

Quality Milk Management Services

Milk Quality and Recording Services for the Progressive Dairy Farmer

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Welcome to QMMS

About Us

'where quality counts'

We are a small family company, focused on the dairy industry, offering laboratory and consultancy services to a range of clients from dairy farmers to multinational companies. We benefit from over 100 years combined experience in the dairy sector and are also involved at the 'cutting edge' of mastitis research and the application of the latest findings on-farm. We have an uncompromising approach to quality, adopted from a firm research base.

QMMS has a dedicated team of personnel, which includes specialist veterinary surgeons, bacteriologists, skilled laboratory staff as well as research assistants. Familiarity with farming and the industry as well as speaking to the same person ensures any query can be dealt with rapidly and to your satisfaction.

Our Philosophy

'more than just numbers'

Our philosophy is to deliver a cost effective service centred on 'adding value' to the milk recording and bacteriology data we produce. We are firmly committed to providing appropriate unbiased advice and are acutely aware of the key management decisions that need to be made on the basis of our analyses.

About Our Clients

'big enough to cope - small enough to care!'

Our clients are many and varied including conventional and organic farmers, veterinary surgeons, cooperatives, processors, universities and large multi-national pharmaceutical companies. All of our customers are valued from the smallest to the largest and we pride ourselves on fulfilling our clients' needs, irrespective of whether they are a small family business or a pharmaceutical giant.

Our farm clients range from smaller herds of less than 50, to very large herds of over 1,000 cows on a mixture of systems from pasture-based, seasonal calving herds to intensive, high yielding herds. Our services cater for herds on aligned contracts, herds wishing to do 'essential' sampling, and herds requiring pedigree recording.

Our Services



Milk Recording

As well as performing *ad hoc* milk testing (butterfat, protein, lactose, somatic cell count and non-protein nitrogen (urea)) we offer a DIY milk recording service that can be tailored to your specific needs. All analyses are performed according to the guidelines of the International Committee of Animal Recording (ICAR) of which QMMS Ltd is a 'Full Member'. Our milk recording has been audited and has achieved the ICAR Certificate of Quality. Our milk recording service includes basic on-farm management software at no additional cost (Software developed by SUM-IT Computer Systems to QMMS Specifications).

Key facts about our milk recording services are listed below:

- Different service levels from *ad hoc* testing to a full milk recording service
- Factored recording available
- On-farm management software **included** in the price
- Powerful management reports, adding value to your data, delivered direct to your desktop
- Compatible with existing software
- Cost effective and competitively priced
- Backed by RCVS Recognised Specialist veterinary advice
- Accredited by ICAR (ICAR Certificate of Quality)
- Eligible for inclusion in your pedigree records



Widely Compatible

Our services are compatible with a range of on-farm software including (but not limited to):

- SUM-IT Total
- Dairymate
- Uniform Agri
- Interherd
- Farm Wizard
- Computing for Farming
- GEA Dairy Plan C21
- Other parlours via 3rd party link

Our services are also compatible with all the major supermarket contracts, Breeding + and pedigree recording.

Pregnancy Diagnosis

Milk recording samples can also be processed for Pregnancy Associated Glycoprotein (PAG), a reliable early indicator of pregnancy in dairy cows. Samples can be selected from those submitted for routine milk recording to complement the routine fertility work offered by your veterinary surgeon and to confirm PD+ status in cows that are approaching drying-off.



QMMS Milk Recording

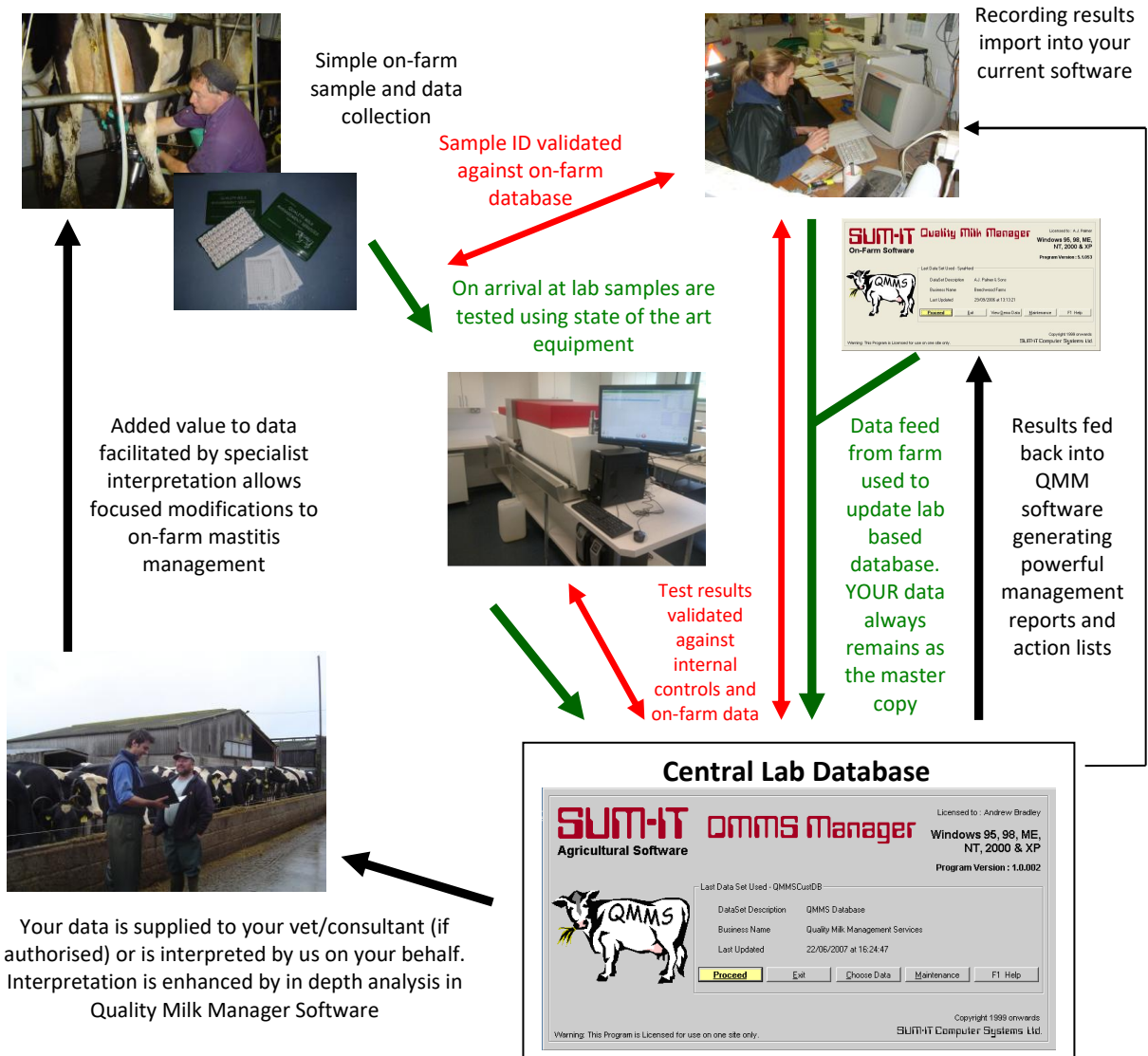
Introduction

The QMMS milk recording service is designed to be flexible and to have the least possible impact on your regular routine. To this end we minimise the need for you to sort and process samples as well as offering factored recording at **no** additional cost. Our milk recording process is optimised to reduce the risk of systematic errors and will deliver accurate reliable results to your desktop within hours of arrival at the lab. We are committed to customer satisfaction and to guaranteeing the quality of your results. To this end, our facility and process is transparent and open to your scrutiny.

Our milk recording service is DIY and includes free on-farm management software (powered by SUM-IT Software Systems). This allows you to take 'ownership' of the milk recording process thereby enhancing the 'security' and reliability of your results as well as giving you access to up to date farm management information. We have the ability to communicate with a number of existing software packages – please phone for details.

The Process

The flow diagram below illustrates our seamless, fully integrated milk recording process:



Quality Milk Manager Software

Powered by



Introduction

Developed in collaboration with SUM-IT Computer Systems, the Quality Milk Manager Software provides a basic on-farm herd management tool and also a vehicle for viewing and interpreting your milk recording results (alongside your current software if appropriate). The key features of the software are outlined below.

EASY to USE data capture and individual cow management interface

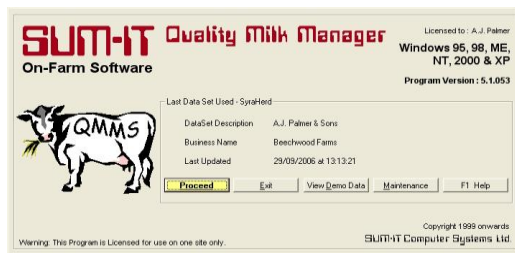
Number of Animals	Total	Yearstock	Heifers	Cows	Head Size
100	100	20	20	100	140

HERD LIST

- ✓ View individual animal details
- ✓ Latest fertility events
- ✓ Current pregnancy status
- ✓ Due date
- ✓ Calving Index

Easy to use

Spend time with your cows NOT with your computer!!!



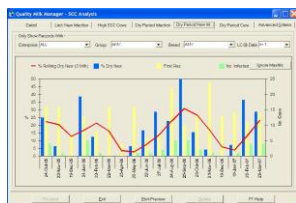
Nothing extra to pay Integrated into the cost of your milk-recording

Optional upgrade path to integrate with the 'Total' suite of on-farm software

ELECTRONIC DIARY

- ✓ Farm Diary Function
- ✓ Action lists
 - ✓ Cows due to
 - ✓ Dry off
 - ✓ Calve
 - ✓ Bull
- ✓ Personal reminders

Powerful Milk Quality Management Reports and Action Lists



Somatic Cell Count Reports
Unique SCC analysis providing powerful insights into intramammary infection on your farm.

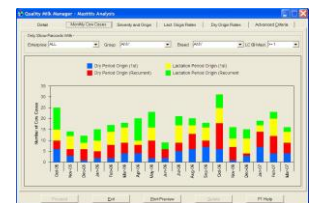
Individual Cow Somatic Cell Count Report
Reports each cow's current somatic cell count and yield as well as historic infection status from both this lactation and the last.

Udder Health Action List
A unique management report highlighting problem cows and pulling together all the information needed to make decisions about treatment of persistent intramammary infections. Other reports estimate likely cure rates following treatment

Herd Summary Report
A report collating your key milk quality and fertility information into one user friendly summary report.



Drying Off List
Confirms individual cow's fertility status, and lists relevant historic somatic cell count and clinical mastitis history. Lists treatment options according to preset criteria agreed between you and your vet.



Clinical Mastitis Reports
Novel clinical mastitis reports indicating likely origin of infection. Monitoring of cure rates.

Monthly Cow Performance Summary
Individual cow summary of this month's recording and of lactation to date. Concurrent reporting of udder infection status and current fertility status.

Calving Monitor
Reports historic and predicted calving patterns as well as providing a list of cows due to calve



QMMS Milk Recording - FAQs

Why milk record?

Motivation for milk recording varies greatly from farm to farm, ranging from the desire for genetic improvement in pedigree herds to the need for more detailed management information, which can be crucial in some of the large dairy herds of today. A philosophy of QMMS is to add value to the milk recording process, by helping farmers interpret the data, whilst still fulfilling the needs of the pedigree breeder.

Is QMMS' milk recording data eligible for pedigree purposes?

Yes - We are 'Full Members' of ICAR (International Committee for Animal Recording) and hold the highest level of ICAR Accreditation – 'The Certificate of Quality'. All aspects of our milk recording service are performed to ICAR guidelines. (Please note pedigree recording may incur some additional charges).

Is QMMS' milk recording suitable for herds on aligned contracts?

Yes - We work with all of the major supermarkets and other organizations to ensure your data gets to the appropriate central databases.

Do I need to sort all my samples into cow number order?

No, we actually discourage this practice as it leads to the potential introduction of systematic errors into the milk recording process.

How do samples get to the laboratory?

Once you phone us to confirm when the samples will be ready, we will arrange courier collection; samples are then delivered to us the next working day. You can of course deliver your own samples (and save on the courier costs) if you so wish.

How long does it take for me to get my results?

If all supporting data has been received in good time it is unusual for milk recording results not to be dispatched on the same day as arrival at the laboratory.

Do you provide paper reports?

Our service is designed to be paperless with all data traveling electronically. However, paper reports can be provided if required (at a small additional cost).

Do you tell me when I have to record?

Our system is designed to be flexible – we will remind you, but you are in control and have 'ownership' of the milk recording process. However, if undertaking recording for pedigree purposes some restrictions apply.

All this extra data analysis and on-farm software sounds expensive?

Our prices are very competitive due to the low overhead structure of our business. We operate a philosophy of 'user pays' – you only pay for the services you utilise - we do not cross subsidise.

Do I have to collect milk samples from each milking?

No, we offer a factored milk recording service at no additional cost.

How do I pay?

You only pay for the tests performed, no more - no less. We invoice monthly and offer substantial regular recording discounts linked to prompt payment.

Can I use my cell count results to make decisions about selective dry cow therapy in my herd?

Yes, QMMS results include a drying-off list if data is submitted from on-farm software. The last 3 cell counts are presented alongside a recommendation for each cow, either 'cure' (*i.e.* is likely to require antibiotic dry cow therapy) or 'prevention' (*i.e.* should be considered for internal teat sealant only). Results should be discussed with your own veterinary surgeon who has access to more powerful analytical and diagnostic tools through our TotalVet software.



Testimonials

“The service is totally flexible, I record when it suits me and I can choose from a range of testing options. The service is second to none being personal, efficient and quick, results are often back within 36 hours of sample collection. The cost is very competitive and I only pay for what I choose and the results are backed up with software and expertise. Overall, QMMS care about my herd health and my business needs.”

Paul Eggleston, 400 cows (Leicestershire)

“We have been milk recording with QMMS for several years and cannot fault the service we have received. The QMMS team is always friendly and willing to help in any way they can. They not only provide us with reliable milk recording results but also offer fantastic mastitis control advice. Their speedy service is second to none and we cannot recommend them enough.”

Nick and Lucy Tyler, 600 cows (Wiltshire)

“We have been very impressed with the standard of service provided by QMMS. Using QMMS means we can be more flexible on recording date and as we use our own staff to carry out the sampling the process is much quicker because we know the cows so well. The sampling kits are delivered well in advance and the instructions are clear and easy to follow. Samples are picked up by courier after morning sampling and we have our results back by email the following afternoon. Data is supplied in a format that can be run on our existing on-farm software program as well as the QMMS report software supplied as part of the service. Using QMMS has not only allowed us to make a considerable saving in the cost of recording but has meant an improved service with direct and immediate access to staff at the head office who have made the switch in recording service very straightforward and simple. Having switched I don't know why we didn't do it sooner.”

Angela and Douglas Rhodes, 300 cows (Warwickshire)

“The novel management reports provide an invaluable insight into mastitis management on-farm”

Rob Clapp, 800 cows (Somerset)

“A cost effective rapid service - we've even had our results back in the same day!”

David Small, 280 cows (Somerset)

“A friendly service eager to please and readily available for advice!”

Alan Franks, 220 cows (Somerset)

“A fast flexible service that was tailored to meet my needs”

John Hembrow, 750 cows (Somerset)



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Don't follow the herd ...

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