



QUALITY COUNTS

USEFUL INFORMATION FOR IMPROVING YOUR DAIRY OPERATION FROM ECOLAB.

ECOLAB®

NPE-FREE: NEW PRODUCTS, NEW URGENCY

The NPE (nonyl-phenol ethoxylates) issue continues to grow in importance for dairy producers, processors and suppliers in the United States. NPE has been banned by the European Union and Japan because the compound is known to cause toxicity in aquatic life. And now, the Environmental Protection Agency has initiated an action plan to restrict the use of NPE in the U.S. It has been phased out of widespread use, including by Ecolab.

There's a move in the industry to get NPEs out of a lot of products, including teat dips, Ecolab has addressed the issue with two new iodine-based product offerings that are NPE-free. We also have a lot of our existing non-iodine products that are already NPE-free.

Ecolab has many NPE-free products including all Ecolab-manufactured non-iodine teat dips. There are two new iodine concentrates introduced by Ecolab, Eco-Gard™ SA

and Eco-Plus™ SA, that are NPE-free and provide a sustainable alternative to iodine-based products that contain NPE. In addition, Ecolab cleaners and sanitizers used for milking system CIP cleaning are also NPE-free.

The dairy industry is part of an increasingly global market, and the concern over NPE entering the food chain through dairy products has prompted action.

"Ecolab became aware of this issue some time ago," Palmer says. "We did some early research and early formulations so that we'd be ready if this situation began to affect processors here in the United States. We're ready and prepared today to offer an iodine that is NPE-free as well as a wide breadth of our non-iodine teat dip offerings that were already NPE-free. Ecolab is well out in front of this issue now that the market has changed. We can provide our customers with the product they need that is NPE-free."

A recent letter to Minnesota dairy producers from a processor in that state gave an indication of things to come in the U.S.

"The letter said that they would no longer accept milk from cows that had been treated with teat dip that had NPE in it," Palmer says. "So it's gaining more exposure. For example, in California there are several processors that have sent the same notice to producers. I expect that this will march across the country from west to east, and in some reasonable time we'll be hearing about it all across the country."

UDDER HEALTH FORMULATOR: A FLEXIBLE AND EFFICIENT UDDER HEALTH SYSTEM

The days when a dairy producer has to have large tanks filled with teat dip is over, thanks to Ecolab's Udder Health Formulator (UHF) that produces farm hygiene chemistries on-site, on demand as they are consumed by the dairy farm.

"Larger facilities have had to have two- or three-thousand gallon tanks sitting around, but with the UHF, you just have those two 55-gallon drums, to have the ability to make up to 1,200 gallons," Dan VonWahlde, Ecolab executive account manager says.

The Udder Health Formulator blends a variety of Ecolab iodine products formulated for current farm conditions. The UHF produces a variety of precise and accurate treatment solutions, including our new concentrated products like Ultimate™ T.D. and Ultimate™ P.D., as well as chlorine dioxide products.

"It's a simple yet sophisticated system that produces consistent high-quality teat dips from concentrate," Von Wahlde says.

"You can set it up for each concentration formula. For example, if it calls for one gallon of concentrate and 100 gallons of water, we can set that up. It blends all of our concentrated products and makes it convenient for the farms to use it, and it delivers a consistent formula every time. We can bring in 55-gallon containers and we can make anywhere from 220 gallons of product all the way up to 1,200 gallons of product. It's capable of creating up to 20 unique formulas and is adaptable to virtually any size dairy operation."

Ecolab's Udder Health Formulator also provides valuable reporting tools to better monitor parlor procedures, track usage and assure optimal udder hygiene.

"It makes product every hour," Von Wahlde says. "So you know how many gallons are being used per hour. It starts at a quarter to the hour and ends when it's full. That provides more complete shift data, so we can know which shifts are using more product and which ones are using less product. And it provides data management reports that detail every batch and actual consumption data so you can control costs and make sure there's consistent product usage."

The Ecolab UHF comes in three different models: a two-pump system, a three-pump system and a four-pump system.

"The four-pump system is capable of making two different formulas," Von Wahlde says. "It gives you a lot of flexibility, because the fourth pump is often used to add emollient to the post-dip."

If conditions change, the UHF is designed for ultimate flexibility to meet the dairy's changing needs. There's no need to swap chemical supplies when conditions change. Just recalibrate the UHF system to the formulation you need and start making the new dip.

"Successful dairy operations want useful, up-to-the-minute information and a flexible system to help control their costs and enforce good dairy herd management," Von Wahlde says. "The Udder Health Formulator does it all."

UDDER HEALTH FORMULATOR:

MAKES
Ready to Use
Dips on Demand



PRECISE
Smart Dosing
Accurate Treatment Solutions



UP TO
20
Unique Formulas



VALUABLE
Reporting Tools
To Monitor Parlor Procedures



ULTIMATE™ T.D.: AN EFFECTIVE, NPE-FREE ANSWER



Most of my dairies are in Michigan, with a few in Ohio and Indiana. All the cows I have on Ultimate™ T.D. are in Michigan. What we're finding is that it does a great job of thoroughly and swiftly killing contagious dairy mastitis organisms and infectious mastitis organisms. The emollient package does a great job for my producers, and it provides extremely good marking on the teats. It's an excellent alternative to iodine.

I just started 10,000 cows on Ultimate T.D. and I have over 5,000 cows at other dairies that have been using it for some time now. I have a 3,000-cow dairy that has been using it for almost a year, and the average somatic cell numbers are 110 to 130, which is pretty darn good. And it's very cost effective. In this case we're saving them a couple dollars a gallon, and I consider that a pretty big success.



— Pat Mitchell, Agri Specialist, Ecolab

ECOLAB ACQUISITION STRENGTHENS NORTH AMERICAN DAIRY HYGIENE BUSINESS

EXL Laboratories and Hypred Canada, a leading dairy hygiene chemical business, has been acquired by Ecolab, Inc. EXL produces, markets and sells teat dips, milk house cleaners and sanitizers, and other hygiene products for use on dairy farms in the U.S. and Canada. Their products are sold under the brands A&L Laboratories, ANFO and Aspen. The company's sales and service teams will join Ecolab and integrate seamlessly for all customers.

