Dairy Diagnostics

Since its introduction, animal health diagnostic testing has rapidly grown as a valuable resource for hundreds of dairy producers. In 2015, AgSource processed just over 16,000 DG29™ blood pregnancy samples alone! Fast and accurate, more and more members are trying out AgSource’s diagnostic services.

“Diagnostic testing can really help members learn more about their cows and dig deeper into better herd management,” notes Erin Berger, Director of Outreach, Training and Sales Support. “It's just an easy, non-invasive way to test the health and status of your animals.”

Convenient and cost effective, diagnostic tests can help pinpoint sick animals or fine-tune udder health management. Johne’s, leukosis, milk pregnancy and DNA-based Easy Mastitis tests can all utilize preserved milk samples taken on test day. This means no need to bother cows in their pen. Members can also take advantage of cost-saving volume discounts and test-bundle packages.

Selling or buying cows? Utilize the Total Cow Care Package, ideal for herd dispersals, new purchases and dry off, which includes Milk Pregnancy, Johne’s and Complete 16 Panel Easy Mastitis Test. For more information, visit [www.AgSource.com/Diagnostics](http://www.AgSource.com/Diagnostics) or contact your local field technician.

AgSource’s Dairy Diagnostic Services Include:

- **Milk Pregnancy** – no stress way to learn if she’s pregnant or open, as soon as 28 days post breeding and 60 days post calving (ewes and does as early as 28 days post breeding).

- **DG29 Blood Pregnancy** – use on heifers as soon as 29 days post breeding, and 90 days post calving (ewes and does as early as 35 days post breeding).

- **Leukosis Milk Test** – undetected, this disease reduces reproductive efficiency and milk production and, if present, can bar export of animals and embryos and result in condemned cull cow carcasses.

- **Johne’s Milk or Blood Test** – This disease is costly and prevalent. Testing is the only way to contain the spread and eradicate it from your herd.

- **Easy Mastitis Milk Test** (Contagious 3 Panel) Learn if Staph, Strep or Myco are at the root of your SCC problems. This test identifies the pathogen responsible, dead or alive.

- **Easy Mastitis Milk Test** (Complete 16 Panel) Expanded panel uses same DNA based technology to identify the Contagious 3 mentioned above, plus commonly occurring environmental pathogens that cause infection as well as the beta-lactamase (penicillin resistance gene). Know what you’re dealing with and treat accordingly.
AgSource Laboratories – Ellsworth Prepares For New Location

AgSource is pleased to announce its Ellsworth, Iowa, laboratory facility is relocating to a brand new building. AgSource will remain in Ellsworth, but move to a larger, 15,000 square foot, fully integrated facility.

“We are very excited about this move! The new building will enable us to more efficiently serve customers’ needs,” notes Steve Frack, AgSource Laboratories Vice President, Laboratory Operations. “It’s a big step forward, moving us toward our mission of providing timely, accurate, independent laboratory results.”

Consolidating all functions under one roof will streamline the sample process, from shipping and receiving to drying, grinding and sample preparation, as well as actual laboratory analysis and reporting.

“We have the luxury of designing the laboratory layout ourselves, which means we will be improving work flow for both the agricultural testing side and also the water and environmental testing labs,” shares Frack. “This also gives us the benefit of expanding scope of our services, being better prepared to grow sample volume and add new analyses over time.”

AgSource Laboratories is working in partnership with the City of Ellsworth and Ellsworth Development Group, which includes representatives from Midland Power Cooperative, Ellsworth Cooperative Telephone Association and Corn Belt Power Cooperative. The laboratory is being built by Jensen Builders, LTD of Fort Dodge and Des Moines.

“Remaining in Ellsworth is important to us,” explains AgSource COO Pat Baier. “We are committed to our employees, our customers and the community, and we greatly value the support of community partners and the farming industry in the surrounding area.”

The new facility will be up and running prior to August 2016.

Livestock Water Testing

Clean water is essential to good animal health. Some contaminants, such as nitrates and bacteria, can have a direct negative effect on animal health. Minerals, compounds and suspended or dissolved solids can adversely affect drinking water also.

AgSource’s Livestock suitability test package includes TDS, pH, Chloride, Nitrate, Calcium, Copper, Hardness, Iron, Magnesium, Manganese, Potassium, Sodium, Sulfate and Zinc.

For more information, contact AgSource Laboratories directly by phone 715.898.1402 or by email at marshfield@agsource.com.

To order your water sampling supplies, contact the laboratory or visit http://tinyurl.com/AgSourceWater.
AgSource is now marketing RumiLife Electrolyte M nutritional supplement, a ready-to-use oral electrolyte specifically formulated for mature dairy and beef cattle.

This product helps maintain normal hydration, electrolyte balance and dry matter intake during periods of stress. Designed to drive water intake, the potassium-packed electrolyte will help cattle stay on track to beat the heat or other stress-induced situations. The product is highly palatable and includes dextrose, sucrose and lactose for added energy.

“With summer soon approaching, the RumiLife Electrolyte M supplement is a great way to help ensure producers’ bottom lines won’t suffer due to heat stress in cattle,” states Angie Coburn, AgSource VP of DHI Operations. “This nutritional supplement can be used to help cattle maintain their feed intake and normal activity levels in stressed situations.”

RumiLife Electrolyte M is a versatile product. It can be added to a drench for sick, fresh or dehydrated cows, added into a total mixed ration, top dressed onto feed or added directly to water tanks during times of heat stress and before/after transport.

To buy now, talk to your DHI Field Technician or AgSource Representative or call 800.236.4995 for more information on these products or other services offered by AgSource.

**MyAgSource™**

Now Available in Three Options!

Ever wish you could look at herd data on your phone while standing behind the cows? You can! Access your management information online with MyAgSource’s Core, Choice or Complete options.

- **Available Anywhere, Anytime**
- **Benchmark Your Herd**
- **Easy Searches and Sorting Functions**

**Core: Free**

Essential animal data for your everyday needs, including individual cow lookup, laboratory diagnostic results, a herd performance overview comparing current test to previous test as well as bulk tank contribution.

**Choice: Pay for the reports you choose + $15 per month**

Includes basic features described above, a customized selection of herd management reports, the ability to compare your herd’s metrics to other AgSource herds using the customizable benchmarking feature and access to historical reports.

**Complete: $30 per month plus $.35/cow with a max of $350**

Unleash the full power of your cow and herd records with this version. ALL of your data, current and historical, is at your fingertips.

Test Drive Today!

**STRESSED CATTLE?**

Feed RumiLife™ Electrolyte M™

**COOLEST DEALS OF THE SUMMER!**

- **Purchase CRI Calf Coats for $28**
  while supplies last!

- **Buy two boxes of RumiLife™ Electrolyte M™**
  and receive one box of 16 pouches of NuLife® Oral Electrolytes FREE!

Specials run until August 31, 2016

Contact your representative for more information.
Siemers Selected for CRI Scholarship

Congratulations to Jordan Siemers of Newton, Wis., on earning a 2016 CRI Collegiate Scholarship. Jordan is one of four students chosen for the $750 award, which is to be applied to their college educations.

Siemers is the son of Dan and Janina Siemers, members of Eastern Wisconsin DHIC. He applies his agricultural experiences at Siemers Holsteins while pursuing a degree in animal science with a dairy management concentration from Cornell University.

The other scholarship winners included Laura Jensen of Comstock, Wisconsin; Lars Schilderink of Hart, Texas; and Stetson Ellingson of St. Anthony, North Dakota. For the full article, visit www.agsource.com > News.

See you at Farm Tech Days!

New this year, AgSource Laboratories will have a booth at Farm Technology Days! Visit AgSource Dairy and AgSource Laboratories to ask about your herd, learn more about NMP or GPS soil sampling or test drive MyAgSource with your herd info. See you there!

2016 Wisconsin Farm Technology Days
Snudden Farms, Lake Geneva, Wis.
July 19, 20 & 21
Booths A001 and A002

$500 Certificate Winners Announced!

This spring, every member attending a membership appreciation event was automatically entered in a drawing for a $500 gift certificate, good for soil, plant tissue and manure testing or NMP services from AgSource Laboratories in Bonduel, Wis. Congratulations to the following members:

- Nate Kliebenstein, Kliebenstein Dairy, Darlington, Wis., Southern Region
- Jon Dukelow, Dukestead Acres, Inc., Abbotsford, Wis., Central Region
- Kevin and Dave Jagiello, Jagiello Farms & Trucking, Lena, Wis., Northeast Region
- Steve & Krista Luhmann, Mazeppa, Minn., Northwest Region

Rutaro Takes on International Role

Hamid Rutaro, Regional Sales Manager of AgSource’s Northwest Region since September of 2013, has accepted a new role within CRI. Starting July 5, he will become an International Regional Sales Manager, covering Africa, Europe and the Middle East for Cooperative Resource International. Originally from Uganda, Rutaro holds a Bachelor of Veterinary Medicine Degree from Makerere University in Kampala, Uganda, and recently earned a Master of Agribusiness Management Degree from Kansas State University. He started his career as a DHI technician with AgSource in 2006. In 2008 he completed Genex’s AI and Reproductive Management course and became a joint employee of AgSource and Genex, serving as a DHI Service Representative and Area Program Consultant in Southern Wisconsin. Most recently, Rutaro assisted with AgSource’s expansion of DHI services in Colorado. Until his replacement is hired, questions may be directed to Tom DeMuth, Bob Ranallo or Dawn Owens.