



Brown Dairy Equipment Company

2153 North Van Dyke * Bad Axe, MI 48413

Toll Free: 800-373-2153 989-269-7081 Fax: 989-269-1953

McBain Office: 231-825-4144 Fax: 231-825-8188

Portland Office: 866-464-6455 Fax: 616-522-1461

Web Site: www.browndairyequipment.com

THE NEWSLETTER FOR DAIRY FARM ESTABLISHMENTS

October
2013

IN THIS ISSUE

Brown Dairy Equipment product offering is growing to serve the Dairy Producers of Michigan

Fall is a great time of year. Football season is in full gear, row crop harvesting is on, the rush to wrap up building projects and World Dairy Expo are all signs that the final quarter of the year has arrived. Most areas have seen better crops than last summer and if Mother Nature cooperates, we should have an abundant harvest.

I mentioned in the July newsletter that this year might set a record for new parlor installs. A few years ago the Brown Dairy Crew installed eight parlors. This year will be hard to top as we have completed six parlors to date and have five more to finish for a total of 11. The installation crews have been working at full speed but are maintaining the same quality installations our customers expect. We all appreciate their efforts and commitment to providing a quality product that will make these dairies money for years to come.

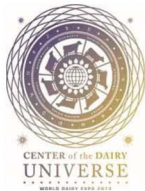
If you have never had an opportunity to visit World Dairy Expo, we recommend taking a trip to Madison some year. Over 71,000 people attended last year from all over the world. It is hard to comprehend the broad range of items shown by the 863 exhibitors who make products for our industry. They are all in one place on the show grounds.

Our management team tries to visit World Dairy Expo each year to discover new products for our customers. In this issue we will introduce you to many new items we are adding to our product offering so we may serve you better. Many of these items will make their debut at World Dairy Expo so if you can't make the trip, you will be up to date on these exciting new products.



Brown Dairy Equipment Scholarship winners announced

Brown Dairy offers scholarships for the upcoming school year...read more...Page 2



World Dairy Expo Programs and Promotions...read more....

Scholarship Winners chosen for fall 2013

Brown Dairy Equipment is very pleased to announce the winners of our first Annual Scholarship for young people who desire to continue their education past High School.

The winners are;

Alyssa Gehring of Harbor Beach. She is studying Agri-business Management.

Jesse Gingrich of Leroy. He is studying Animal Science.

Carissa Herrick of Hillman. She is in the Pre-Vet program.

Eric Martin of Leroy. He is studying Animal Science

Laura Small of Kimball. She is in the Pre-Vet program.

All of the 36 employees of Brown Dairy Equipment are excited to help these young people continue their education.

We are now accepting scholarship applications for the fall of 2014. Each scholarship will be available to students who plan on attending a college and major in Dairy Management, Large Animal Veterinarian or to a student continuing their education at a technical school studying electrical or refrigeration training.

When you go to www.browndairyequip.com our front page has all the information and links to apply for our second year of scholarships.

We are very excited to help the youth of our area continue their education. We hope this allows these individuals to learn the skills to help them stay in the industry we love so much.

If you are a high school senior or attending college or a technical school currently, apply today for next year.



The Deadline for 2014 Scholarship applications and your personal statement is **April 30, 2014.**

BROWN DAIRY EQUIP. SUPPORTING EDUCATION

www.browndairyequipment.com

MILKMAVEN Pulsation Monitoring System

The MilkMaven system provides 24/7 Pulsation, Vacuum and Temperature Monitoring.

Three levels of monitoring that are user defined

1. Green = Good
2. Yellow = Outside of Specification
3. Red = Catastrophic – an alert is to e-mail and phone of equipment failure.

Provides Pulsation consistency throughout the entire Parlor. The system looks at entire parlor not just one pulsator.

The only system that eliminates graphing.

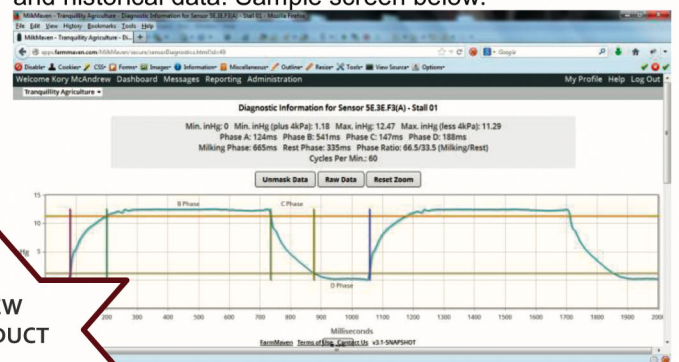
Self-Diagnosing. MilkMaven will give you 24/7 graphing with a true look at the entire parlor. 24/7 alerts on a failed pulsator.

Easy to install. No wiring, just connect tubing to twin tubing near pulsator and install the E10 controller to your router.

Low maintenance -only change the batteries once a year.

Low cost as compared to monthly pulsation graphing.

Report Screen shows 24/7 data with interactive links. These include, Parlor View, Milking Phase Report, Vacuum History, Diagnostic view – actual pulsation graph and historical data. Sample screen below.



**NEW
PRODUCT**

Inflation / Liner Overstock Special

We conducted inventory recently and are over stocked on the items below. 50% savings from retail price. You pay the freight or pick them up at one of our stores.

Bad Axe			SHELL TYPE OR DEFINITION	RETAIL PRICE	50% DISCOUNT
	Sets			PER SET	PER SET
IBR1	237	Conewango	Boumatic Shell	\$14.35	\$7.18
IBS4	50	Conewango	Square for Boumatic	\$14.35	\$7.18
IS62	20	Conewango	Surge Shell	\$14.70	\$7.35
Portland			SHELL TYPE OR DEFINITION	RETAIL PRICE	50% DISCOUNT
	Sets				
830835001	25	Delaval	HC-01 06 Shell	\$15.68	\$7.84
830750020	25	Delaval	WC-01 06 Shell	\$17.89	\$8.95
IBR1	50	Conewango	Boumatic Shell	\$14.35	\$7.18
IU282	25	Conewango	Full View Universal shell	\$14.35	\$7.18
IDS2	50	Conewango	06 shell Square shape	\$14.35	\$7.18
TLCD1	55	Milk Rite	06 Shell Triangle shape	\$15.14	\$7.57
TLCD2000	150	Milk Rite	06 Shell Triangle shape	\$15.75	\$7.88
FDU	29	Milk Rite	Surge Continental shell	\$12.80	\$6.40
HLSOFT	25	A&L	Hybrid Liner and shell	\$77.99	\$39.00
7750-0010-060	23	Surge	Surge Shell	\$17.80	\$8.90
IBR1D-V	75	Conewango	Boumatic Shell	\$15.00	\$7.50
McBain			SHELL TYPE OR DEFINITION	RETAIL PRICE	50% DISCOUNT
	Sets				
8510895	192	Boumatic	Magnum 400 Vented	\$21.51	\$10.76
4021-0241-086	56	West/Surge	06 style long life	\$18.08	\$9.04
7750-0210-100	22	Surge	Surge Continental Shell	\$20.20	\$10.10
7750-0010-050	77	Surge	Surge Shell	\$18.08	\$9.04
7750-0210-061	50	Surge	Surge Shell	\$19.08	\$9.54
JFSULT	11	Milk Rite	Surge Shell	\$13.70	\$6.85
BIU	150	Milk Rite	Boumatic Shell	\$13.35	\$6.68
TLCD1	45	Milk Rite	06 Shell Triangle	\$15.14	\$7.57
TLCD200	50	Milk Rite	06 Shell Triangle	\$15.75	\$7.88
R1CU	50	Milk Rite	Boumatic Shell	\$12.80	\$6.40
IU282	218	Conewango	Full View Universal Shell	\$14.35	\$7.18
IS62	1	Conewango	Surge Shell	\$14.70	\$7.35
ISS3	32	Conewango	Surge Shell Square Liner	\$14.70	\$7.35
IBR2BS	60	Conewango	Multi Piece Boumatic	\$13.25	\$6.63
830750020	16	Delaval	WC-01 06 Shell	\$17.89	\$8.95
830480090	10	Delaval	O8 06 Shell	\$17.89	\$8.95
830835090	8	Delaval	HC-01 06 Shell	\$15.68	\$7.84

Used Equipment available

Since we have been busy installing new milking equipment around the state, our customers have plenty of good used milking equipment available. Please contact Dennis at our Bad Axe Location or Bob at our Portland location if you are interested in any of the equipment mentioned below. We will be glad to put you in contact with the owners.

- Mueller 4000 gallon milk tank with two single phase condensing units.
- Surge 4000 gallon all stainless exterior with two single phase condensing units.
- Westfalia Surge 3000 gallon tank with two units.
- 2x12 milking parlor with Delaval takeoffs, pulsators and low line. No milking units.
- Delaval 3" high line with variable speed milk pump and 12 Universal pulsators.
- 2x10 BouMatic Herringbone with Rapid Exit Reel type front. This includes 22 BouMatic milk meters, portal identification and yellow identification tags.
- Large BouMatic floor mount plate cooler.
- 2x8 Herringbone parlor with a complete low line system.
- Portland store has three used condensing units. All are 3HP single phase and are R-22.

MUELLER MILK TANK OCTOBER SPECIAL

Brown Dairy Equipment is proud to announce special pricing on Mueller Milk Tank purchases now through October 31, 2013. With the volume buying power of Brown Dairy Equipment along with the Promotional Discount from Mueller, we are pricing Milk Tanks and Accessories at the lowest prices in years.

The promotion equates to **1.5%** per 1000 gallons. If you are looking for a new 2000 gallon, we will pass the 3% on to you. If you are looking for a 5000 gallon you will receive a 7.5% additional discount in addition to the already low Brown Dairy Equipment pricing.

The more you buy, the more you can save as the discount is not only on the Tank but the Control Unit, Condensing Units, Plate Heat Exchangers and Fre-Heaters.

Please give Dennis in Bad Axe, Bob in Portland or Paul in McBain a call today to price your new Mueller Cooling System.



PULI-SISTEM



Highest quality milk comes from healthy cows. A healthy herd produces more milk and allows you the time to focus on your herd management priorities. Reducing prep time and increasing prep consistency will have a positive impact on your bottom line!

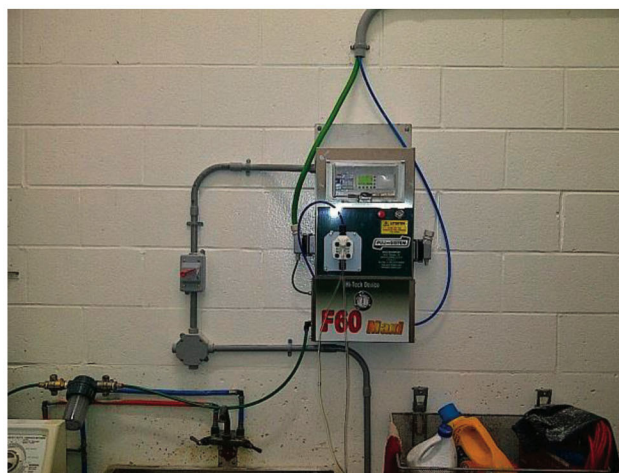
The PULI-SISTEM teat scrubber offers the following:

- Washes, massages, disinfects and dries the cows teats before milking. The massage provides perfect udder stimulation allowing for faster and more productive milking sessions.

- By automatically eliminating the first drops of milk, the PULI-SISTEM helps to reduce the levels of bacteria and somatic cell counts. After the drying phase the teat will be perfectly disinfected and all the foremilk will already have been released as a guarantee of better hygiene and milk quality.

- While the 2 upper brushes clean the external surface of the teat and surrounding area of the udder, the lower brush thoroughly cleans the teat end and the sphincter. A mixture of water and special high performance disinfectant grants the highest levels of success in udder hygiene and care.

- The PULI-SISTEM is completely electronically insulated and is operated by a low tension motor in order to guarantee maximum safety to workers and cows.



CONTACT YOUR BROWN DAIRY REPRESENTATIVE FOR MORE INFORMATION



AfiMilk introduces “The Next-Generation solution for the most accurate Heat Detection” “AFIAct II”

Dan Mckay

Eastern Regional Sales Manager
AfiMilk USA

We all know that profitability and good fertility go hand in hand. AfiMilk is introducing another tool to help us increase our fertility and profitability. AfiAct II is the next-generation of estrus detection systems. Building on our vast knowledge of cow activity as well as our successful AfiAct systems AfiMilk introduces a wireless, real time heat detection system.

The AfiAct II system combines extremely high sensitivity and very few false alerts to detect Animals in heat that others solutions miss.

- Collects and updates activity and behavior data all the time
- Indicates decrease in activity (lame or sick cows)
- Provides early detection of anestrus, abortion and cyclic disorders
- Records history of heat patterns throughout Cow’s entire life
- Provides fertility indexes, conception rate per bull and per inseminator

AfiTag II devices attach to the animal’s leg for accurate measurement of walking/resting/standing activity. Every 15 minutes (user configurable), AfiTag II sends updated activity data wirelessly via the AfiAct II Reader to the AfiFarm herd management software.



1 AfiTag II

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2 Reader

The AfiAct II Reader installed in the barn communicates and captures data wirelessly from the AfiTag II devices attached to the animals (whether they are inside or outside the barn).



3 AfiFarm software

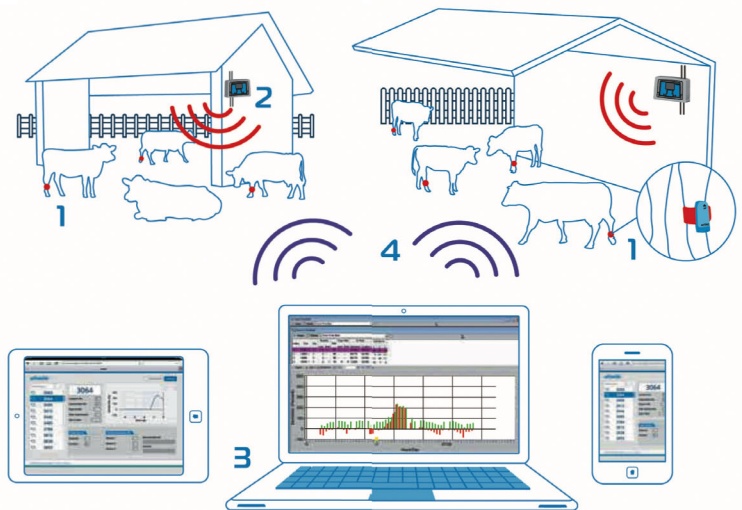
AfiFarm herd management software analyzes sensor data to generate reports (cows to be bred, anestrus and abortion). Data can also be accessed on any Web-enabled device 24/7/365.



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AfiAct II is the perfect solution for Heifers at remote locations and it can also be integrated into existing AfiMilk installations. The data collected includes activity, rest time as well as resting bouts. Standard Wi-Fi technology is used to connect the reader to the farm network or computer. No need to hardwire the reader to the computer. The AfiTag II can be used to identify cows in the parlor using the current AfiMilk antenna. The AfiAct II software includes all of the herd management tools that AfiFarm has become famous for and it communicates seamlessly with AfiFarm. This enables AfiAct II to be installed either as a standalone system or alongside existing AfiMilk systems.

Contact Brown Dairy Equipment for more information about AfiAct II



Long-distance RF network
Wi-Fi network



4 Standard Wi-Fi technology

Standard Wi-Fi technology and connections from the farm office to the AfiAct II Reader in the barn or yard provide straightforward installation and easy operation.

DAIRY QUALITY INSTANT SCC & IMAGE ANALYSIS

An incredible new innovation in milk quality testing. Somatic Cell Count testing can now be done right in the milking parlor. Using the Dairy Quality device and an iPhone, SCC readings can be determined in seconds without the expense and time it takes to send samples off to the lab.

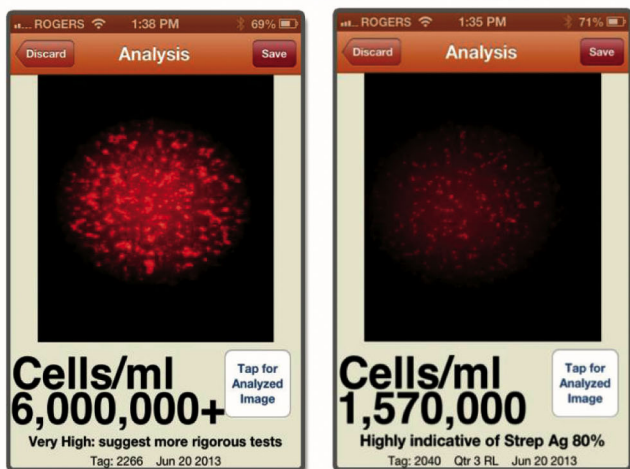


It's that simple!

The Dairy Quality device with the associated mpengo Dairy app not only provides you with an SCC value, but also displays a clear visualization of the actual milk sample showing the presence of somatic cells. The difference between a 'good' sample and a 'problem' sample is obvious. With our device, you not only get an accurate count of the SCC, but can see the result for yourself on the screen. The Dairy Quality kit Includes:

- *The Dairy Quality device*
- *One iPhone mounting case*
- *20 sampling slides & syringes and 1 pair gloves*

CONTACT YOUR BROWN DAIRY REPRESENTATIVE FOR MORE INFORMATION



Using the Dairy Quality kit and an iPhone:

- A sample is drawn and loaded into a **Dairy Quality** slide chamber which automatically mixes the sample with reagents to identify somatic cells.
- The imaging technology of the device then scans the milk.
- An image of the scan is captured by the iPhone camera and analyzed by the **mpengo Dairy** app.
- The results are displayed on the iPhone seconds later.



If You are headed to World Dairy Expo, BouMatic is hosting a Dairy Day Event in the Wignra Room on Thursday October 3rd. The main speakers at this event are Dr. Gordie Jones and Dr. Paul Fricke. If you attend, you will be able to enter in a drawing to win a Day on Your Dairy with Dr. Jones. If you win, he will spend a day on your farm making recommendations on how to improve your dairy.

Ken Vos will be speaking on the importance of HOOF CARE and how to properly correct issues that relate to the hoof to improve overall herd health and to prevent Lameness.

New this year, BouMatic will have IN BOOTH prizes just for stopping by the booth.

The Grand Prize for the week are two tickets to see the Packers play the Vikings on November 24th at Lambeau Field. Winner will be announced on Saturday October 5th at 3 PM.

Daily booth prizes are BouMatic Logoed jacket.

Boumatic will also be giving away BouMatic logoed foam footballs just for stopping at the booth.

Please stop at the booth to see the full BouMatic offering.

Cornman Farms Goat Dairy

Cornman Farms in Dexter, MI is Vertically Integrating the Zingerman's Family of Businesses

The house and barn located at Cornman Farms in Dexter were built in 1834. Alex Young and the creative team at Zingerman's Cornman Farms are in the process of restoring these historic buildings and creating a new event center, which will also be a working farm and dairy. Chef Alex Young is the managing partner of Zingerman's Roadhouse in Ann Arbor. Alex is an award winning chef who started gardening as a hobby 8 years ago on their small farm just west of Dexter. When Alex took some of his fresh produce to the Roadhouse for a special event, the customers loved them. The garden has since grown to become a six acre production garden that provides fresh produce for the restaurant. Young purchased additional land adjacent to his farm and then expanded the farm to include sheep, cattle and hogs that are also used at the restaurant.

Zingerman's Family of businesses include; a deli, bake house, a restaurant, a coffee company, a training and seminar business, a candy company, a mail order business and a creamery where they make craft cheeses. Before the summer of 2013 Zingerman's Creamery purchased milk from five different goat dairies. They decided to add a goat dairy to the Cornman Farms business and create a local source of high quality / fresh goat milk to make a small batch "SIGNATURE" line of cheeses to use at the Roadhouse and at special farm events. They will still continue to purchase milk from their current suppliers as they have a great working relationship with these goat dairies.

Kelly Young is the herd manager in charge of the Cornman Farms new goat barn and milking parlor. Today the herd consists of 30 doe's and will expand over the next few years to 150 to 200. Kelly and Alex hired Brown Dairy Equipment to install a single 12 parallel milking parlor in the spring of 2013. The parlor includes six GEA Capri Twin milking units with BouMatic Hi-Flo pulsators and milk flows into a 2" double slope mid-height line. The 12 stall parallel is just a smaller version of our cow parlors which includes sequence gates. The goats walk up a ramp when the barn door is opened from the large covered loose housing area. The goats get a small amount of grain as a reward for coming in the parlor. When the girls are finished they walk down a ramp and head back to the housing area and outdoor exercise lot. The milk is held in a 400 gallon Mueller milk tank until it is pumped into 100 pound stainless steel milk cans and carried to the creamery a few miles away in Ann Arbor.

The farm will also be used as an event center for weddings, parties, conferences and educational opportunities. The house will have a large commercial kitchen for events such as cooking classes, goat's milk soap making courses, classes for preserving food and private parties. Cornman Farms has a special interest in educating young people about food and farming. They have been giving tours to area schools for the past 5 years. The dairy will be a wonderful new addition to the tours.

We at Brown Dairy Equipment appreciate the opportunity to be involved in this unique project with Alex and Kelly Young and all the people who work with the Zingerman's Cornman Farms. If you get an opportunity to visit the Ann Arbor area you might stop at Zingerman's Roadhouse or check out the progress at the farm on their website at www.cornmanfarms.com.



Brown Dairy Equipment Newsletter Fall 2013

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Did you know all the items that Brown Dairy Equipment can offer your dairy and where you can see them at World Dairy Expo?

Dexter Industrial Washing Machines.

Calf Star Pasteurizers **Trade Mall 716**

Holm and Laue automated calf feeding systems. Milk Taxi Products. **Main Hall 1117**

Turner Herringbone and Parallel Parlor stalls for new parlors and remodels.

Lauren AgriSystems Silicone Milking Liners and dairy tubing. **Main Hall 1501.**

DARITECH – WESTWAARD pasteurizers
Arena 421

Madero Dairy Systems – Rotary Milking Parlors **Trade Center 822**

Mueller Cooling Systems **Main Hall 1807**

BouMatic Milking Systems **Main Hall 3703**

Norbco Barn Equipment **Main Hall 2001**

Dairy Quality & MPENGO **Main Hall 5004**

Orion Lighting Systems **Trade Center 913**

A & L Cleaning products **Main Hall 1208**

AfiMilk Systems for metering and cow health monitoring. **Main Hall 6302**

Puli-Sistem Teat Scrubber **Main Hall 1208**

WestfaliaSurge – GEA **Main Hall 4313**