

QUALITY COUNTS

USEFUL INFORMATION FOR IMPROVING YOUR DAIRY OPERATION FROM ECOLAB.
FEBRUARY 2016

ECOLAB[®]

WINTER TEAT HEALTH: PART OF A YEAR-ROUND UDDER HEALTH PLAN

No matter what season it is, a program of year-round udder health management will have a dairy ready for whatever Mother Nature brings. Adverse weather, such as the severe winter cold that has hit many parts of the U.S., brings challenges along with questions about what are the best methods of teat health.

Dairies often weigh the consequences of applying dip in frigid conditions and risking frostbite. Dr. Roger Thomson, a Michigan-based independent consultant through MQ-IQ Consulting, LLC, says it's important to be proactive.

"Prevention, prevention, prevention is key," Thomson says. "Using winter dips ahead of storms, cold weather or cold nights is essential if you're going to expect a performance benefit from choosing a winter dip."

Hal Martin, Agri-Specialist in Twin Falls, Idaho, has been with Ecolab for 20 years, and his experience when it comes to teat treatment in adverse weather conditions is clear.

"What I've learned over the years is that dairies have much bigger problems if they quit trying to use teat conditioners on their cows during extremely cold weather," Martin says. "If it's cold and dry and they just quit dipping, teat condition goes from good to bad very fast. Some farms use cornstarch as an alternative, but when they do there's no germicidal protection."

Dr. Thomson says the best combination for winter dips is one that has the right combination of propylene glycol, glycerin and lanolin.

"Now, we can put products on the teats that have a lot of emollients," Thomson says. "That does two things: it slows down the loss of moisture from the skin and adds moisture back into the skin...both a sealant and a rehydrating property. It depends on the formulation, and formulation matters. Dips that have an emollient package in the 70 to 79 percent range are ideal. Lanolin is the secret ingredient that makes the difference in effectiveness. Ecolab's Artec is formulated with a proprietary combination of emollients, including lanolin, which makes it the industry's premier winter dip."

Artec is the winter dip Hal Martin recommends for most of his dairies.

"Ecolab's Artec is formulated with a proprietary combination of emollients, including lanolin, which makes it the industry's premier winter dip."

– Dr. Roger Thomson



"I have all my dairy customers on Artec because it has a great germicide and positive teat conditioning agents with 78 percent emollients. The number one question I get is, 'how cold can it be to continue to dip with Artec?' Artec has an extremely low freeze point (-30°C) and is super stable."

Regardless of what option dairies choose, it's important to control exposure to adverse weather through effective housing options that include clean, dry bedding and adequate wind breaks to cut down on the effects of wind chill.

Dr. Thomson says there's no adverse winter weather scenario that fits every situation on every farm in every part of the country. He advises getting an early start in prevention, with dairy management making the decisions about when to use winter dip.

"In the early winter, before severe cold sets in, dairy management should place enough winter dip product in inventory so they're ready for the first cold snap or storm. A key leader on the dairy should have the responsibility for deciding when to go on and off winter dip, because it is more expensive. You cannot expect the milkers to make that decision."

Winter weather provides some unique challenges for dairies, but when winter is over, other challenges remain, which is why a year-round udder health management program will help deliver consistent results.

For more information visit www.ecolab.com/dairyqc | QUALITY COUNTS | February 2016

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IMPROVING SUSTAINABILITY ON THE DAIRY FARM – A HYGIENE PERSPECTIVE

Among the challenges that today's dairy farmers face is the need to improve sustainability. Sustainability can have a number of meanings, but from a hygiene perspective, it impacts things like water use and milk residues. The residue issue has manifested itself not only as it relates to the use of antibiotics on the dairy, but more recently other chemical residues have come under the microscope as well. A well-documented example is the use of teat dip products that contain nonylphenol ethoxylate (NPE), a surfactant that can have environmental implications.

The scrutiny ultimately traces back to the consumer, who has greater education and awareness of the food supply than in the past. Food producers such as dairy farmers are challenged to be more transparent about their inputs and practices, because this is what the consumer demands. This means that some of the products that dairy farmers are accustomed to relying on for mastitis control, for example, will be changed or eliminated.

Ecolab is committed to helping producers and consumers alike reduce residues in the food supply by providing effective udder care products that are regarded as safe. Dr. Joe Morelli, Ecolab's lead chemist for teat dip formulation, says, "We take great care to select ingredients for our teat dip products that minimize environmental impact, and, when applicable, are Safer Choice Certified by the EPA."



Dr. Joe Morelli

*Ecolab's lead chemist
for teat dip formulation*

Being sustainable does not require that producers sacrifice performance. Ecolab's Sustainable Alternative line of NPE-free iodines, their extensive acidified sodium chlorite offerings, and other products such as Ultimate PD and TS/TD are proven to provide outstanding germicidal performance and excellent skin conditioning. Says Morelli, "When formulating for sustainability, our benchmarks for performance don't change – we expect to produce products that exceed our customers' expectations."

To improve sustainability around the milking parlor, dairy producers can engage in some of these best practices:

- Eliminate unnecessary water use in the parlor: use single-cycle CIP technology, repair water leaks, re-use rinse water and repurpose plate cooler water
- Consider concentrated teat dips to eliminate the unnecessary transport of water and reduce packaging disposal impact
- Use low or no phosphate CIP products
- Select teat dip products that do not contain NPE and consider environmental impact of active ingredients
- Reduce or eliminate copper sulfate usage
- Manage water use for manual cleaning – drop hoses and auto spray devices can be huge water wasters



Ecolab Introduces I-Deal – Now NPE-Free

Ecolab is excited to announce that our market-leading iodine barrier product I-deal is now available without NPE. Producers can expect the same performance features that they have come to expect – without the NPE:

- **Easy-to-use barrier formula that protects the cow in her environment, but removes easily at milking time**
- **Dual germicide security, featuring 1% iodine and heptanoic acid**
- **11% emollients for improved skin conditioning**

Contact your distributor or Ecolab representative for more information today.

WHERE ARE YOU IN YOUR SAFETY JOURNEY?

A journey is described as “a gradual passing from one state to another regarded as more advanced.” We have seen our focus on farm safety advance over the last few years, but we still have an opportunity to improve.

At Ecolab, we are on our own safety journey. A significant part of that journey is to provide safety resources to our valued customers. We want your employees to get home safely every night, just as we want to do the same. Safety on the farm starts with building a safety culture. A safety culture promotes working safely, engaging with others who you witness not working safely and regular communication about safe practices around the farm. Ecolab has developed a tool that supports our evolving safety culture called the **BeSAFE** card. The **BeSAFE** card is a way to complete a quick risk assessment prior to each job, vehicle/tractor movement or even an individual task on the farm. **BeSAFE** is built on the following steps for personal risk assessment:

- **S**top and think about the activities and risks involved in your task
- **A**ssess the job for risks and hazards
- **F**amiliarize yourself with the site, eyewash, safety showers, exits, site specific risk, etc.
- **E**stablish your plan, get your personal protective equipment (PPE), your tools and get started

So, how would you use the **BeSAFE** system to advance the safety journey on your farm as it pertains to the use of sanitation chemicals?

- Walk into your chemical storage area. Are all the containers, lines and pumps **properly labeled**? If hand pumps are being used, are they labeled specifically for one chemical?
- Do your associates know where the **Safety Data Sheets (SDSs)** are located?
- Do you have **safety eye washes** and **safety showers** located in areas where associates have the potential risk of being exposed to chemicals?
- Have you read the SDSs to ensure that you are providing the appropriate **personal protective equipment** for your associates?

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Be “SAFE”

Stop and think about the activities and risks involved in your task

Assess the job for risks and hazards

Familiarize yourself with the site, eye wash, safety shower, exits, site specific risks, etc.

Establish your plan, get your PPE, your tools and get started

Stop & Think

- What are the activities involved in completing my task?
- Is there an existing Risk Assessment? If so, have I reviewed?
- What are the risks I am facing?
- What can I do to minimize my risk?
- What's changed since the last time I performed this task?

Assess your Risks

<input type="checkbox"/> Splash Hazards	<input type="checkbox"/> Extreme Temperatures
<input type="checkbox"/> Mechanical / Pinch Points	<input type="checkbox"/> Chemical Exposure
<input type="checkbox"/> Lifting / Turning / Bending	<input type="checkbox"/> Pushing / Pulling
<input type="checkbox"/> Slip / Trip / Fall	<input type="checkbox"/> Working At Heights (>4')
<input type="checkbox"/> Confined Space	<input type="checkbox"/> Electrical
<input type="checkbox"/> Pressure	<input type="checkbox"/> Other Energy Sources
<input type="checkbox"/> Contact Hazards	<input type="checkbox"/> Chemical Compatibility
<input type="checkbox"/> Slippery or wet surfaces	<input type="checkbox"/> Roof Top Hazards
<input type="checkbox"/> Other _____	

Familiarize Yourself

- Exit
- Eye Wash
- Safety Shower
- Moving Objects (On floor, Overhead)
- Emergency Alert System
- Evacuation Route / Assembly Point
- Trip Hazards
- Closest Personnel - *Do they know you are there?*
- Other _____

Establish a Plan

- What PPE is required?
- Do I have the appropriate permits?
- Have I completed appropriate checks? (LOTO, Confined Space, Etc.)
- Do I need a safety watch?
- Did I clear my work area of all hazards?
- Other _____

Actions taken to minimize or eliminate hazards

I want to be “SAFE”!

- I am obligated to assess risk before every task and after any change in work conditions.
- I am empowered to stop work when conditions are unsafe.

Sign and Date

- Do your associates know when they should be wearing their PPE?
- Do you regularly meet with your associates to discuss their safety concerns at the farm?
- Do you have someone at the farm who is responsible for the safety of the associates?
- If an individual has a chemical injury, do you have a procedure to follow?
- Are the chemicals stored at your farm separated to ensure incompatible chemicals do not get mixed?
- Do you have emergency procedures at the farm for severe weather, fire and if there is a chemical spill?

The **BeSAFE** system can be a great tool for you to use with your farm associates as you either work at creating a safety culture or potentially strengthening your current safety culture. We are here to partner with you as we continue together on the safety journey. If you have any questions about the **BeSAFE** system, please feel free to ask your Ecolab representative.

SAFETY MATTERS

CHECK OUT THE FULL LIST OF ECOLAB NPE-FREE TEAT DIP PRODUCTS! NOW UPDATED WITH MANY MORE!

A&L Brand:

IO Mix Plus
IO Dip 10
IO Dip 502
IO Kote II
Protect
Oxy Care II
Soft Tuch
Wintercare
Masticare Pre and Post
Masticare Film
Soft Chlor
Softy Chlor Barrier
Oxycare 502
Prep San Ultra

Ecolab Brand:

Eco-Gard 50 SA
Eco-Gard 100 SA
Ecostar SA
Eco-Plus 50 SA
Eco-Plus 100 SA Eco-Gard™ SA
Eco-Plus™ SA Concentrate
Eco-Gard Concentrate
Cynergy™ Pre/Post
Cynergy™ Barrier
Artec™
Wash and Prep™
Ultimate™ TD/TS
Ultimate™ PD
Oxy-Gard™
Oxy-Gard™ M
Remain™ Gold
Remain™ Silver
PurOxy™
Ideal

Many Ecolab private label teat dips are NPE-free. Contact your distributor or Ecolab representative for details.

