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July 1<sup>st</sup>, 2011

Dear NALMA Member:

I hope this letter finds you well and that you are able to enjoy Independence Day. A couple of months ago we sent you a "save the date" memo for our annual NALMA Workshop and QCS Lab Advisory Committee meeting. We hope that you set some time aside and will be able to join us. This year's workshop will be held **September 12-13, 2011** in Vancouver, Canada.

The workshop will be a great opportunity for North American Lab Managers to exhibit their products as well as reach field and lab managers across the United States and Canada. There will also be time set aside for a little fun and a chance for workshop participants to visit with each other.

We anticipate another successful meeting this year, as we have had in the past with thanks to all of the businesses that provided support. The details for the workshop are below. If you have any questions, please contact Jere High, NALMA President or John Rhoads, NALMA Vice President, Jere – 888-202-3442 or [jere@lancasterdhia.com](mailto:jere@lancasterdhia.com), John – 877-357-522 or [jrhoads@elsmilk.com](mailto:jrhoads@elsmilk.com)

**We hope to see you there!**

**What:** NALMA Workshop, QCS Advisory Committee Meeting for Laboratories.

**When:** September 12-13, 2011

**Where:** Sheraton Vancouver Wall Centre Hotel

***\$109 per night for Sunday thru Tuesday (Plus applicable taxes)***

This rate is only good for reservations made **before Aug. 31, 2011**. After that, rooms are subject to regular hotel room rates. Call toll free @ **800-663-9255** and refer to **NALMA** when making your reservation to get the correct rate.

**For more information, visit [www.sheratonvancouver.com/guestrooms](http://www.sheratonvancouver.com/guestrooms)**

***\*\*Please note: Rooms booked for days before Sept. 11 and/or after Sept. 13 will be at regular rates of \$159-\$199 or more.***

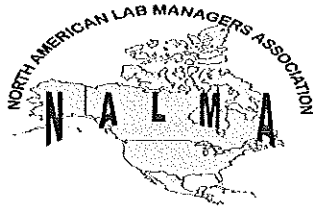
**Workshop Registration:**

Fill out the enclosed form and send it to: DHI Cooperative, Inc. c/o NALMA, P.O. Box 28168 Columbus, OH 43228. Make check payable to NALMA.

Exhibitor - \$450 (includes table and 1 registration for all days with meals)

Additional exhibitor registrations - \$85 per person (includes both days with meals).

\*\*\*Price good through August 1, 2011 only, after that it will increase to \$100.



**2011 NALMA Workshop  
Registration Form**

*Note: Please fill out one form per person. Make copies of this form if needed.*

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_ E- Mail \_\_\_\_\_

**NALMA Workshop:** Monday – Tuesday, September 12 & 13, 2011  
Early Registration - \$85 per person (**Before August 1, 2011**)  
Late Registration - \$100 per person (**After August 1, 2011**)

I will attend \_\_\_\_\_

I will not be able to attend \_\_\_\_\_

Cost \$ \_\_\_\_\_

**Send this registration form to:**

NALMA DHI Cooperative, Inc.  
P.O. Box 28168  
Columbus, OH 43228

**Make ALL checks payable to NALMA**

## DRAFT

**"Change, how has it affected you?"**

### MORNING AGENDA

Monday - September 11, 2011

**Moderator Brian Corrigan**

- 8:00 AM Welcome and overview of Canadian Dairy Industry and DHI System
- 8:30 AM Panel discussion – *How did you weather the storm of 2008-2010?*
- 9:00 AM *Offering new services in a financially difficult time.*  
Julee O'Reilly of OHIO DHI and Emilio Chavez
- 9:20 AM *What's happening in Pathoproof DNA Mastitis research?* – Thermo Fisher Scientific
- 9:40 AM "Smart Vial" – The Future in milk collection and laboratory automation  
Capitol Europe – David Chedotal
- 9:55 AM NALMA Committee Elections & Introduction of vendors  
Jere High – Incumbent
- 10:00 AM **BREAK**
- 10:30 AM *How your lab QC should help you* - Paul Sauve, Lab QC Auditor
- 10:50 AM *How a 400,000 SCC level could affect your instrument calibrations*  
John Rhoads
- 11:00 AM DHIA milk sample study – Dr. Gregg Goodell, DVM
- 11:40 AM Developments for DHI Laboratories – Bentley Instruments
- 11:50 AM Election Nominations
- 12:00 PM **LUNCH**

## DRAFT

**"Change, how has it affected you?"**

### AFTERNOON AGENDA

Monday, September 11, 2011

- 1:15 PM      Manufacturer Update on Micro tab and Brono Lap W – Advanced Instruments
- 1:25 PM      New Lab Technology Software – Cathy Dei, DHI Provo
- 1:40 PM      "Raw Milk Connect" – Forum for raw milk professionals – Tove Asmussen
- 1:55 PM      New Developments for DHI Laboratories – Prionics – Tom Kellner
- 2:10 PM      *How do you use technology to get lab information to your customers?*  
Muril Neibur
- 2:25 PM      *How does the 400,000 SSC mandate change your veterinarian practice and how  
has it affected the service you offer?* – Dr. Gregg Goodell, DVM
- 2:45 PM      New Developments for DHI Laboratories – Idexx
- 3:00 PM      Milk Analysis changes in Europe, New testing opportunities– FOSS North  
America
- 3:30 PM      BREAK**
- 4:00 PM      Lab Advisory Committee meeting
- 5:30 PM      HAPPY HOUR** (cash bar in Constellation Suite)
- 6:15 PM      Arrive at Banquet – Dinner**

## **DRAFT**

**“Change, how has it affected you?”**

### **AGENDA**

Tuesday, September 12, 2011

- |                 |  |
|-----------------|--|
| <b>7:15 AM</b>  | <b>Board bus for lab tour</b>                |
| <b>9:00 AM</b>  | <b>Lab tour of Pacific Milk Analysis Lab</b> |
| <b>11:15 AM</b> | <b>ECO Dairy tour</b>                        |
| <b>12:30 PM</b> | <b>Lunch – ECO Dairy Picnic Area</b>         |
| <b>1:30 PM</b>  | <b>Board bus for winery</b>                  |
| <b>2:30 PM</b>  | <b>Arrive at winery</b>                      |
| <b>3:45 PM</b>  | <b>Return to hotel</b>                       |
| <b>6:00 PM</b>  | <b>Dinner – Top of Vancouver Restaurant</b>  |