



# QMI® NEWSLETTER

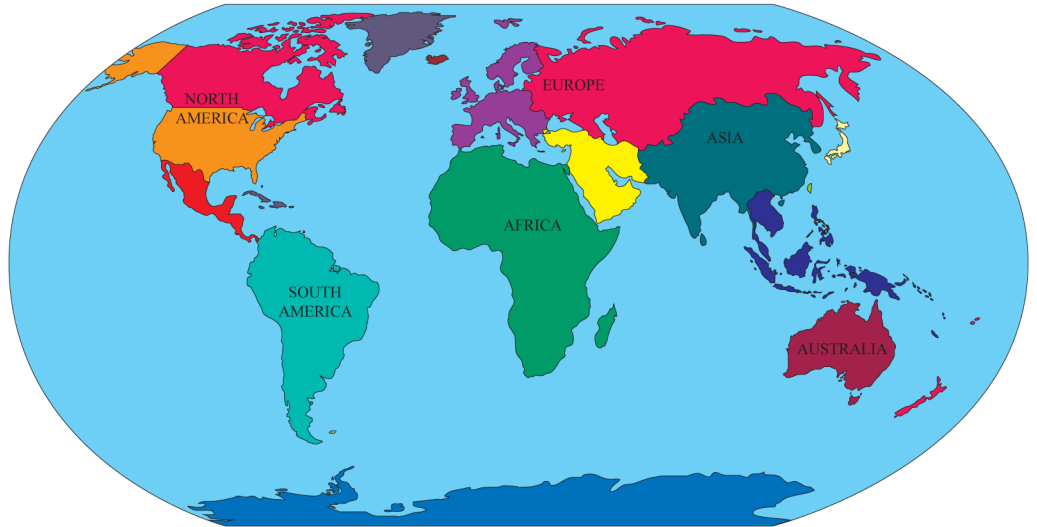
Worldwide Leader in Aseptic Sampling

Winter 2010

## POINTS OF INTEREST:

- QMI Expands Globally
- Dairy Practices Council Annual Conference Nov 3-5
- Gib Martin and Antone Mickelson
- QMI Training Video—YouTube
- 2011 Shows

## *QMI® Expands Global Distribution of Products*



## NEWS:

In an effort to better serve our customers QMI is in the process of updating its website to create a more user-friendly tool for our customers. We believe that the new site will allow customers to easily navigate through parts, articles and applications.

## FACTS:

QMI products are used in more than 20 countries worldwide

More than 1,500 Dairy Processing Plants utilize the QMI® Aseptic Sampling System

500+ Dairy Farms use QMI Products

QMI Products are used in the Biotech, Beverage and Pharmaceutical Industries

- |               |                |
|---------------|----------------|
| United States | Belgium        |
| Sweden        | Ireland        |
| China         | New Zealand    |
| Switzerland   | Philippines    |
| Australia     | Canada         |
| France        | Mexico         |
| Brazil        | Spain          |
| Germany       | Argentina      |
| Netherlands   | Israel         |
| Korea         | United Kingdom |
| Italy         | Lithuania      |
| Greece        | Saudi Arabia   |
| Malaysia      |                |

## *Worldwide Leader in Aseptic Sampling*

Since 1983, the mission of QMI has been to provide an aseptic, user-friendly, cost-effective method of sampling liquid processes. Because microbial testing is only as accurate as the sample, our mission is to provide the most accurate and aseptic liquid sampling and transfer devices available today.

## *The Dairy Practices Council Annual Conference*

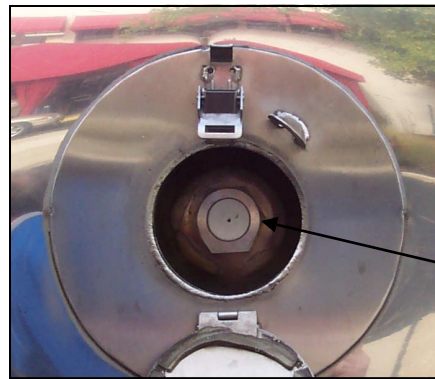
The Dairy Practices Council, a nonprofit organization of education, industry and regulatory personnel concerned with milk quality, sanitation and regulatory uniformity, publishes educational guidelines for the dairy industry. The Council held its annual conference November 3-5, 2010 in Columbus, OH.

Antone Mickelson, Director of Farm Practices for Northwest Dairy Association conducted a Powerpoint presentation during the conference on “Milk Tanker Sampling with the QMI Sampler”. Mickelson supports using the QMI® Aseptic Sampler for raw milk truck sampling because it reduces the truck turn-around time at the processing plant. For the plants that are not equipped with cat walks, the QMI® Sampler provides an easier and safer sampling method while maintaining sample integrity.

To demonstrate, Gib Martin, General Manager at Mount Joy Cooperative brought one of his milk tanker trucks equipped with a QMI® Sampler to the Annual Conference.



Gib Martin, General Manager  
Mount Joy Cooperative



QMI Sample Port

Gib Martin states: “We find the QMI Truck Sampling System to be a safe, cost-effective, accurate and easy method of sampling”



## *The Dairy Practices Council Annual Conference 2010 (cont)*



Antone Mickelson  
Quality Field Manager  
Northwest Dairy Association

Antone Mickelson, Director of Farm Practices for Northwest Dairy Association has shown to be an innovative leader in the dairy industry. Antone and his associates were instrumental in obtaining NCIMS and FDA approval for the QMI Needle Only method of silo sampling, described in the October 2009 QMI Newsletter.

In addition, Darigold's contract milk hauler has fitted 120 milk hauling trailers with the QMI Sampling System.

Antone's work is very valuable to the dairy industry in improving milk quality and processing plant efficiency.

### *Antone's Summary of His Presentation:*

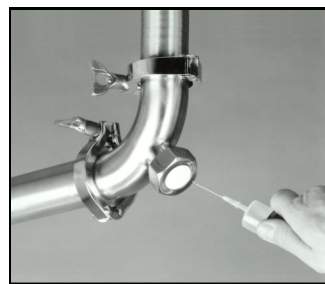
"The use of a septum sampler has different potential benefits depending on your application. At the farm level our experience shows that using this method reduces the number of spike bacteria counts compared to those samples taken from bulk tank petcocks.

On the hauling side of the business, there is potential for substantial cost savings. This can be accomplished by using the septum sampling port to pull regulatory samples prior to milk trucks entering the receiving bay. Once in the bay, trucks can be unloaded without delay"

Darrell Bigalke, Owner of QMI



## *QMI® Training Is Now On YouTube*



Visit [www.YouTube.com/QMIsystems](http://www.YouTube.com/QMIsystems)



### ***QMI® Tamper Evident Device (TED)***

To reduce the risk of tampering or unwanted removal of product, QMI has developed the QMI Tamper Evident Device. This device fits over the stainless nut and is partnered with a blue QMI Security Seal. To satisfy chain of custody these seals are numbered for easy record keeping in a laboratory or plant facility. The cap cannot be removed unless the security seal is cut.



If you would like a complimentary sample of this product, please contact us by phone, fax or e-mail.

## ***Trade Show Schedule for 2011***

### **International Association for Food Protection**

Milwaukee, WI    July 31 - August 3, 2011

### **American Association of Bovine Practitioners**

St. Louis, MO    September 22 - 24, 2011

### **World Dairy Expo**

Madison, WI    October 4-8, 2011

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