, while reducing vulnerability to rising iodine prices.

Bee-Line has a couple of great attributes: It meets Ecolab's high efficacy standards against mastitis-causing organisms using a new patent-pending germicide, it has excellent surfactancy to aid in cleaning dirty teat skin, and best of all, a price point to the dealer below \$2.00 per gallon.

Bee-Line Prep is shipped to the dealerships in concentrate form and requires some easy steps to mix. M1 users should have already been contacted by your Ecolab Agri-Specialist for an equipment and software upgrade in order to make Bee-Line. For non-M1 users, it mixes at a one part concentrate to nine parts water ratio. In order to ensure the best results we recommend thickening the ready-to-use product with xanthan gum and propylene glycol. Xanthan gum is provided by Ecolab at no charge. Mix the xanthan gum and the glycol in a smaller container using a small mixer ( a paint mixer on a drill makes this cheap and easy to achieve) then dump into the barrel of mixed product and stir with a stainless steel stir rod on a drill. Mixing instructions as follows:

55 gallon drum	Xanthan gum	8 ounces
	Propylene Glycol	48 ounces
220 gallon tote	Xanthan Gum	34 ounces
	Propylene Glycol	192 ounces or 1.5 gallons
275 gallon tote	Xanthan Gum	42 ounces
	Propylene Glycol	240 ounces



# TREATING MANURE IS WORTH IT!

SUBMITTED BY: STEPHANIE JENS, ACCOUNT MANAGER, DANISCO

Manure storage structures tend to fill up fast since manure, parlor wash water and rain/run-off are all collected there. Storage structure capacity needs can vary from 16 to 24 gallons per cow per day, and handling this large volume of manure is a big expense on dairy farms. Producers need to choose a system that is most efficient for their operation. Recent articles in the *Agri-View* discussed findings from a study regarding manure handling cost (Tim Harrigan, Michigan State University).

This study considered cost for agitation, pumping, hauling and application (both broadcast with tillage and injection). Not surprisingly, hauling capacity per hour declined the further the fields were from the farm. Compared to fields located around the farm, hauling capacity per hour declined by 20 percent for fields one mile from the farm, 40 percent with a two-mile haul and 50 percent with a three mile-haul.

**Table 1** Manure handling cost for different-sized dairies:

	175 cow dairy		1,400 cow dairy	
	percent	cents/gallon	percent	cents/gallon
<b>Agitation and pumping</b>	14	0.16	13	0.17
<b>Transportation and application</b>	66	0.78	79	1.06
<b>Tillage and incorporation</b>	20	0.24	8	0.11
<b>Total</b>	100	1.18	100	1.34

Both farms used tank spreaders with tractors. The bigger dairy had a higher per gallon cost; mostly because the transportation cost was higher (fields were farther from the farm). On both farms there was little cost difference between slurry injection or broadcast spreading with incorporation (not reported in table). The added benefit of injection is improving nitrogen retention, and assuming a 50 cent per pound commercial nitrogen value, this benefit adds up fast!

Another way to improve manure handling and reduce costs is to use *Accelerator Dairy*. This natural bacterial waste treatment product increases microbial activity in the storage structure. The *bacillus* bacteria in *Accelerator Dairy* improve manure solids digestion, and the table below identifies some areas where *Accelerator Dairy* can help:

Reduced solids and crust	• Easier to agitate and pump = fuel savings
Reduced ammonia formation	• Improved nitrogen retention = higher fertilizer value
Reduced volatile fatty acid production	• Less noxious odors
More uniform slurry content	• Improved land application

Several farm trials evaluating the effectiveness of *Accelerator Dairy* show improved nitrogen retention up to 6.6 pounds per 1000 gallons. This benefit alone would generate a return on investment of almost 3:1! Also, due to the improved manure digestion, less sludge accumulates and more manure can be pumped, which is more efficient than handling it as solid manure.

Manure management requires serious resources. *Accelerator Dairy* can help by improving manure handling characteristics and nitrogen retention. Talk to your MEDA representative on how to get started on the *Accelerator Dairy* program.

# HELP IN LOWERING SCC COUNTS

SUBMITTED BY: WILLY MEERAKKER-UDDER COMFORT

## Progress every day: These dairies aim for comfortable cows and quality milk.

The USDA has released its European Health Certification Program that requires a 400,000 limit on somatic cell count (SCC) for individual farms, as determined by their rolling three-month average. The rules go into effect Jan. 1, 2012 and appear to affect most all U.S. dairies due to the way milk for exported products can be sourced to many dairy farms.

Dairy farmers have long realized the benefits of producing milk with even lower SCC. *Udder Comfort* users across the country say quality is top-of-mind. They know low-SCC milk is in demand, and they see how managing their herds for low SCC improves their cash-flow—in addition to milk check premiums. They make quality a priority and are achieving SCC goals in the 200,000 and 100,000 ranges.

Elevated SCC indicates subclinical mastitis even without visual signs. Often, we think of the mature cows in the herd, but experts say 60% of all heifers have an intramammary infection at calving. About one-third of these cases occur within the first two weeks.

Heifers are at greater risk for excessive udder edema at calving. This creates added stress as they enter the milking herd. While there are many causes and preventive measures to consider, one is to take steps to proactively reduce the stress of udder edema in first lactation heifers.

“We’re bringing the swelling down and the animals are milking easier with *Udder Comfort*,” reports Dr. Donna Mertz, large animal veterinarian in Wisconsin who milks 80 Ayrshires at home. “We’re using this a lot on our first-calf heifers and older freshening cows, to bring edema down. They are a lot happier and a lot calmer this way.”



**Donna Mertz, DVM**  
at World Dairy Expo.



*Udder Comfort™* is available from your local MEDA dealer. Visit [chemstarworks.com](http://chemstarworks.com) for videos and to see the new *Udder Comfort Spray-Gun* (left) in action, or call our office at 1.608-588-7878.



At Do-N-Joy Holsteins near Arlington, Minnesota, the Kohls family also started spraying udders with *Udder Comfort* (above) once a day for five days before calving and twice a day for three days after they freshen.

“We do this religiously,” says Tony Kohls. “Our somatic cell counts (SCC) used to be 450,000. Now we’re at 220,000. The swelling is gone so much faster, and our fresh cow mastitis is virtually zero, so we have less need for antibiotics.”

After six months on the prefresh routine, Tony Kohls saw “huge results. We calved 60 heifers July through October and had just one case of fresh heifer mastitis. We’re also getting them into milk faster,” he says. “That little bit of labor is definitely worth it.”

“We are producing more milk and higher quality milk, plus we are getting a premium for it,” says Kohls. “It’s nice to see the progress every day.”

At Bur-Wall Holsteins, Brooklyn, Wisconsin, Wallace Behnke keeps SCC at 200,000. He starts *Udder Comfort* three days before heifers calve-in, continuing as needed after calving.

“Udders are more pliable, heifers are quieter to milk, and we see fewer issues with our two-year-olds,” he says. “*Udder Comfort* blows everything else out of the water. I get fast results in keeping a low rate of mastitis and lowering SCC without losing saleable milk. You can’t beat that.”

Quality milk and quality udders are also important to the Hill families at Four Hills Farm, Bristol, Vermont. They breed and manage for udder health, and maintain a low SCC of 120,000 on their milking herd of 1500 cows.



“We use *Udder Comfort* at shows and in the large herd parlor setting at home,” says Brian Hill. “We use it heavily on fresh cows—especially two-year-olds—after each milking for the first few days after calving. It makes a huge difference.”

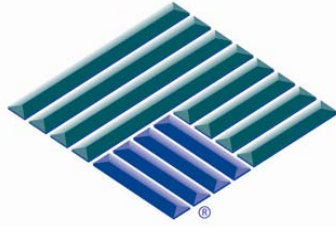
**Britney Hill with her Ainger Advent**  
Jessa-RED, Res. Supreme of the 2011  
World Dairy Expo Junior Show.



**Tony Kohls and his brother Jeff milk 200 Holsteins. He’s pictured here with All-Minn. five-year-old Savage-Leigh Dundee Lou EX 91.**

# HELP IS JUST A PHONE CALL AWAY!

SUBMITTED BY Derrick Meyer Account Manager Stearns Bank



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## REMINDERS FROM THE OFFICE!

At the MEDA Route School in December, Jason Koerth discussed Acid 2900. This product will not be available until sometime in February, however its sister product **Envirocid SP in 55gl, Item #6300217**, is available now.

Udder Comfort has improved the Mas-D-Tec. The New MD-20 is button free. Mastitis Management is very important and the Mas-D-Tec is a great tool in early mastitis detection. Check out the brochure included in this mailing.

There is a wealth of information available to you on our web-site **chemstarworks.com**. We are adding new materials and updating MSDS sheets weekly so make sure you are visiting our site frequently. If there is something you would like to see us add, contact the MEDA office.

In your last 2 mailings were **NEW** catalog pages that included order forms to use when placing an order with MEDA for Stenner Pumps/Parts and Continental Washers/Dryers/Parts. If you would like these order forms e-mailed to you for easier access, call the office and we will send them to you.

**NEW**

Introducing the new  
**MAS·D·TEC®**

EARLY MASTITIS DETECTION

*Detect mastitis  
electronically—long  
before physical  
symptoms  
appear*



# MAS-D-TEC

## Early Mastitis Detection

Wescor's Mas-D-Tec® subclinical mastitis detector offers the world's most advanced early mastitis detection technology. It meets the requirements of a modern dairy operation and provides the manager with a simple, convenient, and immediate detection of subclinical mastitis. MAS-D-TEC eliminates the guesswork and time-consuming fuss associated with old fashioned chemical tests for mastitis detection.

MAS-D-TEC measures electrical conductivity in a small sample of milk. Research has shown that conductivity increases markedly with the onset of mastitis infection. MAS-D-TEC uses sophisticated technology to detect increases in conductivity long before other clinical symptoms and signs are evident.

With mastitis costing the average dairy of 120 to 150 cows up to \$37,500 every year, it is no wonder that mastitis is the subject of so much discussion among dairy operators. It is estimated that at least 50% of all cows are infected with mastitis. Most dairy farmers deal with the obvious clinical cases and usually overlook the less obvious, but far more costly subclinical mastitis. Operators who can detect mastitis early and who apply sound herd management practices, will ultimately have the cleanest herd. In the past, detecting mastitis was difficult at best. Mastitis detection with MAS-D-TEC is remarkably easy and also provides critical herd management feedback.

Laboratory analysis of somatic cell count in milk can indicate the presence of mastitis infection. However, since such analyses are performed away from the dairy and are not specific to the individual quarter, the results do not provide a means for mastitis detection as effective as MAS-D-TEC. Frequent herd monitoring with MAS-D-TEC will enable prompt action, providing effective and economical control of mastitis in your dairy herd.

### ■ SIMPLE TO USE

MAS-D-TEC is a hand-held electronic instrument with a funnel type opening at the top. The milk sample is squirted directly from the teat into this opening. The required sample volume is only 2 milliliters (one or two squirts). MAS-D-TEC is so simple to use that anyone can obtain accurate results without special training.

### ■ ECONOMICAL

With estimates of yearly mastitis losses ranging up to \$250 per cow, MAS-D-TEC will quickly pay for itself, even with relatively small herds.

### ■ IMMEDIATE RESULTS

After the milk sample has been introduced into MAS-D-TEC, the result appears instantly and the entire procedure can be accomplished in less than five seconds per quarter.

### ■ RUGGED

MAS-D-TEC'S electronic circuitry is completely enclosed in a strong water resistant case for long dependable service in the milking parlor environment. MAS-D-TEC comes with a one year warranty.

### ■ SELF PURGING

MAS-D-TEC is designed so that the previous milk sample is purged from the system when you introduce the next sample. There is no need to clean the instrument between either quarters or cows. A simple rinse with clean water after each milking is all that is required.

### ■ PORTABLE

MAS-D-TEC is designed for hand-held operation and is powered by a readily available standard 9 volt battery. Several thousand samples can be tested on a single battery. The instrument has a low battery warning.

### ■ ACCURATE

A reading ranging from 0 to 9 will be indicated by the instrument. Readings of 0 indicate extremely low electrolyte content in the milk and a mastitis-free quarter. Any reading of 5 or higher should be interpreted as a positive indication of subclinical mastitis in that particular quarter. If one quarter is reading two units higher than the other quarters (even if the reading is in the normal range (2 to 4)), you should also consider that quarter to be subclinically infected.

It all adds up to the world's most convenient and easy to use early mastitis detection system: MAS-D-TEC. A new day is here!

**CALL US TODAY FOR ORDERING INFORMATION.**



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