



2026 Agricultural Sales Product Company

Dairy Tech, LLC is a recognized leader in calf nutrition and colostrum management solutions. We patented the Perfect Udder® Feeding System, which enables producers to collect, pasteurize, store, warm, and feed colostrum in a single-use, bio-secure bag. Our Perfect Udder® Pasteurization Systems improve calf health and performance by reducing morbidity and mortality and increasing first-lactation milk production. We offer two advanced pasteurization units: Adda, designed for both milk and colostrum, and Matilda, engineered specifically for colostrum and optimized for Perfect Udder® bags. Our Oxford Ag product line delivers premium nutrition through Colostrum150 Replacer (150g IgG whole bovine colostrum), Colostrum60 Supplement (60g IgG whole bovine colostrum), and Electrolyte Premium Solution. Backed by research from leading veterinarians and universities, Dairy Tech is recognized as the gold standard for colostrum management and continues to set the benchmark for innovation in wet calf care.

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The focus of the 2026 Agricultural Sales Contest will be on Dairytech's product lines that offers solutions for colostrum management. <https://dairytechinc.com/>

Agricultural Sales Curricular Code

The purpose of the Agriculture Sales Career Development Event is to provide an individual with the basic skills to take advantage of the career opportunities offered in the agricultural sales field. Sales are an essential part of a market economy. Agricultural products benefit from sales skills, both for inputs for production and the marketing of the products.

How will this product work for the Ag Sales contest?

Teams will be assessed on their communication skills, product knowledge, sales process, and ability to maintain customers. Like any other product, Dairytech offers products that are targeted at different customer groups. Teams will be responsible for developing a strategy for marketing and selling to differentiated customers. Students will present a comprehensive approach for a sales call of a designated customer group to judges acting as the team's immediate supervisors in the team activity. Students will directly sell the Dairytech product line, targeting one of several customer profiles in the individual sales activity.

Contact Information

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