



# The Point



## Another year of setting records!

Gary Smith, General Manager

The audit for fiscal year 2007 is now complete and the numbers show NorthStar Cooperative has done it again! Your Cooperative hit a new milestone for consolidated sales revenues reaching \$17.9 million. Revenues at this level also helped NorthStar achieve our second highest Income from Operations with \$608,619.

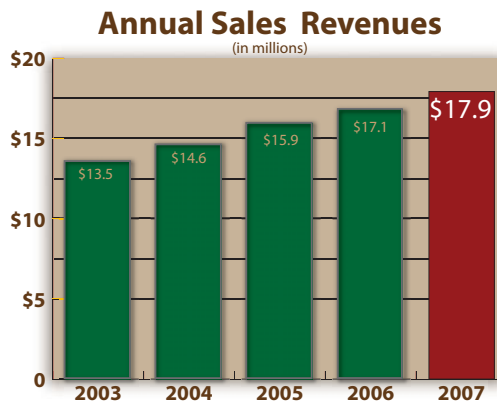
The A.I. business experienced phenomenal growth with an increase of nearly 25,000 semen units. Over 80 percent of this growth is the result of increased reproduction services through large herd technicians. Certainly gender SELECTed™ semen has proven to be a value-added tool to you and contributed greatly to our sales success. Gender SELECTed sales totaled more than \$1 million in 2007, which is a 128 percent increase from the previous year. Our Ag Products and Technologies business unit did not experience a gain, however sales in this area were solid and provided added margin to the bottom line.

DHI Services continues to prove the merits of records and testing services by growing to include over 251,000 cows on test. During 2007 DHI Services hit many new records including: the highest number of samples analyzed in one year (2.43 million), as well as the highest number of cows tested in one year (2.61 million). In addition, DHI Services maintained one of the best turn-around times in the country and expanded its service offering to you.

AntelBio brought even more value to DHI milk samples this past year with the addition of new tests, including BVD. Expanding the testing menu allowed AntelBio to experience a double digit increase, 16 percent, for samples analyzed. With the USDA approval of the Paracheck® test for diagnosis of Johne's disease in bovine milk samples, AntelBio also marketed an additional 48,000 tests to DHI laboratories throughout the United States and Canada. Together these increases resulted in revenue growth of 21 percent.

With this year's solid performance, the NorthStar Cooperative Board has approved a 55 percent cash payout of current year patronage to common stockowners. Watch for the annual report in the next issue of *The Point* to get all the details about our record-setting year.

As we look over our shoulder at the past year, we feel blessed with a strong dairy economy, new services and the quality products we have to offer to you. But most of all we are grateful for the solid team of employees that interact with you every day. Here's to the new year and creating another year of consistent, record breaking results. ★



## Johne's Milk ELISA closer to inclusion in USDA Johne's program

The AntelBio  
Johne's Milk  
ELISA earned



official recognition at the U.S. Animal Health Association meetings this October in Reno, Nevada. After review by the Scientific Advisory Committee of the National Johne's Working Group, the Johne's Committee submitted two Resolutions to allow Johne's testing on DHI milk samples into state and national Johne's disease control programs.

The first resolution requests that Veterinary Services of USDA Animal and Plant Health Inspection Service allow the Milk ELISA testing method into the Voluntary Bovine Johne's Disease Control Program by recognizing it as an approved screening test. The second resolution requests that DHI technicians be allowed to pull and submit samples for an official program disease. Passage of the second resolution will be an unprecedented event for sample collection and submission for an official program disease. The resolutions will be reviewed by Veterinary Services and, pending approval, adopted in 2008.

"These resolutions not only attest to the validity of our milk testing method for Johne's disease, but also demonstrate that milk is a very effective and economical sample type to diagnose and monitor animal and herd health," stated Todd Byrem, Ph.D., Director of AntelBio. ★