

## IMPROVING MILK QUALITY



### Milk Quality through Bulk Tank Management

#### A bulk tank sample can give us:

- A general overview of current herd health
  - Evaluate what Mastitis pathogens are evident (contagious and environmental bacteria) by running a Bulk Tank Analysis/Culture
- Status of Zoonotic diseases (Johne's)
- Presence of viruses (BVD)
- Several milk quality counts (SCC, SPC, LPC, PIC)



#### Who should do a Bulk Tank Analysis\*?

- Anyone who is not happy with their SCC or milk premiums
- Anyone having persistently high bacterial counts
- Persistently appearing Mastitis
- Timely Mycoplasma screen
- Purchasing a whole herd
- Purchasing replacement heifers or cows
- Monitoring herd after expansion
- Monitoring herd after employee/management change

\*Generally, good thing to do every 3-4 months

#### Who should screen their Bulk Tank for BVD or Johne's?

- Anyone not currently testing individual cows or calves
- Anyone purchasing replacement heifers, cows or a whole herd
- Monitoring herd after expansion

### Milk Quality through Individual Culturing

#### Individual Culturing can give us:

- An in-depth look at individual cow health
- Identify what mastitis pathogens are present (contagious and environmental bacteria)

#### Who should do Individual Culturing?

- Anyone concerned with an individual cow's performance
- Issues with persistently appearing mastitis
- Purchasing individual cows
- Wanting to identify bacteria present before treatment
  - Will improve outcome
  - Reduced unneeded or incorrect treatment



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### Milk Quality Assessment through Armor

#### Parlor & Milker Assessment

- Review of SCC, bacterial and pathogenic counts
- Streamline prep procedure and timing
- Evaluate milker performance
- Guidance on increasing efficiency

#### Teat Condition Scoring/Udder Hygiene

- Identify causative agent of teat end conditions
- Establish baseline for teat end conditions

#### Cleaning System Analysis

- Measure chemical usage rates
- Analyze chemical and water composition
- Provide tips to decrease costs by increasing efficiency of chemical usage and products



### Meet Armor's Milk Quality Professionals -

#### Dr. Armon Hetzel - Professional Services Veterinarian/Milk Quality Professional



Upon receiving his DVM from the Kansas State University in 1978, Dr. Hetzel practiced at the St. Croix Valley Veterinary Clinic for 33 years. He is involved in a range of veterinary organizations including the American Veterinary Medical Association.

Dr. Hetzel has been a member of the Armor Professional Services Veterinarian team since 2011 and contributes his expertise in bovine medicine, surgery, and knowledge of computer programs such as Dairy Comp 305 and PC dart to analyze the health of dairy herds.

#### Leslie Gravatt - Veterinary Relations Manager



Leslie joined Armor in 2011 after working 14 years at a vet clinic Northwest of the Twin Cities. She graduated from the University of Minnesota with a Bachelor of Science degree in Animal Science with an Animal Production emphasis.

In her new role, Leslie is excited to meet producers, spend more time on-farm and help producers find solutions. Leslie will also assist Armor Veterinarians and Sales Teams by providing educational consults and complete on-farm wash-up analysis as well as conduct parlor evaluations.

For more information contact:  
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