June 2010

# JUNE NEWS FROM MEDA

## ON-THE-FARM DEALER TRAINING ON SYSTEM ANALYSIS

BY SCOTT HORTON– MARKETING MANAGER, MEDA

Dr. Nigil Cook (left) explains system graph to Bill (Gehrings), Bob (LDS) and Scott (LDS.)

MEDA provides System Evaluation Training with two University Wisconsin professors at a farm near Oshkosh. Dr. Nigil Cook and Dr. Doug Reinemann do a complete system evaluation with dealerships representation from LDS, Gehring Sales & Service and Karrels Dairy Equipment.

The training program began with a very complete overview on some of the concerns the producer had been experiencing over the last year. It's always a good idea to keep yourself informed of what is going on at the dairy…..Somatic Cell Count, Plate Counts, Treated Pens (subs & clinicals) and teat end condition-ing. As a dealer you want to be an outlet to address any concerns as well as provide solutions.

How many times has one of your Dairies approached an issue or concern by blaming the Teat Dip or Liner? It happens quite a lot. In many cases there probably is another reason. Dr. Nigil Cook provided some fantastic hands on information as it relates to evaluating a milking system. Below were some areas of discussion.

1. Ask plenty of questions to help identify issue the dairy is experiencing.
2. Evaluate the Milking Routine to insure the procedure is being executed properly.
   I.e. Dip Contact times, Lag Times and Techniques (Dipping, Wiping and Attaching).
   It is critical that you get in the barn and watch what the milkers are doing.
3. Evaluate teat end vacuum. According to the NMC the average teat end vacuum should be 10.5 to 12.5 inches of mercury and consistent. How can we test teat end vacuum? Dr. Cook used a VPR and Tri-Scan. Each dealer should have one devices or something similar. There are many factors that effect teat end Vacuum and that's why it is so important to do a complete system analysis.
   - **A.** Low teat end vacuum causes excessive slips and squawks.
   - **B.** High teat end vacuum damages the teat end.
4. Evaluate the Unit on Time. Are the cows milking to wet or to dry? Both can be problematic and may require an adjustment of the detacher settings.
5. Evaluate the peak flow rates. Contributing factors effecting peak flow rates are claw vacuum, the thickness, configuration / shape and material hardness of the liner, as well as milking hoses.
6. Evaluate your teat ends by using 1-4 Scoring System. (1) No Ringing; (2) Smooth or Slight Ring; (3) Rough Ring; (4) Very Rough Ring.

# On-The-Farm Dealer Training on System Analysis cont.

Dr. Reinemann explained the compression differences between the different liners. Round liners apply a higher compression on the Teat, Triangle liners apply a lower compression on teat and squares are more variable. Correct liner compression within a milking system is a balance between the liner design characteristics and the machine settings. Monitoring teat health, cow behavior and milking performance are indicators that can be used to judge how effective a liner is operating. High rates of hyperkeratosis can mean that there is excessive liner compression, and slow milking can be an indicator of insufficient liner compression.

Dr. Reinemann once again reinforced some of the strengths of the IMPULSE Triangular liner / shell system by saying they provide a more uniform collapse, a better distribution of vacuum between the liner and shell and don't have pinch at the end of the teat. He also said the IMPULSE system provides less congestion at the base of the teat. All this translates into better cow comfort, better teat ends and better milk out times.

With the end in mind we as dealers have to seek out the solution and solve the problem. A relationship becomes stronger or it diminishes based on how the situation is handled.

# EXCITING NEWS FROM DAIRY INTERACTIVE

BY TOM WALL, LANGUAGE LINKS

Last month Dairy Interactive announced two new features to our Milker Training software. The first announcement was our new pricing structure and the second was the first official software update. Although we've been continuously tweaking and improving programming details within the software from the very start, this update brings some valuable improvements, including more efficient, streamlined prep times and a new camera view...the Boss Cam.

In order to address the challenges that everyone is currently facing due to sustained low milk prices, we've redesigned the way Dairy Interactive is sold. Instead of only offering an 'outright purchase' of the training software, Dairy Interactive Milker Training software is now available for purchase from dairyinteractive.com in three different subscription plans.

The current package can now be purchased for 3 months at $300 ($100/month), 6 months for $500 ($83/month), or 12 months for $900 ($75/month).

Also new is a longer risk-free trial period to help prospective customers get familiar with the program and what it can help their dairies achieve.

The previous 10-day free trial is now available for 30 days and can be downloaded online at **dairyinteractive.com**

# SAVE THE DATE!

**Our 2010 Dealer Meeting will be on October 14-16th.**

# Warm Weather Storage & Mixing for Udder Care Products

The heat of summer is here in many parts of the US, which makes it a good time to provide you with a quick reminder on mixing and usage recommendations for ABS Udder Care products in warm weather. General recommendations for Valiant products:

- Mix fresh product more frequently. High temperatures (90°F+) accelerate ClO2 generation and shorten the 14-day mixed product shelf-life
- Mixed product should be protected from direct sunlight
- For unmixed product, sun and heat are generally not a concern, but avoid extremes if possible General recommendations for Express products:
- Mix fresh product every 12 hours when temperatures exceed 80°F
- Product color will fade much quicker in warm temperatures or when product is exposed to direct sunlight. This is especially evident with Express Blue
- Fill dip cups at the fill station versus pre-filling jugs that sit idle and age in the parlor
- Avoid setting pumps up in high temperature utility rooms, place in cool places General recommendations for Encore products:
- Avoid storing mixed product in direct sunlight
- Product shelf-life and product color will deteriorate more quickly in warm weather
- Mix fresh product daily for best germicidal efficacy or every milking to maintain color
- Fill dip cups at the fill station versus pre-filling jugs that sit idle and age in the parlor
- Avoid setting pumps up in high temperature utility rooms, place in cool places

Reminder……The most useful tool you have to help your customers manage the products appropriately in warm weather is the ClO2 Test Kit. For those of you not familiar with the kit, it can be ordered through ABS Customer Service, item #66085 for $28. Each kit is good for about 30 tests; kit instructions come included. The test kit will determine if activated product contains adequate levels of ClO2 – even if the color has faded due to temperature.

If you have any questions, please don't hesitate to contact your ABS Uddercare Specialist.

Regards,

ABS Technical Services

ABS Uddercare Specialists

Bill Meulemans Margaret Hoffmann

920-901-7792 608-846-6204