

# NALMA Workshop

Vancouver 2011

The background of the slide is a photograph of a vast blue ocean meeting a bright blue sky with wispy white clouds. The sun is visible on the left side, creating a shimmering reflection on the water's surface.

Weathering the storm...

Cutting costs, while not impacting service, is the name of the game

# Weathering the storm...

- Already consolidated sample transportation
- Closed the satellite lab location
  - Moved the lab equipment to Columbus
    - People lost jobs ☹
    - Had adequate space (planned for expansion)
  - Kept the back half of the leased space
    - Negotiated a better deal when leases dropped
    - Houses the mobile meter van when not in use
    - Sample drop off location
    - Printing station
    - Meeting location

# Weathering the storm...

- Looked at offering additional services with low startup costs
  - Added BioPryn blood pregnancy testing
    - Started serving the beef industry (50/50)
    - Led to offering Johnes testing for milk and blood samples
  - Partnering with other DHIs for other services
    - Sample transportation
    - DNA, BVD, Culturing, etc.

# Weathering the storm...

- Vans for field techs
  - High mileage techs
  - More visibility of our logo
  - Increased self esteem of our techs
- Leased computers
  - New computers every 2-3 yrs
- Shared employees
  - Accountant
  - IT
  - No one does just "their" job