



Date: December 2006

Since 2002 the number of cows recorded by CIS has continually increased, but this year our expectations have been more than met, with an extra 15,000 cows being recorded by us every month. This has mainly been achieved by new herds signing to use our services, but it can also be attributed to our average herd size growth, now standing at 151 cows per herd.

This expansion is exceptional and has allowed the CIS board to continue to hold prices.

The speed of growth goes hand in hand with the new services and management tools we have introduced as part of your service. To ensure that you are making the most of CIS services, I would like to take this opportunity to give you a brief overview of 2006's new enhancements and thank you for your support over the last year.

## Service Performance Graph

Fertility and conception rates of UK dairy cows continues to be a hot topic, but do you know the rate at which your cows hold in calf, and does it depend on the time of year?

With our web based graph you are able to look at specific times of the year and also pinpoint when conception rates were not at the optimum, allowing you to take steps to ensure that this not repeated.

## Online Medicine Book: **FREE SERVICE**

The amount of time spent keeping dairy records up to date can be extremely demanding. At CIS we understand that 'single entry, multiple use' is essential to save you both time and money.

Our latest addition to the web data entry is the online medicine book. When entering drug usage and illness through the web site, several reports are made available for both management and legislation.

We feel the key to the online medicine book is its integration with the rest of the system. For instance, by administrating dry cow therapy, the animal will automatically be marked as dry thus ending the lactation and saving you the double entry of data. The cow will also appear on your withdrawal report.

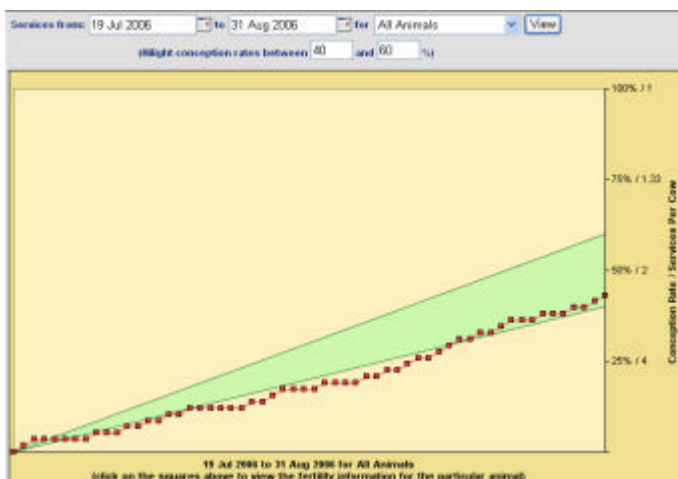
This service is free of charge to all our customers and, without any support charges, can prove to be a cost effective way of meeting legislation without the duplication.

## Disease Status

It seems you cannot pick up an agricultural publication at the moment, without seeing an article on BVD, Lepto, IBR or Johnes, but do you know the health status of your herd?

CIS have had a long working relationship with 'Biobest' who analyse milk samples for customers who are participating in the 'herdcare' monitoring scheme and working their way towards accreditation. Together we have now introduced a new service that allows you to find the prevalence of each disease within you herd and enable you to structure a plan for the future.

Four consecutive monthly bulk tank samples are taken. Once completed, results are sent to you with a full interpretation for you to discuss with your own vet. Ask us for details.

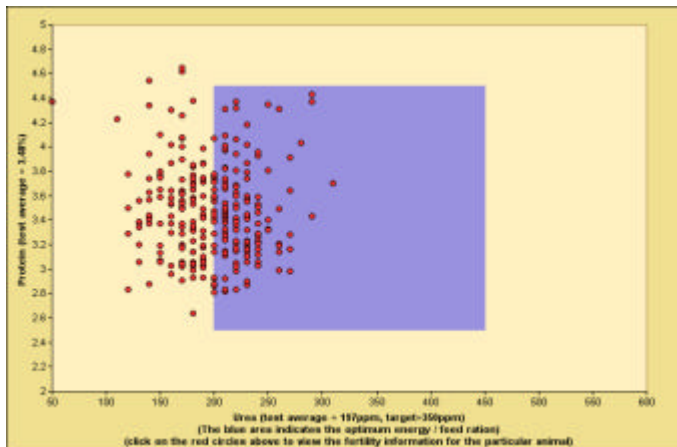


## Urea Analysis; **NEW FREE SERVICE**

New milk testing techniques together with web technology will bring instant individual cow and herd health and nutrition data to the you, your vet and nutrition advisor.

According to the latest report from Kingshay, milk urea levels are a key indicator of how well the present ration meets the cow's needs.

The results can be used to identify inefficient use of feeds and subsequent effects on yield, saving money and maintaining output. High levels of urea indicate surplus protein in the diet and could also indicate the cause of excessive weight loss leading to reduced fertility. On the other hand low levels of urea, typically seen when feeding low D-value grass silage or large quantities of maize silage, are quickly seen and yields can respond dramatically to a little more protein added to the diet.



The above graph illustrates a herd with mixed results, with the freshly calved cows having very low urea levels. This would not be reflected in the bulk tank result from your milk buyer, as you would only obtain the average.

This new service has recently won the AgriScot 'Product of the Year' award and is free of charge to all our milk recording customers. With the farmer's permission, all the results can be made easily available on the web in graphic form direct to their vet or feed advisor for regular monitoring. Log on now to [www.thecis.co.uk](http://www.thecis.co.uk) to view your results.

## Are you missing something?

CIS introduce services, but it is up to you the customer to decide what is right for you. Perhaps you could save time and money by using one or more of the following.

Factoring – 1 milk sample at each recording, with a choice of giving 24hr yields or factoring 1 yield to get a total - 25% reduction on recorder charges

Website – all the tools on the website are included in the price of your milk recording and flexible to your needs. Use it as a management system or just to view cell count results as soon as they are available - *have a look round the site, see if it's for you at [www.thecis.co.uk](http://www.thecis.co.uk)*

Text Message - register your mobile number with CIS and receive a text message as soon as your results are ready on the web – *saving valuable time*

Web Only – By viewing your results online, paper reports may become redundant! If you feel that this is the case, stop your paper reports and save 2p per cow per month.

COMPLETE – Do you have pedigree cows? Do you use type classification? Using independent mating tools? Or are you thinking about starting? *Remember Defra's latest valuation table values pedigree at over £400 more than non pedigree.*

If you answered yes to any of the above, COMPLETE could be for you, as for a single fee per cow per month, you are entitled to the full CIS milk recording service, all pedigree registrations and two type classification visits per year!

If you feel that you are not taking advantage of the CIS services on offer, please speak to your Area Manager or contact the office on 01923 695 319.

Finally on behalf of all at CIS, may I wish you a Merry Christmas and a Prosperous New Year and, again, thank you for your support during 2006.