



Rates Effective 1/5/2017  
Brochure updated 1/20/2017

## Services and Fees

### *Diagnostic Services... How do I know what I'm dealing with?*

- ***Aerobic Culture***

Samples, including quarter, composite, bulk tank, or bulk milk, are plated to identify mastitis-causing pathogens (excluding *Mycoplasma*). Results are available 24-48 hours after sample(s) received, 5-7 days per week, depending on location.

- ***Antibiotic Residue Testing*** (*only offered at Northern lab*)

NYS Certified testing done on tanks, prior to selling of milk, via Charm Rosa 3SL3. Screens for Amoxicillin, Ampicillin, Ceftiofur, Cephapirin, Cloxacillin, and Penicillin G residues.

- ***Antibiotic Sensitivity Testing*** (*only offered at Central lab*)

Antibiotic sensitivity testing may be done to help direct treatment choices after a mastitis-causing pathogen has been identified. Please work with a QMPS consultant or your veterinarian to interpret this test.

- ***Bacteria Quantification*** (*not equivalent to raw bacteria counts done by milk plants*)

Samples, including milk, bedding, water, colostrum or others, are tested for mastitis-causing pathogens; both bacterial flora composition and load are determined.

- ***Bulk Tank Monitoring Program***

Annual fee covers 6 bulk tank analyses, included are the detection of select mastitis-causing pathogens (including *Mycoplasma*), and basic quantitative counts. Please call 518.429.1557, email [qmps-btmp@cornell.edu](mailto:qmps-btmp@cornell.edu) or go to <https://ahdc.vet.cornell.edu/sects/QMPS/Services/bulktank.cfm> for information about this program.

- ***Mycoplasma Culture***

Samples, including string, bulk tank, and from individual animals, are plated on selective media for isolation of *Mycoplasma* organisms. Individual animal samples can be pooled (*maximum of 5 samples per pool*) for an additional fee. Results are typically available seven calendar days after sample(s) received.

- ***Mycoplasma Quantification***

The number of colony-forming units/ml in a *Mycoplasma* positive sample are counted.

- ***Pooling of Samples*** (*may limit the level of detection*)

Samples may be pooled in-house for a minimal fee, which will be charged in addition to the test being performed. Maximum number of samples per pool is five.

- ***Referral Tests***

Referral tests are performed by Dairy One, and include Somatic Cell Count, Standard Plate Count, Lab Pasteurized Count, Pre-Incubation Count, Butterfat & Protein, Total Coliform Count, Milk Urea Nitrogen, and Antibiotic Residue. Additional referral fee(s) apply.

- ***Somatic Cell Count (SCC)*** (*can be done in-house by all lab sites, except Central, or referred to Dairy One*)

This test counts the number of somatic cells in milk samples, which can increase the response to the pathogenic bacteria that cause mastitis. Referral fee(s) will be applied if samples are sent to Dairy One for testing. Turnaround times and specificity may vary, please contact the lab if you have any questions.

## ***Consultation Services... How do I gather more information to get the big picture?***

QMPS offers a wide variety of on-farm services including Whole Herd Surveys, Milking Center Evaluations, and Risk Assessments. QMPS representatives, including veterinarians, consultants, and skilled technicians, can visit your farm to evaluate issues you may be experiencing and discuss recommendations based on their findings. Services may require multiple visits and may also include sample collection, for testing back at the lab. QMPS also offers numerous training services including Safety Trainings, Proficiency Testing, and SOP Development, to name a few, in addition to various Bi-Lingual services.

***Bilingual Services:*** Bilingual services include on-farm verbal translation, milker training in English and Spanish, SOP development and translation, and conflict mediation.

***Dairy Comp 305 Evaluation:*** One-on-one review of Dairy One/other SCC service results. Discuss problem areas, potential resolutions, and/or appropriate animal management.

***Laboratory Proficiency Testing Program:*** External quality assurance program for veterinary practices and farms performing on-site cultures. Used for assessing and monitoring laboratory methods and procedures related to intramammary infection diagnostics. *Only offered at Eastern lab.*

***On-Farm Culture Training:*** Intended for farms interested in performing on-site cultures, includes training on the use of MN biplates and/or triplates. Customized based on farm needs, may require either one or two days for training. *Contact Western Laboratory for more information.*

***Udder Health Management/Risk Assessment:*** Review current management practices with QMPS and identify what areas may be putting your herd at risk. Discuss how changes may be beneficial and whether they are worthwhile in your specific situation.

***Whole Herd Survey:*** Whole herd sampling to look for mastitis-causing organisms. Visit includes evaluation of milking equipment, hygiene scoring, and a management survey. Written report will include recommendations based on DHIA data analysis (if available), management practices, and culture results.

### ***Milking Center Evaluation (can include any of the following):***

***Clinical Scoring:*** Includes teat end scoring and evaluation of any equipment changes with tangible data.

***Equipment Performance Check:*** Evaluation of the wash cycle of a milking system in order to troubleshoot problems. Temperature and pH readings, along with slug analysis, ensure no problems are overlooked. Report will identify problems and recommend solutions.

***Milk Flow Analysis:*** LactoCorder graphing will provide a visual representation of milk flow in response to udder preparation and milking procedures, which ensures that animals are not being over-milked and that automatic take-offs are working correctly. Report will include graphs and descriptions along with analysis and recommendations.

***Milking Routine and Parlor Performance Evaluation:*** Observation of milking routine and parlor timing. Report will include recommendations to improve parlor throughput and optimize milking techniques.

***Milker Training:*** Customized training based on milking routine and needs of the farm. Focuses on the development of milking procedure SOP's. May require more than one visit to ensure all necessary information is collected. Preliminary cultures may be requested to better understand mastitis-causing pathogens present on the farm.

***Stray Voltage Testing:*** While not a common problem on most dairy farms, QMPS can help to determine if this exists in your location.

<b>QMPS TEST FEES*</b>	<b>NYS</b>	<b>Non-NYS</b>
Aerobic Culture (milk, colostrum, teat disinfectant, water, filter, towel)	\$5.50	\$10.00
Antibiotic Residue (CHARM) – <i>Offered only at Northern Laboratory</i>	\$7.25	\$7.50
Antibiotic Susceptibility – <i>Offered only at Central Laboratory</i>	\$25.00	\$25.00
Bacteria Quantification; Environmental (bedding, water, filter, towel)	\$30.00	\$40.00
Bacteria Quantification (milk, water, teat disinfectant, bulk milk)	\$20.00	\$25.00
Bulk Milk Aerobic Culture (tank milk, string sample)	\$15.00	\$20.00
Mileage (per mile) from NYS border and back (out of state only)	N/A	\$2.00
Mycoplasma Culture (individual, bulk tank, pool)	\$5.50	\$10.00
Mycoplasma Quantification	\$20.00	\$25.00
Sample Pooling/sample	\$2.00	\$2.50
SCC <i>in-house</i> ; same day results - <i>Not available at Central Laboratory</i>	\$3.00	\$4.00

<b>QMPS SERVICE FEES*</b>		
Accession Fee (per submission)	\$2.00	\$2.00
Bilingual Fee/hour	\$100.00	\$125.00
Bulk Milk Monitoring Program annual fee (includes 6 tank analyses per year)	\$200.00	\$300.00
Cancellation Fee	\$70.00	\$80.00
Consulting Fee/hour	\$110.00	\$135.00
Herd Survey Fee (charge survey fee if LESS than 57 animals)	\$100.00	\$110.00
Herd Survey Fee/animal (charge per animal if MORE than 57 animals)	\$1.75	\$2.00
Laboratory Proficiency Testing Program – <i>Offered only at Eastern Laboratory</i>	\$250.00	\$250.00
Technician Fee/hour (Administrative, Laboratory, Field)	\$75.00	\$85.00

<b>QMPS REFERRAL FEES*</b>		
Referral Fee	\$10.50	\$13.00
REFERRAL: Antibiotic Residue	\$3.00	\$3.00
REFERRAL: Butterfat & Protein	\$1.00	\$1.00
REFERRAL: Lab Pasteurized Count (LPC)	\$5.25	\$6.00
REFERRAL: Milk Urea Nitrogen	\$1.50	\$1.50
REFERRAL: Pre-Incubation Count (PIC)	\$5.25	\$6.00
REFERRAL: SCC (Dairy One), taken by QMPS staff	\$2.75	\$3.50
REFERRAL: SCC (Dairy One), taken by client	\$1.00	\$1.00
REFERRAL: Standard Plate Count (SPC)	\$5.25	\$6.00
REFERRAL: Total Coliform Count (TCC)	\$5.25	\$6.00

**\*Rates are subject to change. The most up-to-date version can be found on our webpage:**  
<https://ahdc.vet.cornell.edu/Sects/QMPS/Services/FeeSchedule.cfm>

**Central Laboratory**

240 Farrier Road  
Ithaca, New York 14852  
607.255.8202  
1.877.645.5522  
(FAX 607.253.4000)

**Eastern Laboratory**

111 Schenectady Avenue  
Cobleskill, NY 12043  
518.255.5681  
1.877.645.5524  
(FAX 518.255.5682)

**Northern Laboratory**

34 Cornell Drive  
Canton, New York 13617  
315.379.3930  
1.877.645.5523  
(FAX 315.379.3931)

**Western Laboratory**

36 Center St, STE A  
Warsaw, NY 14569  
585.786.2555  
1.877.645.5525  
(FAX 585.786.2550)

<http://ahdc.vet.cornell.edu>

**AHDC Credit & Collections Policy:**

All AHDC invoices are due 30 days from the date of the invoice. Penalties and interest charges will be assessed on balances that are 60 days or more overdue. This arrangement accommodates the reality of the timing of bills being received by our clients and the possibility of payments not being received or posted in time to be reflected on the following month's invoice. The billing system will issue a new invoice number each month regardless of the nature of the balance.

Balances that are 60 days or more overdue will be subject to a 1% late payment fee that is calculated on the entire balance due on the day of billing each month; this late fee will be added to your account balance. Accounts with an outstanding balance at 75 days may be placed on Credit Hold and no pending test results will be released until the late balance is paid or a satisfactory payment arrangement has been made. A letter will be sent with the next invoice notifying you of your account status. A recommended way to avoid penalty/interest charges is to have a credit card on file with the AHDC. Contact any QMPS office regarding the monthly Auto-Payment Plan for more details.

<https://ahdc.vet.cornell.edu/billing/payment.cfm>

**Cancellation Policy:**

A cancellation fee may be charged if herd surveys are not cancelled by the end of the business day 48 hours prior to survey, excluding holidays and weekends. Hours to notify cancellations to the appropriate QMPS laboratory are Monday-Thursday 8:00 am to 4:30 pm, Friday 8:00 am to 3:30 pm.

**Discount Policy:**

If a herd survey is paid at the time of service by cash, check or credit card, a 5% discount may be applied to the total invoice.

**Culture Supplies**

Culture and shipping supplies may be purchased through any of our laboratories. For a list of items and their prices, call QMPS or visit our website at:

<https://ahdc.vet.cornell.edu/Supplies/index.cfm>

**Research Projects:**

Additional services are provided for special projects/research. Please contact QMPS for more information.