

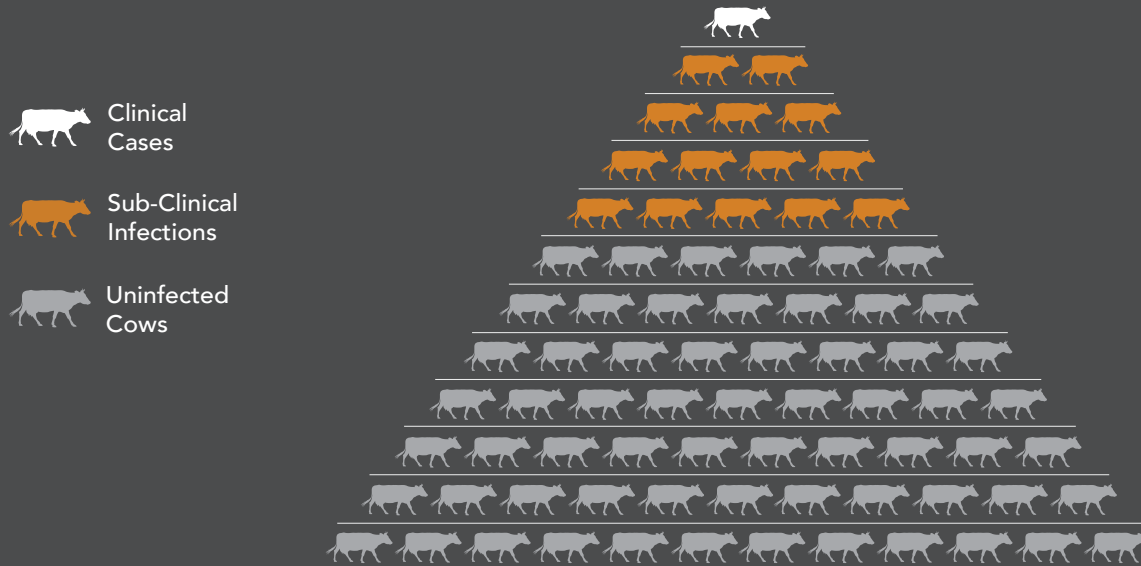


Scout infection and quickly discover more milk,
a healthier herd, and an improved bottom line.

Qscout[®]
MLD

QScoutLab.com

AAD
Information that counts[®]



Mastitis steals \$2 billion each year, which translates to about \$200 per cow every year.

The big reason that mastitis has such an impact on the dairy industry is because **subclinical mastitis goes undetected.**

A study of 164,423 cow records used first test somatic cell count (SCC) to measure the effect of subclinical mastitis. It found that **subclinical mastitis may be more costly than clinical mastitis** in the first 60 days of lactation. Researchers concluded that subclinical mastitis “should be considered as serious a health condition as the clinical presence of mastitis.”¹ Study results showed that cows affected with subclinical mastitis had:

- **1,583 pounds of lost milk production**¹
- **\$285 (based on \$18/cwt) in lost milk yield; these losses extend through 210 days in lactation**¹
- **15 additional days open**¹

¹ Kirkpatrick MA, Olson JD. Somatic Cell Counts at First Test: More than a Number, in Proceedings. NMC Annu Meet 2015;53-56.



QScout[®]
MLD

SCOUT INFECTION.

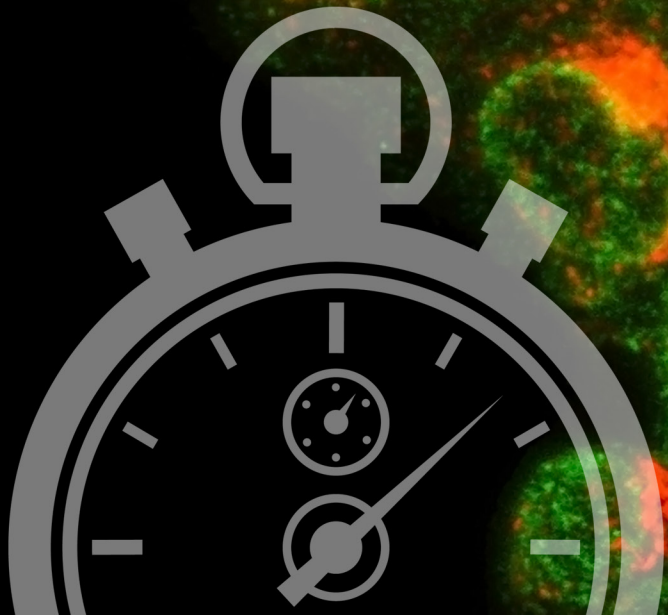
QScout[®] MLD

The on-farm rapid diagnostic test
that accurately detects subclinical mastitis
in individual quarters.

QScout[®] MLD

Provides information that empowers producers to achieve:

- Higher milk production
- Lower Somatic Cell Count
- Data driven decisions
- Increased cow longevity
- Enhanced reproductivity
- Judicious use of antibiotics
- Improved animal welfare



With results in just minutes,
the QScout MLD test identifies
subclinical mastitis on a quarter basis
to prevent economic losses.

Unlike conventional testing the QScout MLD (Milk Leukocyte Differential) test:

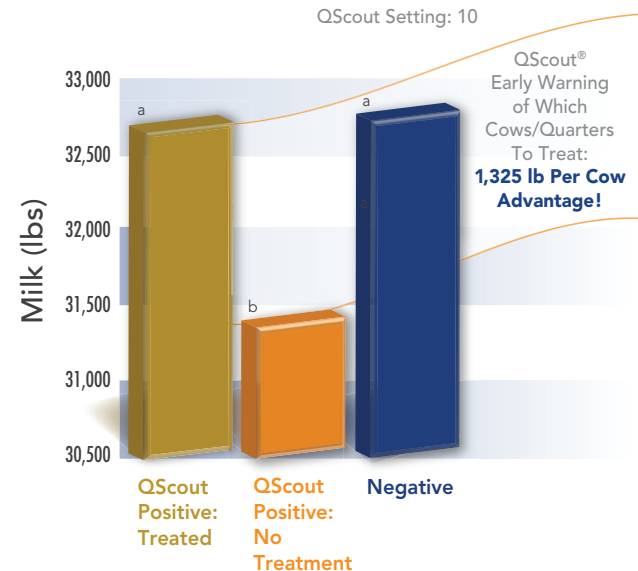
- **Detects subclinical mastitis early**
 - **Provides rapid results**
 - **Tells you which quarter is infected**
 - **Doesn't require aseptic collection**
 - **Isn't fooled by sample contamination**
 - **Does it all conveniently on the farm**
-

Early lactation trial results:

- Cows were tested at 7-14 days in milk (DIM) for subclinical mastitis
- Cows testing positive for subclinical mastitis were equally split into treatment and no treatment groups

Milk Production and Quality Advantage

- Cows in the treatment group out-produced those in the no treatment group by an average of 1,325 pounds of milk at 305 day ME with a milk quality advantage of 115,000 fewer somatic cells/mL.²



a,b Values with different letters differ, P = 0.0010 November, 2014 DHIA

**Trial results represent milk production data from cows diagnosed positive for subclinical mastitis at QScout setting 10, or those that are most likely to respond to treatment. Cows diagnosed at settings 17-18 are severe cases, and should be cultured to identify the infection-causing pathogen.

²Hockett, M. 2014. Early lactation on-farm trials. In: Proc. 54th National Mastitis Council Annual Meeting, Memphis, TN. p. 239-240.

Gain \$277 per infected cow

Economic Benefits of QScout MLD			
	Per cow	1,000-cow dairy	5,000-cow dairy
Milk Improvement	\$225	\$33,749	\$168,746
SCC Premium*	\$58	\$8,700	\$43,500
Reduced Days Open Savings	\$84	\$12,600	\$63,000
Total Revenue	\$367	\$55,049	\$275,246
Total Investment**	\$77	\$17,717	\$88,585
Total Return on Investment	\$277	\$37,332	\$186,661

*Average premium based on reducing SCC 115,000/treated cow; 15% herd infection rate

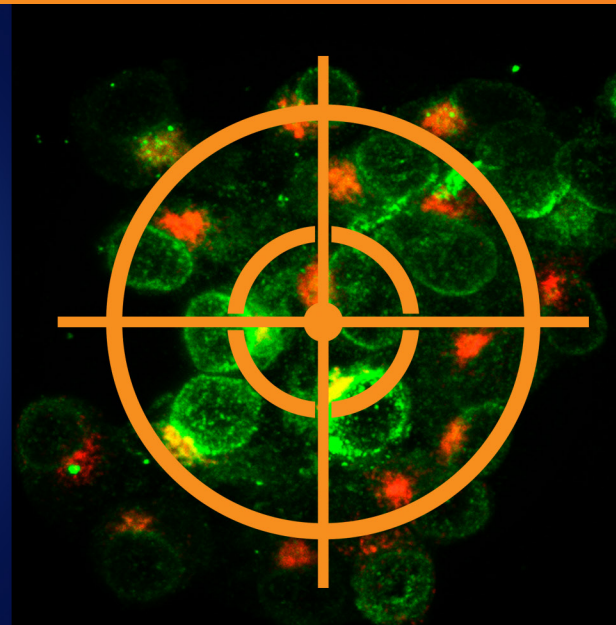
**Antibiotic for 1.5 infected quarters/cow (\$14.40); withheld milk 69 lb/day at \$17/cwt (\$70.38); QScout MLD (\$5.00). Total investment does not include cost of QScout Farm Lab.

Reproductive Advantage

Cows diagnosed positive by QScout® MLD and given mastitis treatment experienced 14 fewer days open and required 18% fewer services per conception, compared to a no treatment group.²

ROI Advantage

When treating cows for subclinical mastitis based on QScout MLD diagnosis, producers have seen an average return of \$277 per infected cow in trials.



QScout MLD brings new science
to solve an old problem,
providing a differential cell count of
infection-fighting leukocytes
(white blood cells).

Each white blood cell type plays a key role in fighting infection:

- Lymphocytes and macrophages scout for pathogens
 - Neutrophils fight infection by engulfing bacteria and by releasing enzymes to kill bacteria
 - Macrophages engulf and digest cellular debris and pathogens
-

They know when mastitis is threatening long before SCC can tell you.



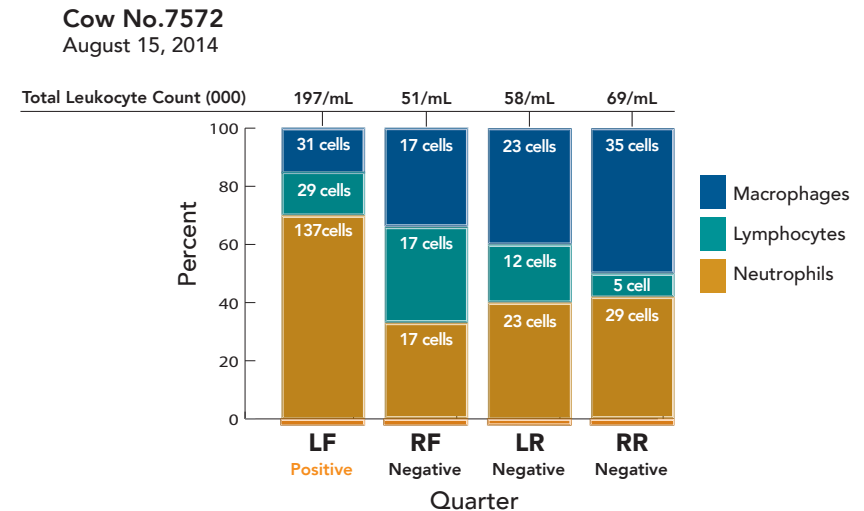
How it works:
Valuable information at your fingertips
in a user-friendly test.

Key steps to conducting QScout MLD Test:

- Collect quarter milk samples in a Q4 collection device
 - Snap on the QScout MLD test, flip and tap
 - Insert the test into the QScout Farm Lab
 - QScout Farm Lab provides results in minutes
 - Red means infected, green means not infected
 - Track your results online with QStats
-

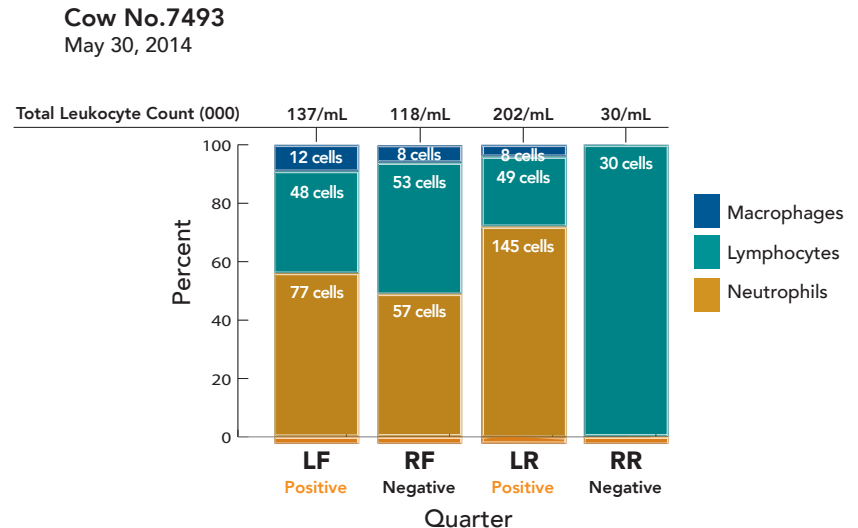
Real world examples...

- Early Lactation
- Composite SCC: 94,000/mL
- QScout sees **left front quarter** as infected with subclinical mastitis
- Detect and treat infection that would otherwise go undiscovered and become a more costly clinical mastitis case



Real world examples...

- Late Lactation
- Composite SCC: 122,000/mL
- QScout sees **left rear and left front quarters** as infected with subclinical mastitis
- Detect and treat infection that would otherwise go undiscovered and become a more costly clinical mastitis case





Track your results online with QStats.™



-
- Higher milk production
 - Lower Somatic Cell Count
 - Data driven decisions
 - Increased cow longevity
 - Enhanced reproductivity
 - Judicious use of antibiotics
 - Improved animal welfare
-

Scout infection.



Information that counts®

Qscout®
MLD

SCOUT INFECTION.

Reputation counts. Herd health counts. Information counts. QScoutLab.com 1-855-Q2-COUNT