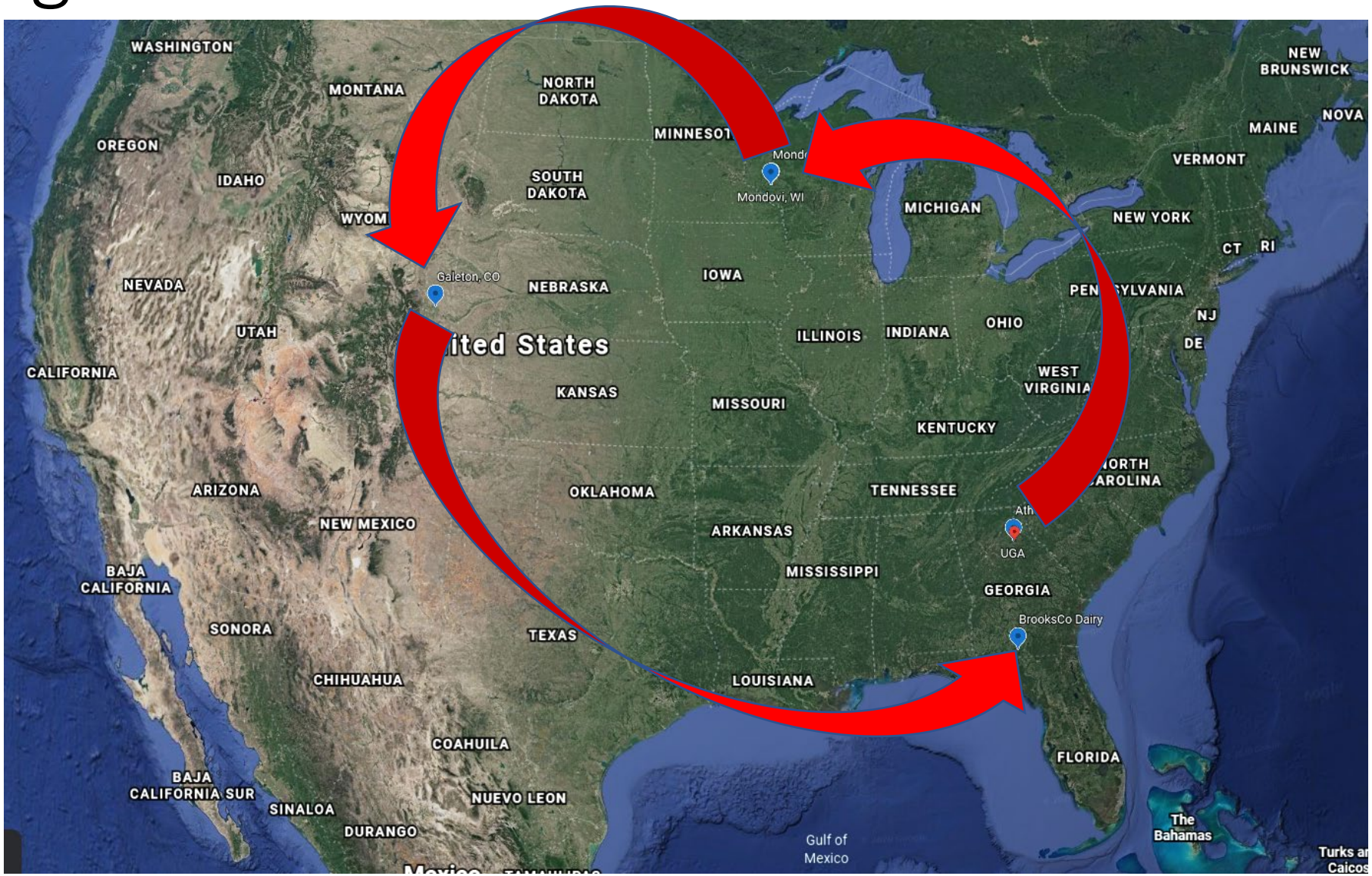
On-Farm Milk Testing and Managing Results

Justin Graham, DVM

Background and Introduction



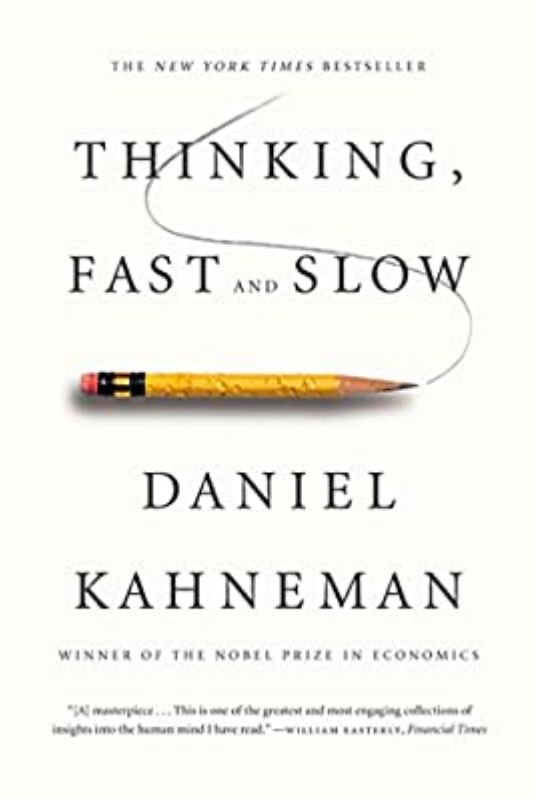
Before We Get Started…
A Quick Talk About Thinking

How Do We Make Decisions?

Thinking about results and cognitive bias

How Do We Make Decisions?

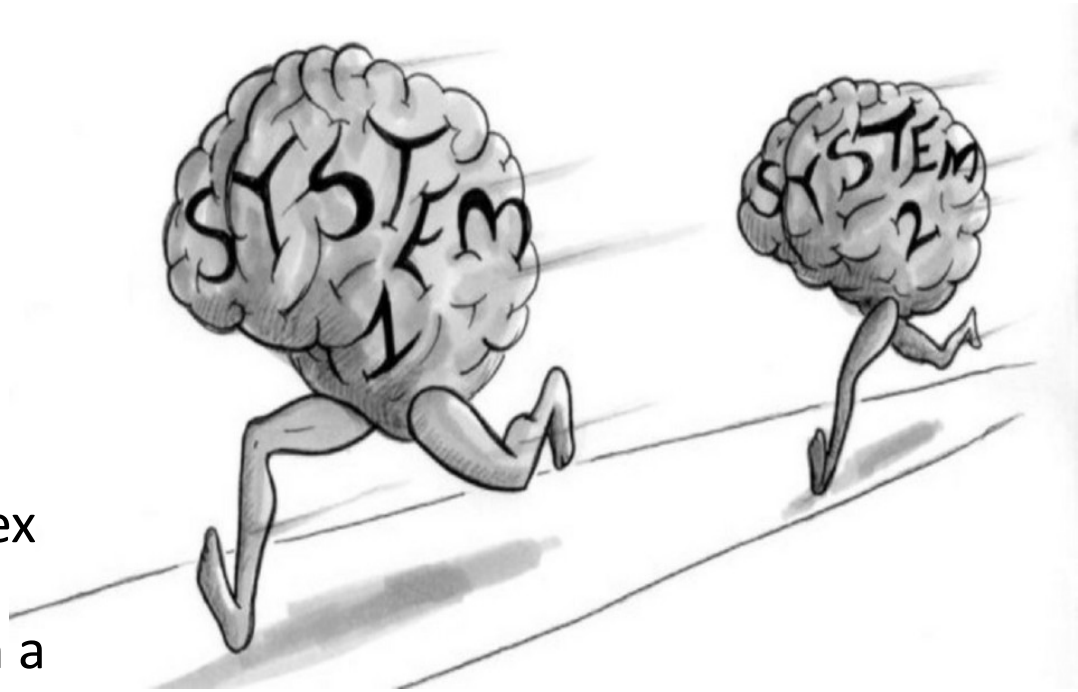
- Two systems for categorizing thinking
  - **System 1 – Fast Thinking**
  - **System 2 – Slow Thinking**



How Do We Make Decisions?

- **System 1 – Fast thinking**
  - Requires little energy, is our default system of thinking
  - Relies on intuition
  - Jumps to conclusions
  - Examples: 2+2=?, Thought process when a car pulls out in front of you

- **System 2 – Slow thinking**
  - Takes effort and attention, devoted to more complex tasks
  - Examples: How many times does a letter appear on a page?



How Do We Make Decisions?

- Bat and Ball Riddle
- Together, a baseball and bat cost ***$1.10***
- The bat cost ***$1.00*** more than the ball.
- How much does the ball cost?

Answer:

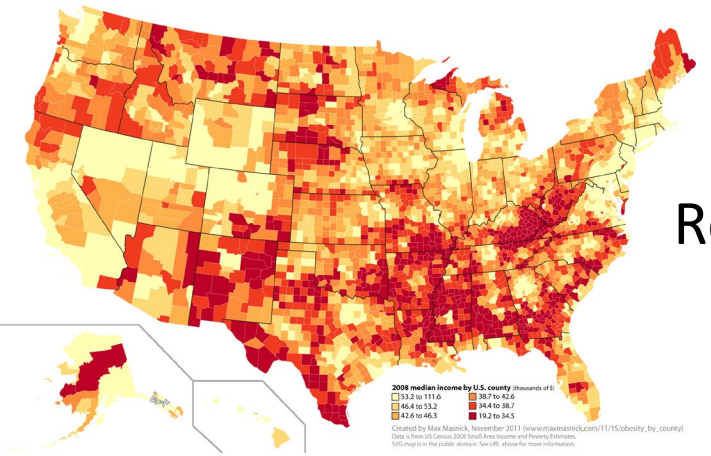
$0.10

$1.10 + $0.10 = $1.20

$0.05

$1.05 + $0.05 = $1.10

How Do We Make Decisions?



The Law of Small Numbers

Research looking at the incidence of kidney cancer

Lowest incidence of kidney cancer → **Rural and sparsely populated counties**

Benefits of a rural lifestyle? Clean air? Clean water? Access to farm fresh foods?

Highest incidence of kidney cancer → **Also rural and sparsely populated counties**

Poor access to healthcare, increased alcohol and tobacco consumption, poor diet?

Rural counties have small populations so we would expect extreme results!

How Do We Make Decisions?

Recency Bias

We ***overvalue the importance of the most recent events*** compared to past events

Examples:

- *The last 2 heifers that freshened in had mastitis, I must have a fresh heifer mastitis problem*

- *On Monday, there were only 2 pregnancies out of the 20 cows preg checked. Now the only thing I can think about all week is repro performance.*

What is *Good Milk Quality*?

Milk Quality

Good Milk Quality *noun*
\ gu̇d milk ‘kwä-lə-tē\

Definition:
The culmination of a lot of small things done right

Milk Quality: Philosophy

- “An ounce of prevention is worth is a pound of cure”
- Attention to detail is crucial to success
- Mastitis is not actually a disease of the cow, it is a disease of man put on the cow
- Develop good quality people and give them the tools and feedback they need to succeed

Monitoring Milk Quality

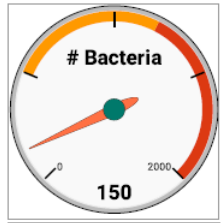
"Don't ***Expect*** what you don't ***Inspect***"

- What can I expect?
  - Low somatic cell count, 0 cows in hospital for mastitis, low bacteria counts
- What can I inspect?

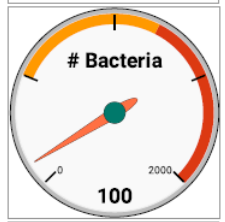
Environmental Streps

On-Farm Procedures and Reporting

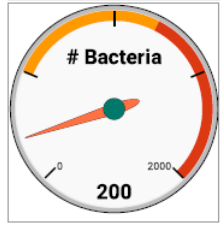
JeffCo Streps Ambientales



Hora del Inicio del Tanque:	12/25/2020	7:05 AM
Tiempo Final del Tanque:	12/25/2020	12:09 PM
Turno:	7-3	mycon
Número de Bacterias:	150	alan
Resultado:	BAJO	francisco
		marisa



Hora del Inicio del Tanque:	12/23/2020	4:13 PM
Tiempo Final del Tanque:	12/23/2020	8:57 PM
Turno:	3-11	amadeo
Número de Bacterias:	100	oscar
Resultado:	BAJO	eduin



Hora del Inicio del Tanque:	12/25/2020	1:49 AM
Tiempo Final del Tanque:	12/25/2020	7:00 AM
Turno:	11-7	carlos
Número de Bacterias:	200	oscar
Resultado:	BAJO	juan
		aurelio

Número de Bacterias	Resultado
Bajo <	500
Moderado =	500-1200
Alto >	1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) bajará el número de las bacterias en la leche.

On-Farm Testing: Environmental Streps

What are Environmental Strep Species?

WVS Mastitis Lab: Bacterial Bedding Counts

955 Harris Ave
Waupun WI 53963

Brooksco Dairy

Date:	Sample type	% dry matter	%Organic Matter
9/19/2017	Sand-1	98%	1%

Bacteria	bacteria/g of dry matter
Gram Negative bacteria	81,656
Coliform bacteria	66,346
Klebsiella spp.	255
Streptococcus spp.	267,935

Fresh Pens

UNIVERSITY OF MINNESOTA
Veterinary Diagnostic Laboratory

1333 Gortner Avenue
St. Paul MN 55108
Ph: (612) 625-8787 / (800) 605-8787
Fax: (612) 624-8707
http://www.vdl.umn.edu

Laboratory for Udder Health

Mastitis Bulk Tank Culture Report

Accession Number: D17-029709
Submitting Clinic: Brooksco Dairy
P.O. Box 508
Quitman GA 31643
Fax: (229) 263-7900-(BD.QG)

Received Date: 08/10/2017
Owner: BROOK CO DAIRY
Veterinarian:
External Ref:
Site: BROOKS CO DAIRY
Premises:
County:

Species: Bovine
Pathologist: Udder Health Accessions

Condition of Samples: Milk Bulk Tank Culture-Milk, Bulk Tank

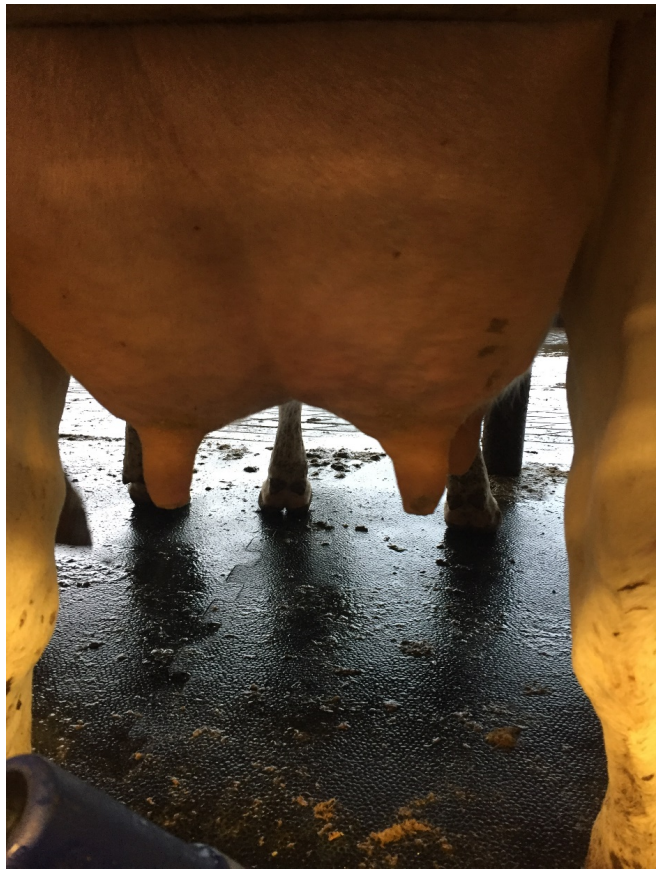
Sample Description	Collected	Strep agalactiae Colonies/ml	Staph aureus Colonies/ml	Non-ag Strep Colonies/ml	Coliforms Colonies/ml	Staph sp. Colonies/ml
BT 8/9, 8/7		0	30 Low	1,250 High	0 Low	105 Low
BT 8/8		0	10 Low	2,200 Very High	0	150 Low

High levels of Coliforms and/or Non-ag Strep usually indicate the degree of teat contamination at milking time, not infection of the gland. However, these organisms are good indicators for potential of infection and/or elevated SCC.

ALG-08/13/2017

On-Farm Testing: Environmental Streps

What are Environmental Strep Species?



On-Farm Testing: Environmental Streps

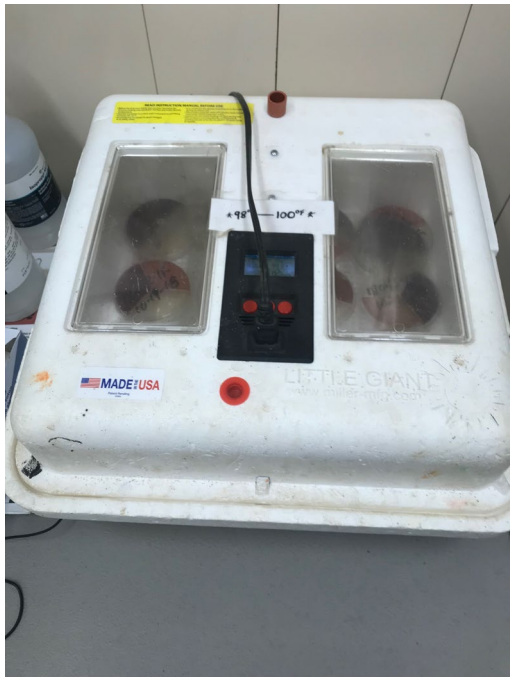
- On-farm testing vs using outside laboratory
  - Garbage in, Garbage out. If unsure that accurate on-farm results can be obtained, use an outside lab.
  - Benefits of on-farm testing
    - Quick turn around
    - No shipping
    - More frequent testing can be done
    - Employee training/development opportunity
- Involve your herd veterinarian before starting

On-Farm Testing: Environmental Streps

- **Equipment Needed:**
  - 60 ml syringe and needle
  - 2 oz plastic tubes for milk collection
  - 13 ml plastic tubes for dilutions
  - 100 – 1,000µl Micropipette and tips
  - 1,000µl – 5,000µl Micropipett
  - L – shaped spreader

On-Farm Testing: Environmental Streps

- **Equipment Needed:**
  - Sterile water
  - Hypertonic saline
  - Media plates specific for *Streptococcus* spp.
    - University of Minnesota – MTKT media plates
    - Udder Health Systems – Modified Edward media plates
  - Incubator



On-Farm Testing: Environmental Streps

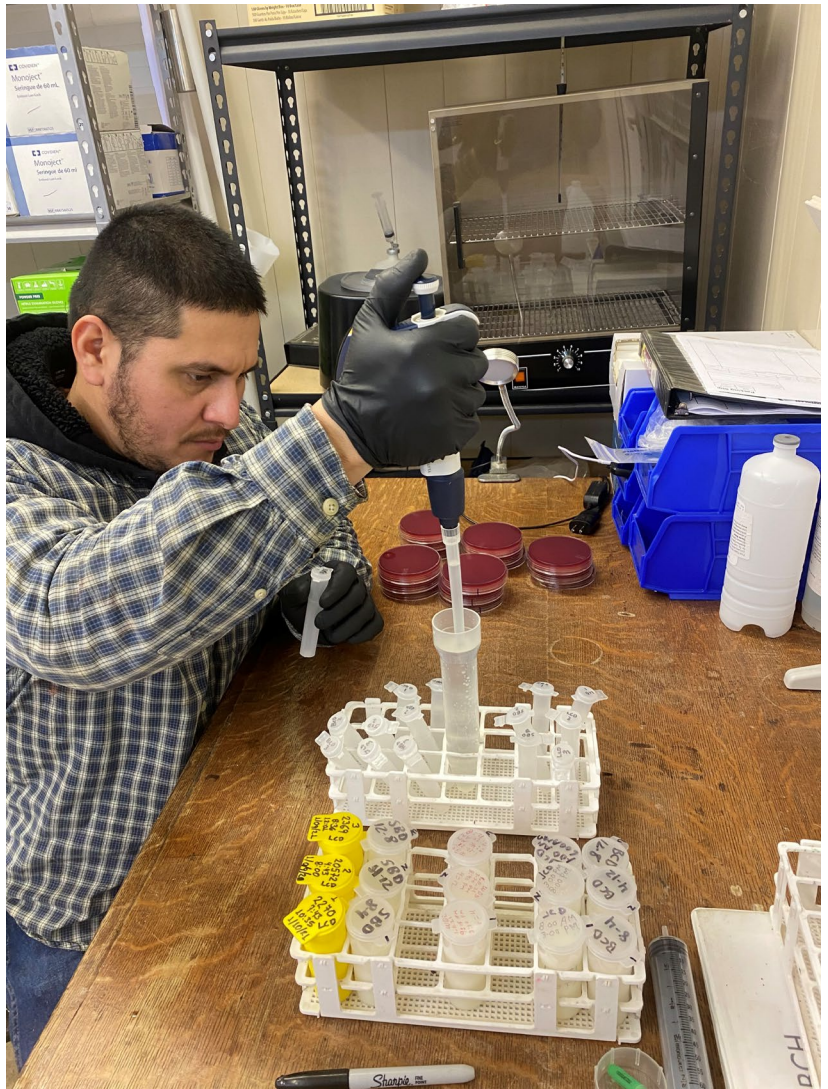
Samples collected in 2 oz milk vials

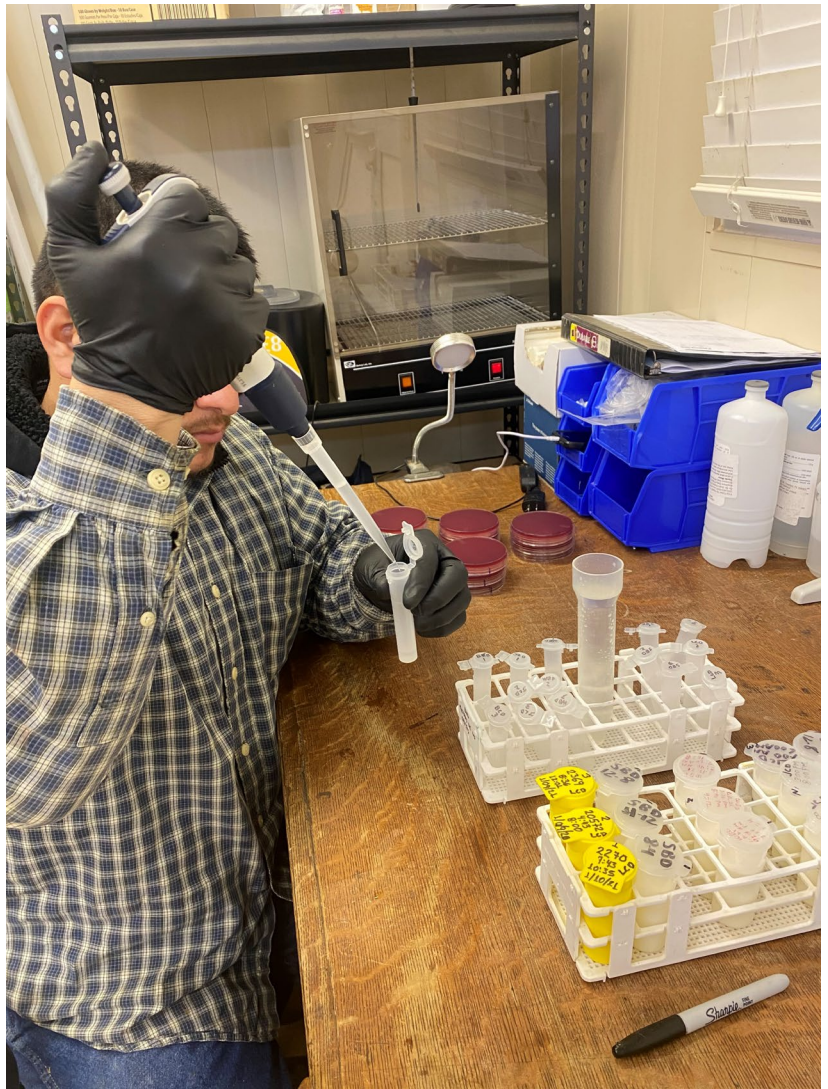
On-Farm Testing: Environmental Streps

Isotonic saline solution made using hypertonic saline and sterile water

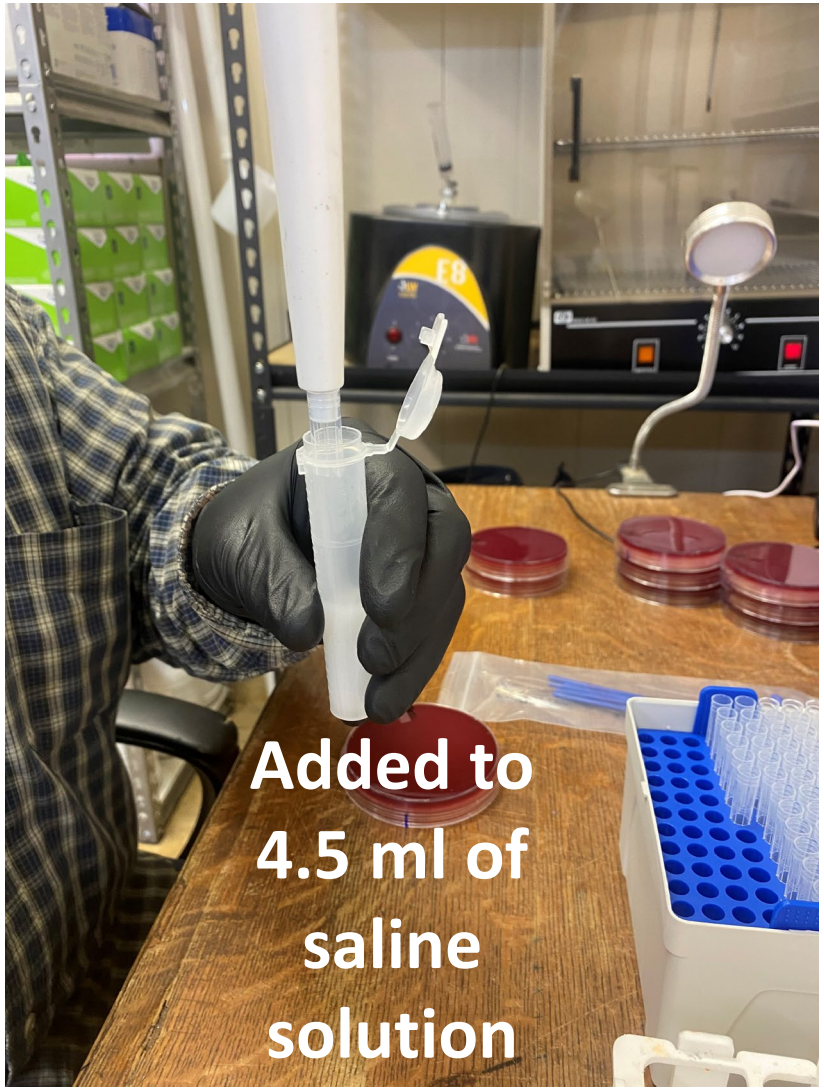
On-Farm Testing: Environmental Streps

***4.5 ml* saline solution**
portioned out into 13 ml plastic vials





On-Farm Testing: Environmental Streps

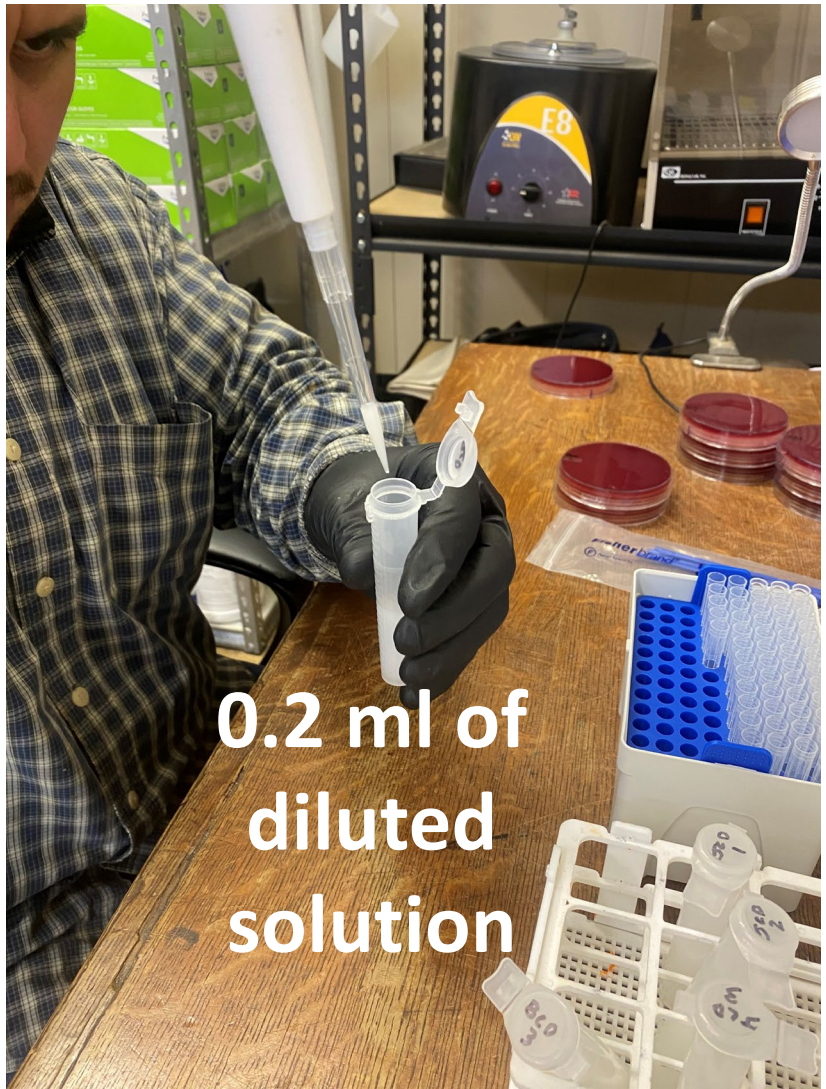


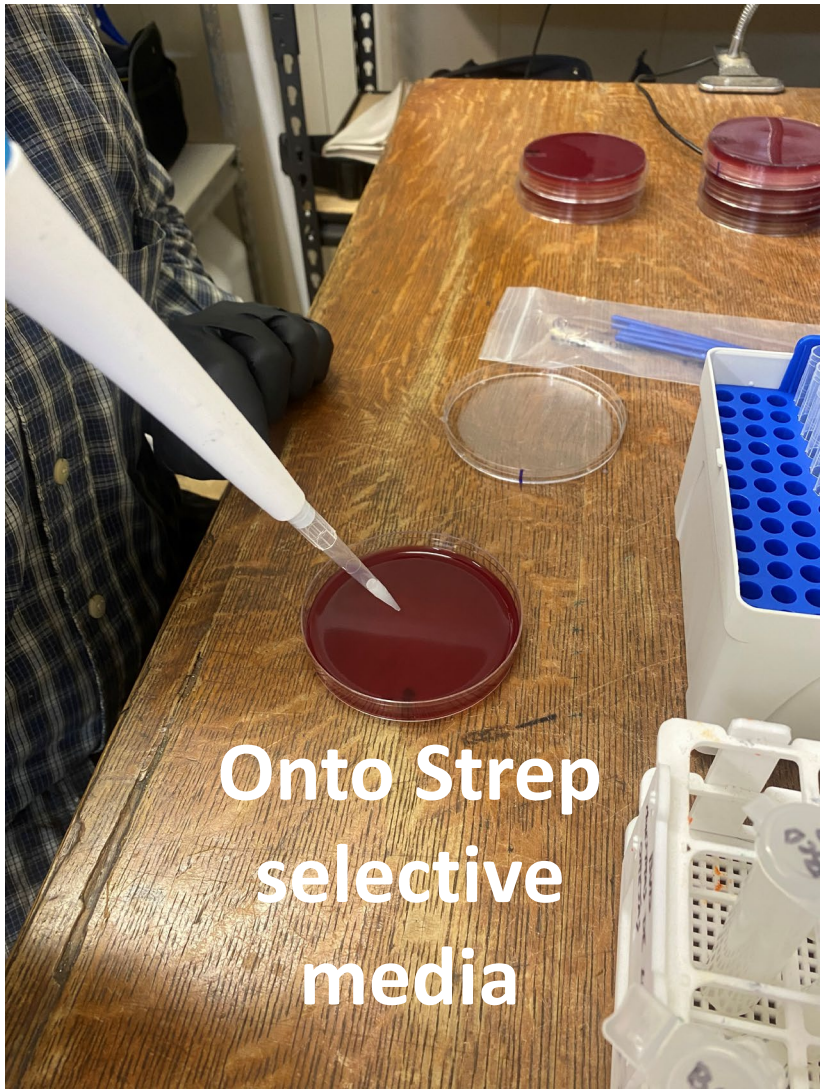
On-Farm Testing: Environmental Streps

Diluted milk samples:
0.5 ml milk + 4.5 ml saline solution

Milk samples collected from each shift

On-Farm Testing: Environmental Streps

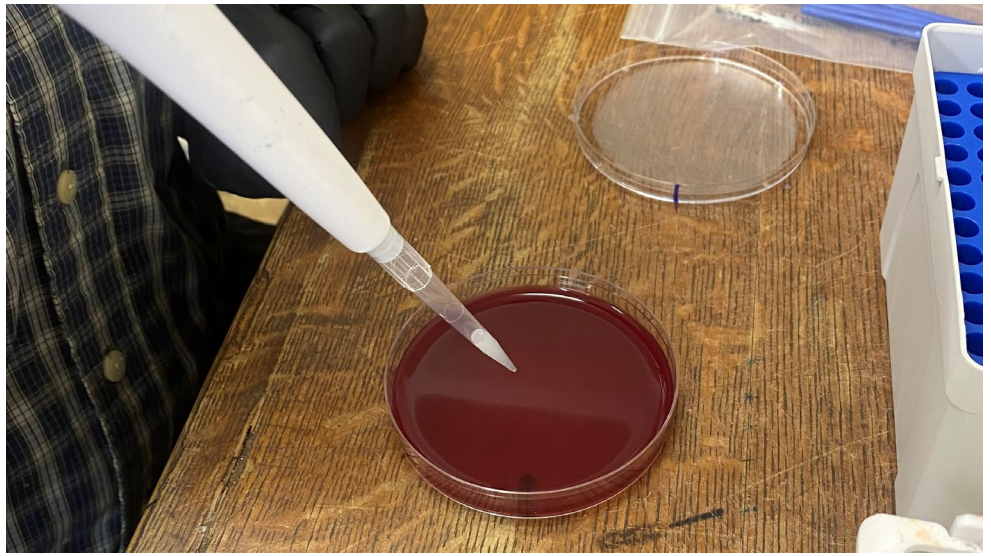




On-Farm Testing: Environmental Streps

On-Farm Testing: Environmental Streps

0.5 ml milk + **4.5 ml** saline solution
1/10 dilution



0.2 ml milk onto plate
1/5 plating dilution

1/10 sample dilution X 1/5 plating dilution = 1/50 dilution

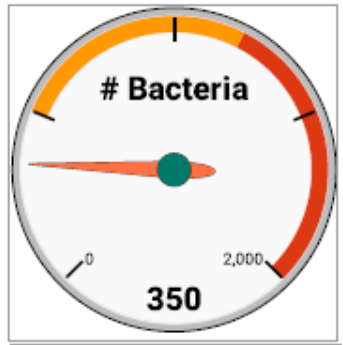
OR… Just multiply every colony counted by 50!!!

On-Farm Testing: Environmental Streps

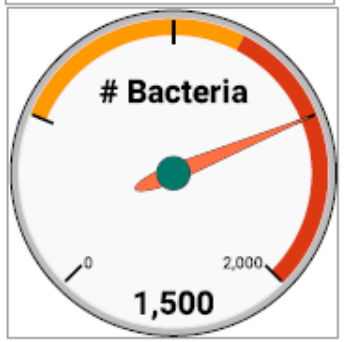
Reporting Results

- Sampling routine at BrooksCo:
  - 1 sample from each milking shift each week
    - Day time shift
    - Late day/early evening
    - Night shift
- Samples collected throughout the week, results reported the following week.

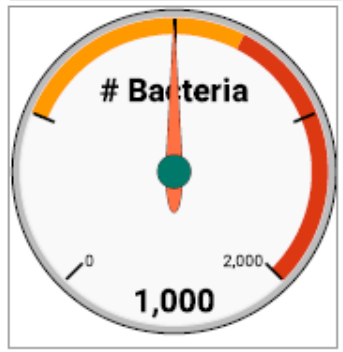
BROOKSCO STREPS AMBIENTALES



Hora del Inicio del Tanque:	1/4/2021	9:26 AM
Tiempo Final del Tanque:	1/4/2021	2:26 PM
Turno:	8-4	ESTELA
Número de Bacterias:	350	ERICK
Resultado:	**BAJO**	PATRICIA
		CAMILO
		JULIO



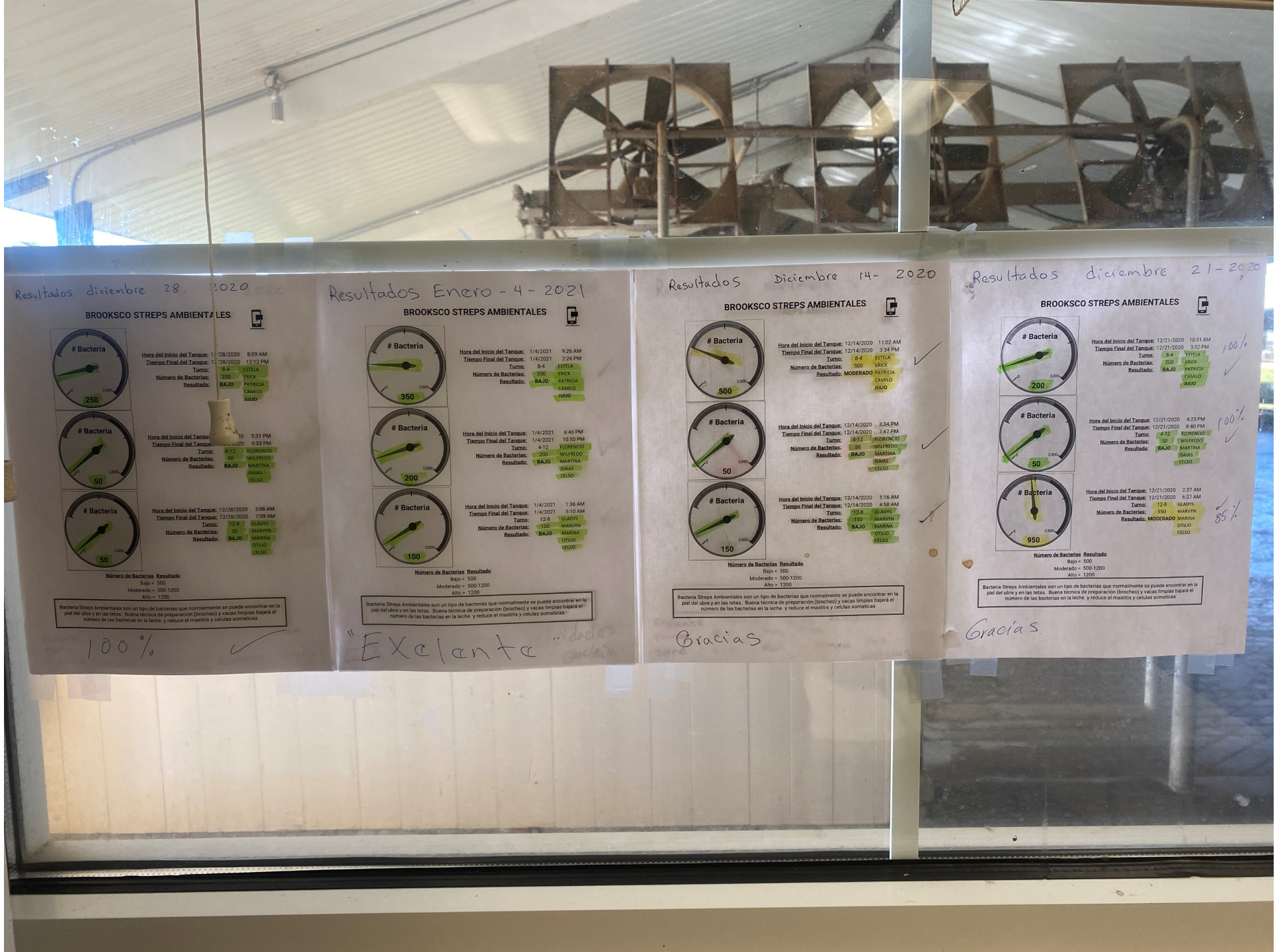
Hora del Inicio del Tanque:	1/4/2021	6:46 PM
Tiempo Final del Tanque:	1/4/2021	10:50 PM
Turno:	4-12	FLORENCIO
Número de Bacterias:	1,500	WILFREDO
Resultado:	**ALTO**	MARTINA
		ISAIAS
		CELSO



Hora del Inicio del Tanque:	1/4/2021	1:36 AM
Tiempo Final del Tanque:	1/4/2021	5:10 AM
Turno:	12-8	GLADYS
Número de Bacterias:	1,000	MARVYN
Resultado:	**MODERADO**	MARINA
		OTILIO
		CELSO

Número de Bacterias	**Resultado**
Bajo <	500
Moderado =	500-1200
Alto >	1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) y vacas limpias bajará el número de las bacterias en la leche. y reduce el mastitis y celulas somaticas



Resultados diciembre 28. 2020

BROOKSCO STREPS AMBIENTALES

Bacteria 250

Hora del Inicio del Tanque: 12/28/2020 8:09 AM
Tiempo Final del Tanque: 12/28/2020 12:12 PM
Turno: 8-4 ESTELA
Número de Bacterias: 250 ERICK
Resultado: BAJO PATRICIA
CAMILO
JULIO

Bacteria 50

Hora del Inicio del Tanque: 5:31 PM
Tiempo Final del Tanque: 9:33 PM
Turno: 4-12 FLORENCIO
Número de Bacterias: 50 WILFREDO
Resultado: BAJO MARTINA
ISAIAS
CELSO

Bacteria 50

Hora del Inicio del Tanque: 12/28/2020 3:06 AM
Tiempo Final del Tanque: 12/28/2020 7:09 AM
Turno: 12-8 GLADYS
Número de Bacterias: 50 MARVYN
Resultado: BAJO MARINA
OTILIO
CELSO

Número de Bacterias Resultado
Bajo < 500
Moderado = 500-1200
Alto > 1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) y vacas limpias bajará el número de las bacterias en la leche. y reduce el mastitis y celulas somaticas

100 %

Resultados Enero - 4 - 2021

BROOKSCO STREPS AMBIENTALES

Bacteria 350

Hora del Inicio del Tanque: 1/4/2021 9:26 AM
Tiempo Final del Tanque: 1/4/2021 2:26 PM
Turno: 8-4 ESTELA
Número de Bacterias: 350 ERICK
Resultado: BAJO PATRICIA
CAMILO
JULIO

Bacteria 200

Hora del Inicio del Tanque: 1/4/2021 6:46 PM
Tiempo Final del Tanque: 1/4/2021 10:50 PM
Turno: 4-12 FLORENCIO
Número de Bacterias: 200 WILFREDO
Resultado: BAJO MARTINA
ISAIAS
CELSO

Bacteria 100

Hora del Inicio del Tanque: 1/4/2021 1:36 AM
Tiempo Final del Tanque: 1/4/2021 5:10 AM
Turno: 12-8 GLADYS
Número de Bacterias: 100 MARVYN
Resultado: BAJO MARINA
OTILIO
CELSO

Número de Bacterias Resultado
Bajo < 500
Moderado = 500-1200
Alto > 1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) y vacas limpias bajará el número de las bacterias en la leche. y reduce el mastitis y celulas somaticas

"Excelente"

Resultados Diciembre 14- 2020

BROOKSCO STREPS AMBIENTALES

Bacteria 500

Hora del Inicio del Tanque: 12/14/2020 11:02 AM
Tiempo Final del Tanque: 12/14/2020 3:34 PM
Turno: 8-4 ESTELA
Número de Bacterias: 500 ERICK
Resultado: MODERADO PATRICIA
CAMILO
JULIO

Bacteria 50

Hora del Inicio del Tanque: 12/14/2020 3:34 PM
Tiempo Final del Tanque: 12/14/2020 7:47 PM
Turno: 4-12 FLORENCIO
Número de Bacterias: 50 WILFREDO
Resultado: BAJO MARTINA
ISAIAS
CELSO

Bacteria 150

Hora del Inicio del Tanque: 12/14/2020 1:16 AM
Tiempo Final del Tanque: 12/14/2020 4:58 AM
Turno: 12-8 GLADYS
Número de Bacterias: 150 MARVYN
Resultado: BAJO MARINA
OTILIO
CELSO

Número de Bacterias Resultado
Bajo < 500
Moderado = 500-1200
Alto > 1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) y vacas limpias bajará el número de las bacterias en la leche. y reduce el mastitis y celulas somaticas

Gracias

Resultados diciembre 21-2020

BROOKSCO STREPS AMBIENTALES

Bacteria 200

Hora del Inicio del Tanque: 12/21/2020 10:51 AM
Tiempo Final del Tanque: 12/21/2020 3:52 PM
Turno: 8-4 ESTELA
Número de Bacterias: 200 ERICK
Resultado: BAJO PATRICIA
CAMILO
JULIO

100 %

Bacteria 50

Hora del Inicio del Tanque: 12/21/2020 4:23 PM
Tiempo Final del Tanque: 12/21/2020 8:40 PM
Turno: 4-12 FLORENCIO
Número de Bacterias: 50 WILFREDO
Resultado: BAJO MARTINA
ISAIAS
CELSO

100 %

Bacteria 950

Hora del Inicio del Tanque: 12/21/2020 2:27 AM
Tiempo Final del Tanque: 12/21/2020 6:27 AM
Turno: 12-8 GLADYS
Número de Bacterias: 950 MARVYN
Resultado: MODERADO MARINA
OTILIO
CELSO

85 %

Número de Bacterias Resultado
Bajo < 500
Moderado = 500-1200
Alto > 1200

Bacteria Streps Ambientales son un tipo de bacterias que normalmente se puede encontrar en la piel del ubre y en las tetas. Buena técnica de preparación (brocheo) y vacas limpias bajará el número de las bacterias en la leche. y reduce el mastitis y celulas somaticas

Gracias

On-Farm Testing: Environmental Streps

- Checks and Balances - Periodically pull duplicate samples, do one sample on-farm and send the other to an outside lab. Compare results.

UNIVERSITY OF MINNESOTA
Veterinary Diagnostic Laboratory

1333
St. Pa
Ph: (6
Fax: (
http://

Laboratory for Udder Health

Mastitis Bulk Tank Culture Report

Accession Number: D17-029707
Received Date: 08/10/20

Submitting Clinic: Brooksco Dairy
P.O. Box 508
Quitman GA 31643
Fax: (229) 263-7900-(BD.QG)

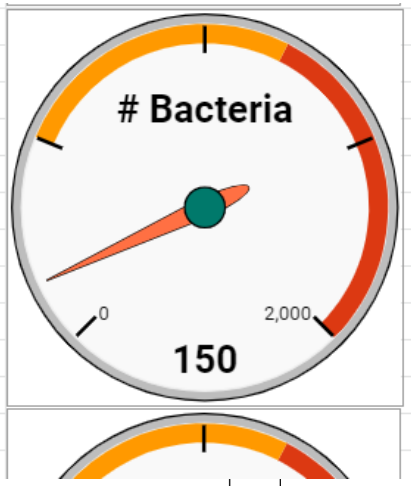
Owner: BROOK CO DAIF
Veterinarian:
External Ref:
Site: WOODBROOK DAIRY
Premises:
County:

Species: Bovine
Pathologist: Udder Health Accessions

Condition of Samples: Milk Bulk Tank Culture: Milk, Bulk Tank

Sample Description	Collected	Strep agalactiae Colonies/ml	Staph aureus Colonies/ml	Non-ag Strep Colonies/ml	Coliforms Colonies/ml	Staph sp. Colonies/ml
8/6, 8/7		0	45 Low	2,100 Very High	520 High	250 Low
High levels of Coliforms and/or Non-ag Strep usually indicate the degree of teat contamination at milking time, not infection of the gland. However, these organisms are good indicators for potential of infection and/or elevated SCC.						
8/8		0	30 Low	600 Low	65 Low	130 Low

ALG-08/13/2017



	4_____12	
Hora del Inicio del Tanque:	8/6/2020	6:25 PM
Tiempo Final del Tanque:	8/7/2020	11:50 PM
Turno:	4-12	GASPAR
Número de Bacterias:	150	DAVID
Resultado:	BAJO	MARTIN
		JIMENES
	12 8	

Calf Milk & Colostrum Culturing

On-Farm Procedures and Reporting

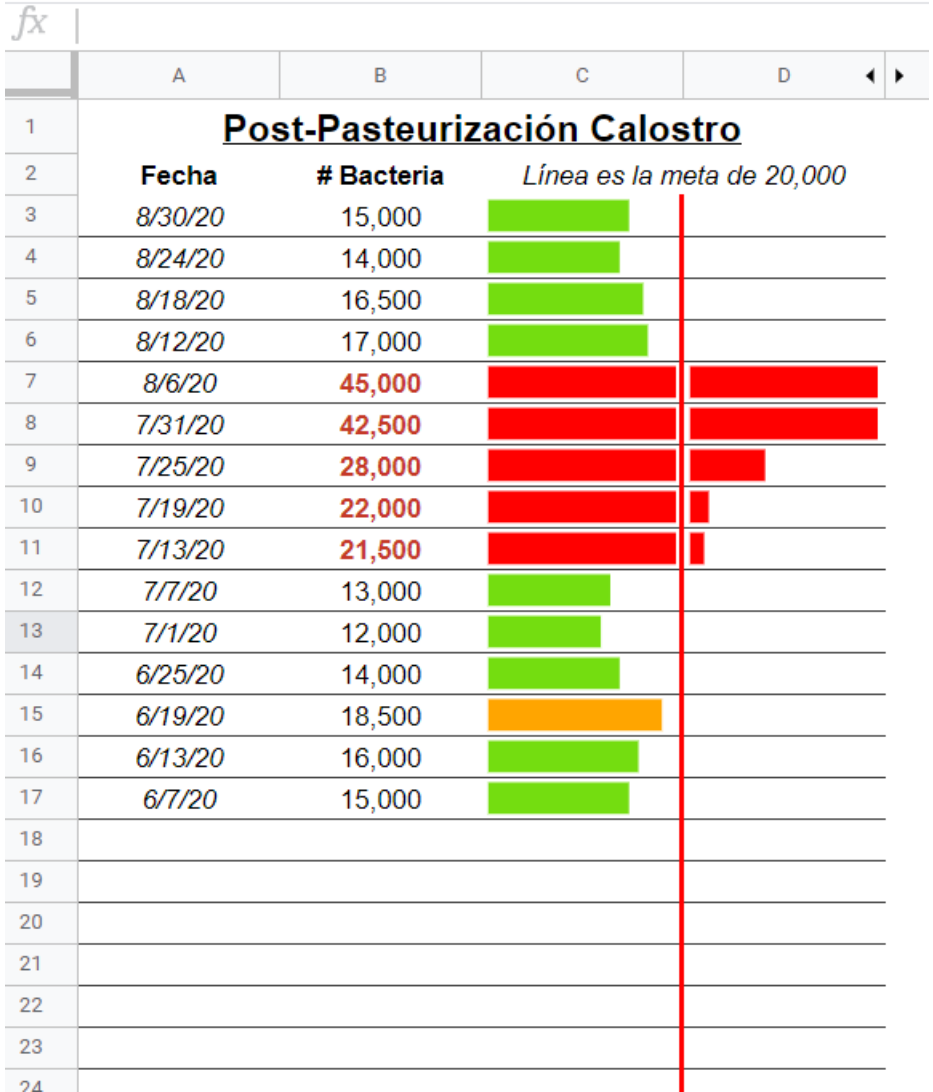
On-Farm Testing: Calf Milk & Colostrum

- **Equipment Needed for Calf Milk & Colostrum:**
  - Same equipment as Environmental Strep with exception of media plates.
  - Substitute **Blood agar plates** in place of Strep selective plates

- **Procedure for Calf Milk & Colostrum:**
  - Essentially same procedure except 1 to 2 more dilutions needed.
  - Remember from environmental strep testing – After diluting, **1 colony counted = 50 colonies undiluted**. If adding an extra 1/10 dilution just add an extra 0. So with 2 dilutions – multiply by 500. 3 dilutions – multiply by 5,000.

On-Farm Testing: Calf Milk & Colostrum

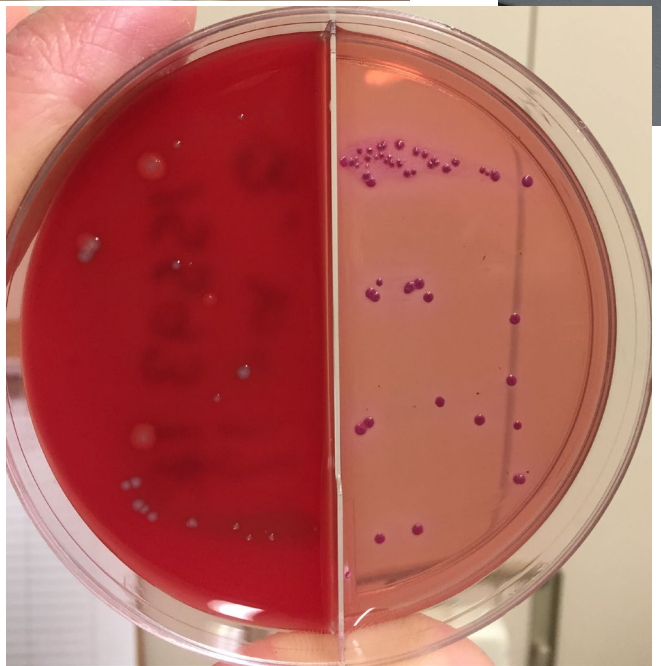
Results Reporting



	A	B	C	D
1	**Post-Pasteurización Calostro**			
2	**Fecha**	**# Bacteria**	*Línea es la meta de 20,000*	
3	*8/30/20*	15,000		
4	*8/24/20*	14,000		
5	*8/18/20*	16,500		
6	*8/12/20*	17,000		
7	*8/6/20*	**45,000**		
8	*7/31/20*	**42,500**		
9	*7/25/20*	**28,000**		
10	*7/19/20*	**22,000**		
11	*7/13/20*	**21,500**		
12	*7/7/20*	13,000		
13	*7/1/20*	12,000		
14	*6/25/20*	14,000		
15	*6/19/20*	18,500		
16	*6/13/20*	16,000		
17	*6/7/20*	15,000		

Mastitis Culturing

On-Farm Procedures and Reporting

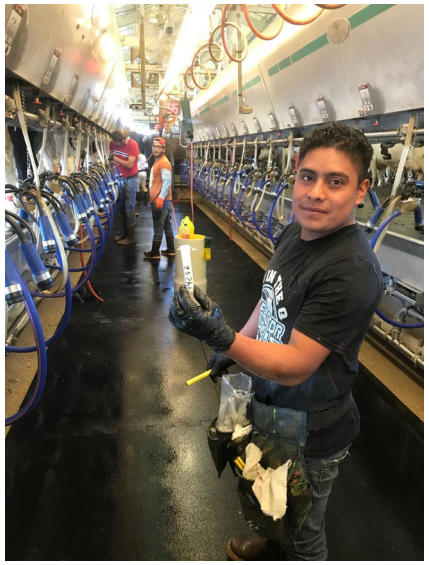


On-Farm Testing: Mastitis Culturing

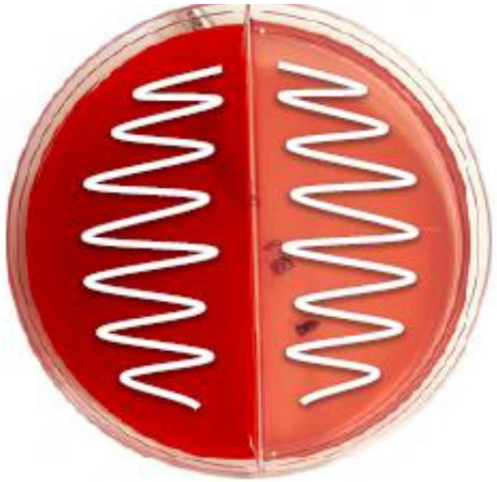
- **Equipment Needed:**
  - Sample Collection Tubes
  - Cotton Swabs
  - Media Plates
    - Minnesota Tri-plate – differentiate Gram-positive, Gram-negative, & Strep
    - Bi-plate – differentiate Gram-positive or Gram-negative
  - Incubator

On-Farm Testing: Mastitis Culturing

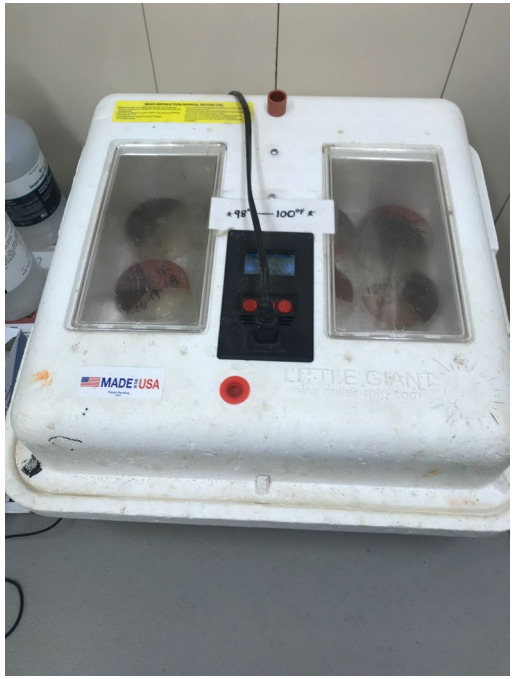
- **Procedure: Day 1**



Sample Collection



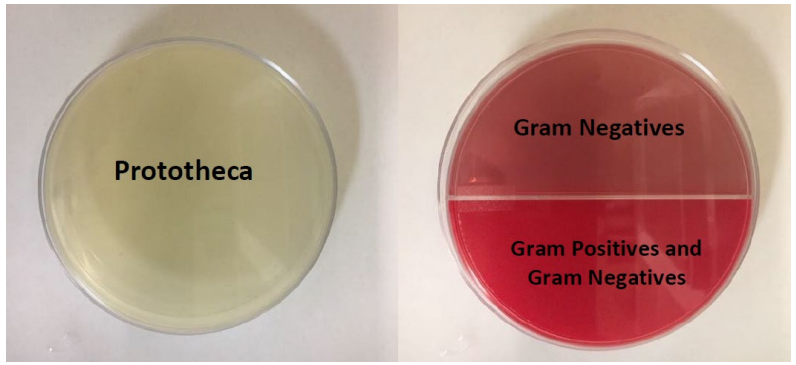
Plating



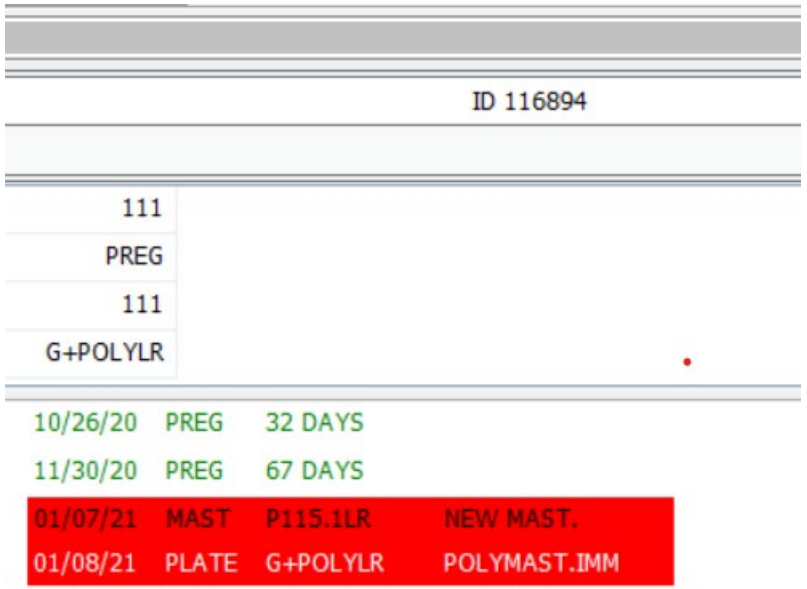
Incubate for 24 hours

On-Farm Testing: Mastitis Culturing

- **Procedure: Day 2**



Read Culture Results 24 hours later,
(Prototheca culture results read 72 hours later)



Record Results

Initiate Treatment

On-Farm Testing: Mastitis Culturing

- Checks and Balances – Mastitis Culturing Quiz

	A	B	C	D	E	F	G	H	I
1	**Examen de las Cultivas de Mastitis**			***Lechería***	***BrooksCo***			**Choose Language/Selecciona Idioma**	Español
2	**Fecha**	**ID**	**Cuarto**	**Resultado de la Lechería**	**Resultado del Laboratorio**	**Commentario**			
3	12/1/20	19136	RF	No growth	No growth	1+			
4	12/3/20	17239	LR	Gram +	Gram +				
5	12/1/20	4682	LF	Gram +	Gram +				
6	12/5/20	13799	RR	No growth	No growth	1+			
7	12/13/20	19675	RF	No growth	No growth				
8	12/16/20	18357	RF	Not Recorded in System	No growth				
9	12/4/20	19562	LF	Gram +	Gram +				
10	12/8/20	3070	RR	Gram +	Gram +				
11	12/9/20	19108	LR	Gram +	Gram +				
12	12/10/20	19220	RF	No growth	No growth	1+			
13									
14				**Resultado del Examen:** 9/10					
15									

On-Farm Testing: Mastitis Culturing

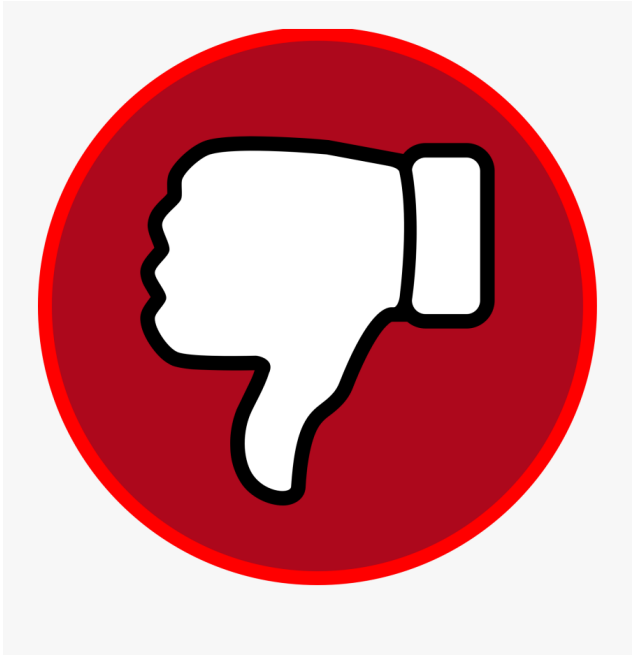
- Checks and Balances – Mastitis Culturing Quiz

Examen de las Cultivas de Mastitis — *Lechería*

Fecha	ID	Cuarto	Resultado de la Lechería	Resultado del Laboratorio	Commentario
12/24/20	29136	RF	Contaminated	No growth	1+
12/28/20	27239	LR	No growth	Gram +	
12/30/20	4682	LF	Gram +	Gram +	
12/1/20	23799	RR	No growth	No growth	1+
1/1/21	29675	RF	No growth	No growth	
12/26/20	28357	RF	Not Recorded in System	No growth	
12/28/20	29562	LF	Gram +	No growth	
12/29/20	203070	RR	Gram +	Gram +	
12/26/20	29108	LR	Contaminated	Gram +	
12/25/20	29220	RF	No growth	No growth	1+

Resultado del Examen: 5/10

Choose Language/Selecciona Idioma: Español



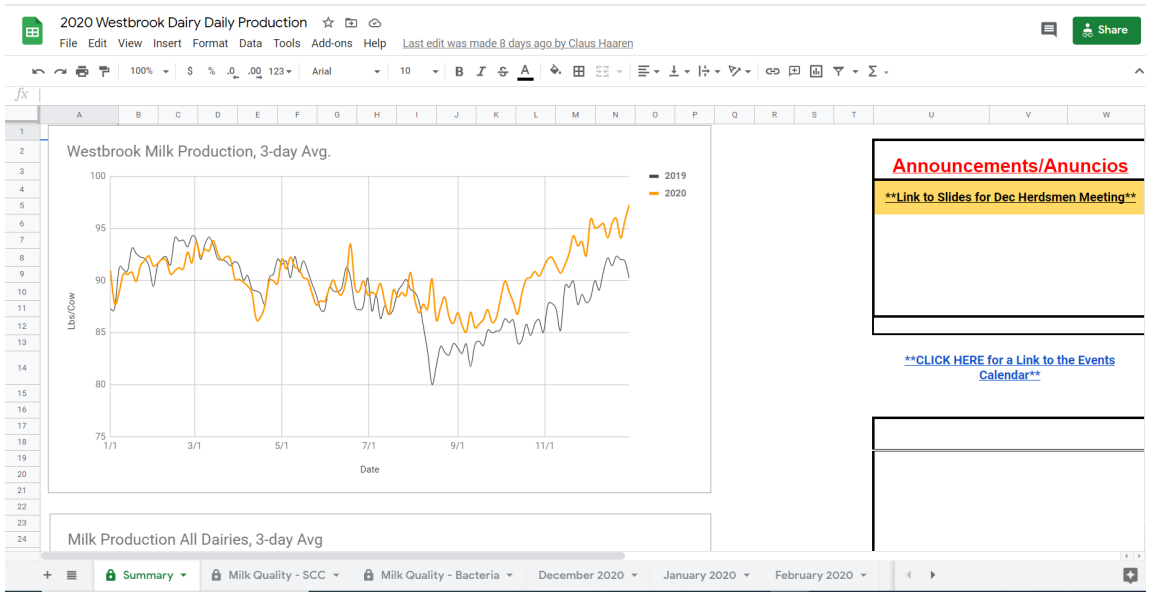
On-Farm Testing: Mastitis Culturing

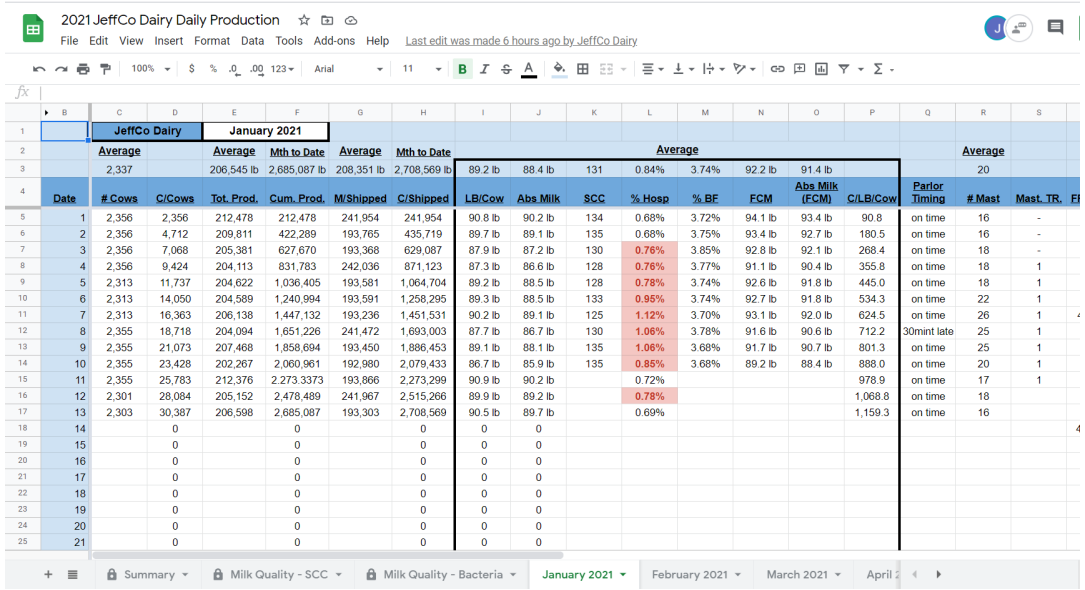
- Again, *excellent* opportunity to involve your herd veterinarian
- Percent no growths can be high (30-50%). Can be normal, but also can be other things: Improper sample collection, improper plating, high or low incubator temperature.
- If employees are performing, work with your veterinarian to set clear guidelines for what is a no growth, what is a contaminated sample, etc.
- In the Southeast, highly recommend culturing for *Prototheca* on every mastitis case.

Additional Reporting Tools

Somatic Cell Count, Bacteria Counts, % Hospital

Google Sheets



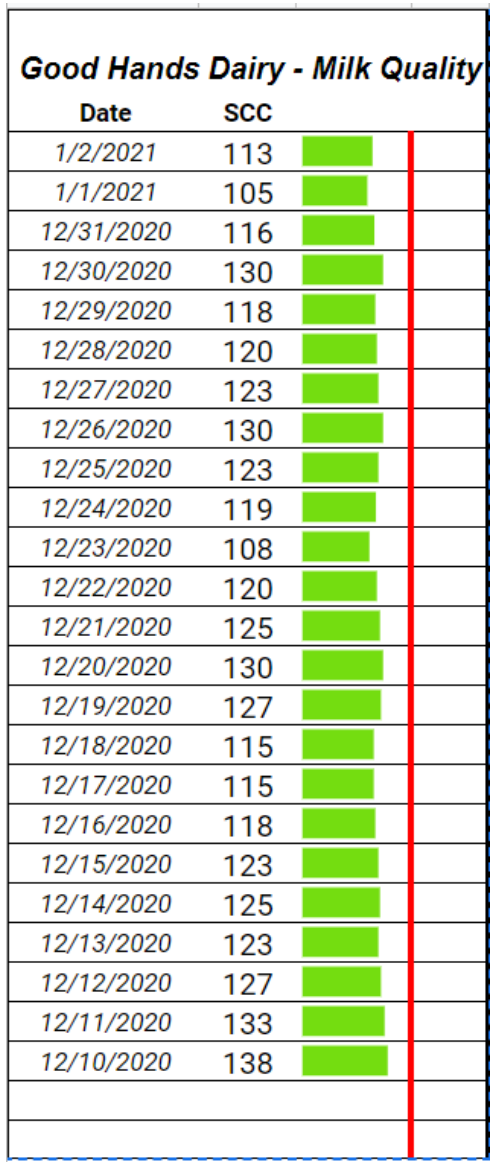


	Date	# Cows	C/Cows	Tot. Prod.	Cum. Prod.	M/Shipped	C/Shipped	LB/Cow	Abs Milk	SCC	% Hosp	% BF	FCM	Abs Milk (FCM)	C/LB/Cow	Parlor Timing	# Mast	Mast. TR.
	Average		Average	Mth to Date	Average	Mth to Date	Average										Average	
		2,337		206,545 lb	2,685,087 lb	208,351 lb	2,708,569 lb	89.2 lb	88.4 lb	131	0.84%	3.74%	92.2 lb	91.4 lb			20	
5	1	2,356	2,356	212,478	212,478	241,954	241,954	90.8 lb	90.2 lb	134	0.68%	3.72%	94.1 lb	93.4 lb	90.8	on time	16	-
6	2	2,356	4,712	209,811	422,289	193,765	435,719	89.7 lb	89.1 lb	135	0.68%	3.75%	93.4 lb	92.7 lb	180.5	on time	16	-
7	3	2,356	7,068	205,381	627,670	193,368	629,087	87.9 lb	87.2 lb	130	0.76%	3.85%	92.8 lb	92.1 lb	268.4	on time	18	-
8	4	2,356	9,424	204,113	831,783	242,036	871,123	87.3 lb	86.6 lb	128	0.76%	3.77%	91.1 lb	90.4 lb	355.8	on time	18	1
9	5	2,313	11,737	204,622	1,036,405	193,581	1,064,704	89.2 lb	88.5 lb	128	0.78%	3.74%	92.6 lb	91.8 lb	445.0	on time	18	1
10	6	2,313	14,050	204,589	1,240,994	193,591	1,258,295	89.3 lb	88.5 lb	133	0.95%	3.74%	92.7 lb	91.8 lb	534.3	on time	22	1
11	7	2,313	16,363	206,138	1,447,132	193,236	1,451,531	90.2 lb	89.1 lb	125	1.12%	3.70%	93.1 lb	92.0 lb	624.5	on time	26	1
12	8	2,355	18,718	204,094	1,651,226	241,472	1,693,003	87.7 lb	86.7 lb	130	1.06%	3.78%	91.6 lb	90.6 lb	712.2	30mint late	25	1
13	9	2,355	21,073	207,468	1,858,694	193,450	1,886,453	89.1 lb	88.1 lb	135	1.06%	3.68%	91.7 lb	90.7 lb	801.3	on time	25	1
14	10	2,355	23,428	202,267	2,060,961	192,980	2,079,433	86.7 lb	85.9 lb	135	0.85%	3.68%	89.2 lb	88.4 lb	888.0	on time	20	1
15	11	2,355	25,783	212,376	2.273.3373	193,866	2,273,299	90.9 lb	90.2 lb		0.72%				978.9	on time	17	1
16	12	2,301	28,084	205,152	2,478,489	241,967	2,515,266	89.9 lb	89.2 lb		0.78%				1,068.8	on time	18	
17	13	2,303	30,387	206,598	2,685,087	193,303	2,708,569	90.5 lb	89.7 lb		0.69%				1,159.3	on time	16	
18	14		0		0		0	0	0									
19	15		0		0		0	0	0									
20	16		0		0		0	0	0									
21	17		0		0		0	0	0									
22	18		0		0		0	0	0									
23	19		0		0		0	0	0									
24	20		0		0		0	0	0									
25	21		0		0		0	0	0									

Additional Reporting Tools

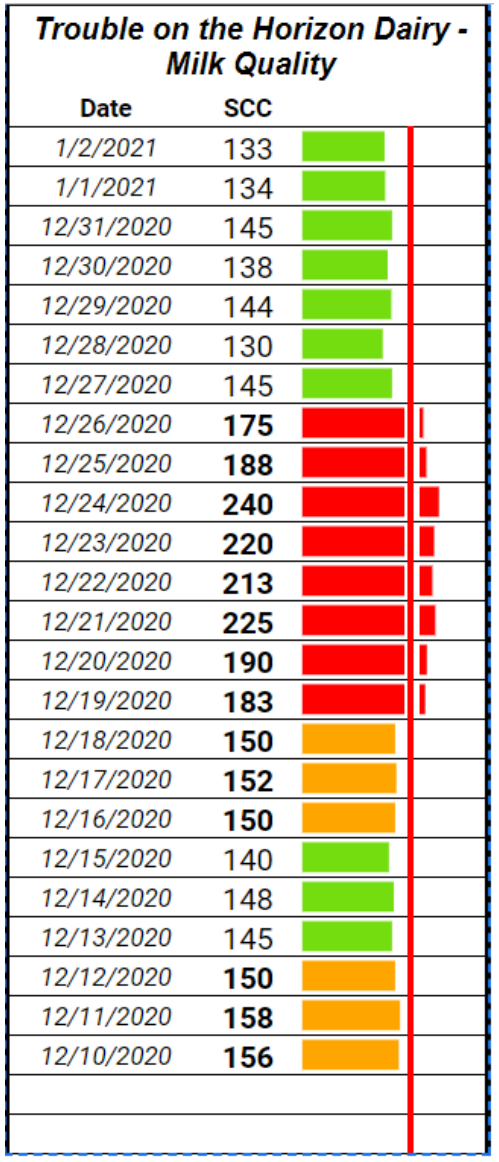
Somatic Cell Count

- Can report daily averages or tank averages
- Key is looking at trend over time
- Color coded to show good and bad
- Excellent feedback for employees



Good Hands Dairy - Milk Quality

Date	SCC
1/2/2021	113
1/1/2021	105
12/31/2020	116
12/30/2020	130
12/29/2020	118
12/28/2020	120
12/27/2020	123
12/26/2020	130
12/25/2020	123
12/24/2020	119
12/23/2020	108
12/22/2020	120
12/21/2020	125
12/20/2020	130
12/19/2020	127
12/18/2020	115
12/17/2020	115
12/16/2020	118
12/15/2020	123
12/14/2020	125
12/13/2020	123
12/12/2020	127
12/11/2020	133
12/10/2020	138



Trouble on the Horizon Dairy - Milk Quality

Date	SCC
1/2/2021	133
1/1/2021	134
12/31/2020	145
12/30/2020	138
12/29/2020	144
12/28/2020	130
12/27/2020	145
12/26/2020	**175**
12/25/2020	**188**
12/24/2020	**240**
12/23/2020	**220**
12/22/2020	**213**
12/21/2020	**225**
12/20/2020	**190**
12/19/2020	**183**
12/18/2020	**150**
12/17/2020	**152**
12/16/2020	**150**
12/15/2020	140
12/14/2020	148
12/13/2020	145
12/12/2020	**150**
12/11/2020	**158**
12/10/2020	**156**

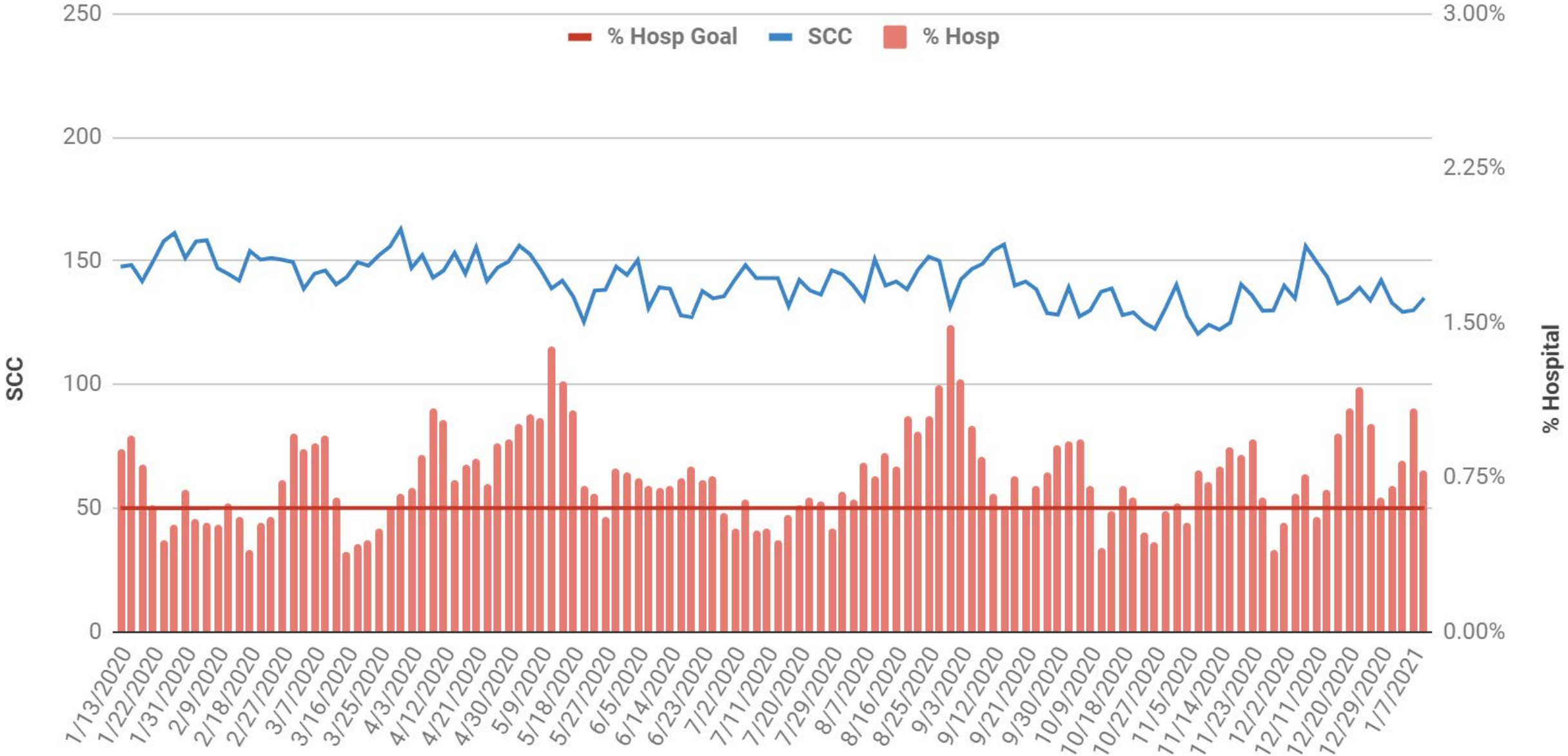
Additional Reporting Tools

Bacteria Counts

- Easy to quickly scan through and find high counts
- Again, color coded to identify good and bad
- Nice for parlor managers

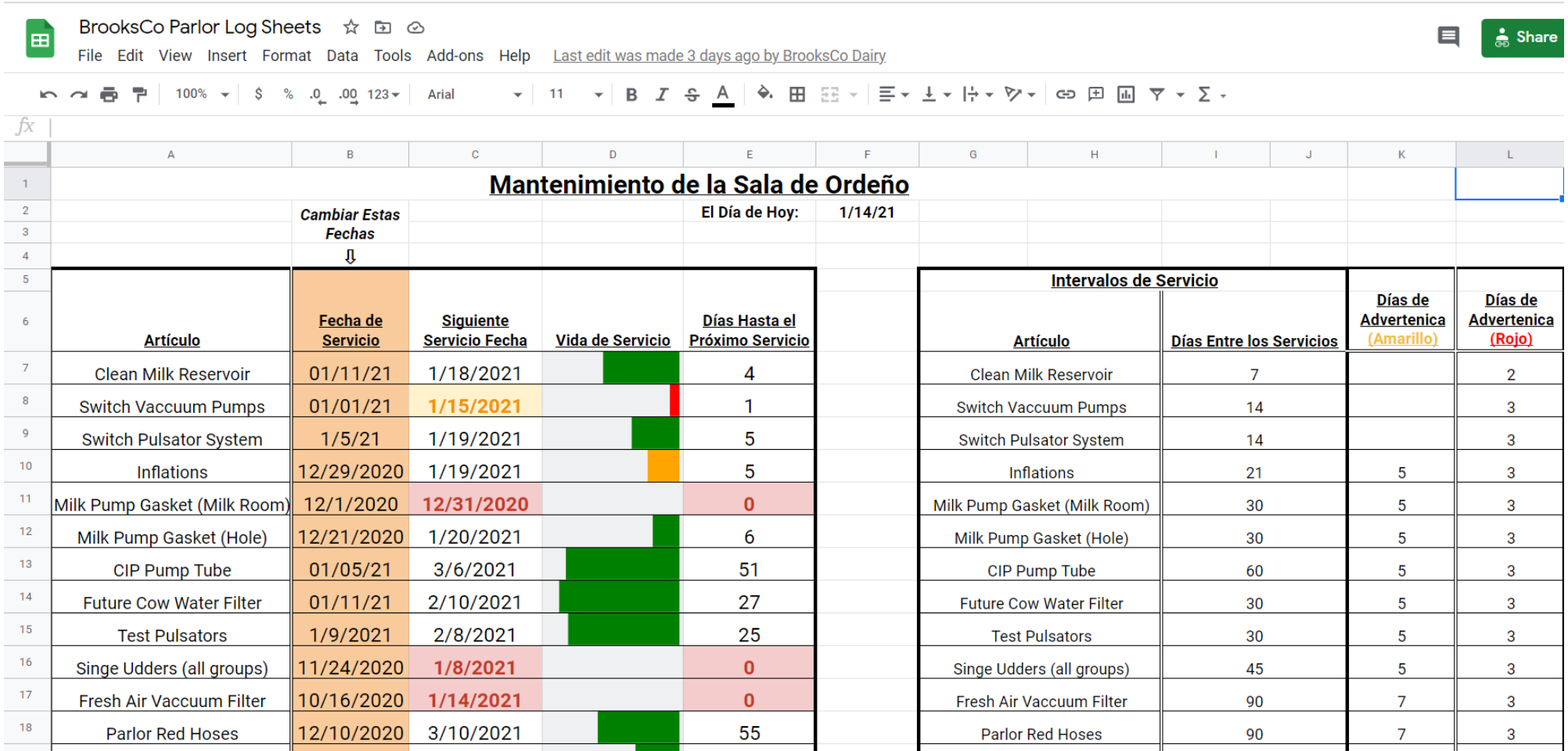
Date	SPC	PI	LPC
1/11/2021			
1/10/2021			
1/9/2021	1,000	1,000	150
1/8/2021	1,750	1,250	158
1/7/2021			
1/6/2021	9,000	25,000	220
1/5/2021	1,600	2,200	120
1/4/2021			
1/3/2021	2,000	2,500	190
1/2/2021	1,600	2,400	270
1/1/2021			
12/31/2020			
12/30/2020			
12/29/2020			
12/28/2020	2,000	3,000	180
12/27/2020	1,600	1,800	124
12/26/2020			
12/25/2020	1,333	3,333	103
12/24/2020	1,800	2,600	124
12/23/2020			
12/22/2020	1,500	2,000	

Milk Quality, 3-day Avg.



Additional Reporting Tools

- Log sheet for Parlor Maintenance



BrooksCo Parlor Log Sheets

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Mantenimiento de la Sala de Ordeño

Cambiar Estas Fechas ⇩

El Día de Hoy: 1/14/21

Artículo	Fecha de Servicio	Siguiente Servicio Fecha	Vida de Servicio	Días Hasta el Próximo Servicio
Clean Milk Reservoir	01/11/21	1/18/2021		4
Switch Vaccuum Pumps	01/01/21	1/15/2021		1
Switch Pulsator System	1/5/21	1/19/2021		5
Inflations	12/29/2020	1/19/2021		5
Milk Pump Gasket (Milk Room)	12/1/2020	12/31/2020		0
Milk Pump Gasket (Hole)	12/21/2020	1/20/2021		6
CIP Pump Tube	01/05/21	3/6/2021		51
Future Cow Water Filter	01/11/21	2/10/2021		27
Test Pulsators	1/9/2021	2/8/2021		25
Singe Udders (all groups)	11/24/2020	1/8/2021		0
Fresh Air Vaccuum Filter	10/16/2020	1/14/2021		0
Parlor Red Hoses	12/10/2020	3/10/2021		55

Intervalos de Servicio

Artículo	Días Entre los Servicios	Días de Advertenica (Amarillo)	Días de Advertenica (Rojo)
Clean Milk Reservoir	7		2
Switch Vaccuum Pumps	14		3
Switch Pulsator System	14		3
Inflations	21	5	3
Milk Pump Gasket (Milk Room)	30	5	3
Milk Pump Gasket (Hole)	30	5	3
CIP Pump Tube	60	5	3
Future Cow Water Filter	30	5	3
Test Pulsators	30	5	3
Singe Udders (all groups)	45	5	3
Fresh Air Vaccuum Filter	90	7	3
Parlor Red Hoses	90	7	3

Thanks for your attention!

Sometimes pictures can tell the whole story