

Brown Dairy Equipment Co.

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May 2017

THE NEWSLETTER FOR DAIRY FARM ESTABLISHMENTS

Spring has sprung!

Finally, we are seeing warmer weather and the fields are drying up after the late season snow and the monsoon type rains. We hope that the weather now cooperates so spring work can hit full stride, providing less stress for all of you.

Brown Dairy Equipment is pleased to announce the 2017 Scholarship Winner. This year's winner is Hailey Sharrard of Peck, Michigan. The employees of Brown Dairy Equipment wish Hailey success in her future endeavors.

On a sad note, Dr. William "Bill" Bickert passed away at his home February 1. Many of us knew him as a mentor and professor during his 45 years in the Agriculture Engineering Department at Michigan State University. His contributions included the automatic takeoff, founding of Michigan Ag Expo, modern free stall ventilation and building designs and systems working with sand-laden manure. Many of his projects made life on the dairy farm better for people and their animals.



We are excited to have sold and installed our first Afimilk Silent Herdsman system on a farm near Portland. We are interested

to see the results of this new product and how it monitors rumination, eating habits and activity. We will give you an update on the success of this product in our next newsletter.

We hope you find useful information in this edition of our quarterly newsletter. *Here's to a productive spring!*



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**ENVIRO
LAGOON**®

Because Manure Happens!

Turn Your Manure Headache Into An Asset

There's a better solution for dairy lagoon treatment. It's called EnviroLagoon®, and after 15 years, it's become the single most successful waste treatment product in the industry.

EnviroLagoon is an easily applied liquid solution specifically developed to reduce solids and odors of manure treatment facilities.

Easy to Use. Quick Results.

EnviroLagoon works by feeding the bacteria that already exists in your lagoon and speeding up the decomposition of that manure. This makes the manure easier to handle when it comes time to pump out, as well as getting more manure out of storage and into the fields.

For dairy operators nationwide, it has proven to deliver outstanding performance in:

- **Increasing profitability and safety**
- **Reducing odors**
- **Breaking down solids**
- **Improving nutrient availability to crops**
- **Easing pumping, reducing time and fuel needed for agitation and removal**
- **Helping increase lagoon capacity**

NEW Limited Time Offer!

Save 10% on your entire first order as a first time customer

See the results first-hand on your dairy operation!

Contact your Brown Dairy representative directly for more information.

**For more information, call 800-373-2153
or visit www.browndairyequip.com**

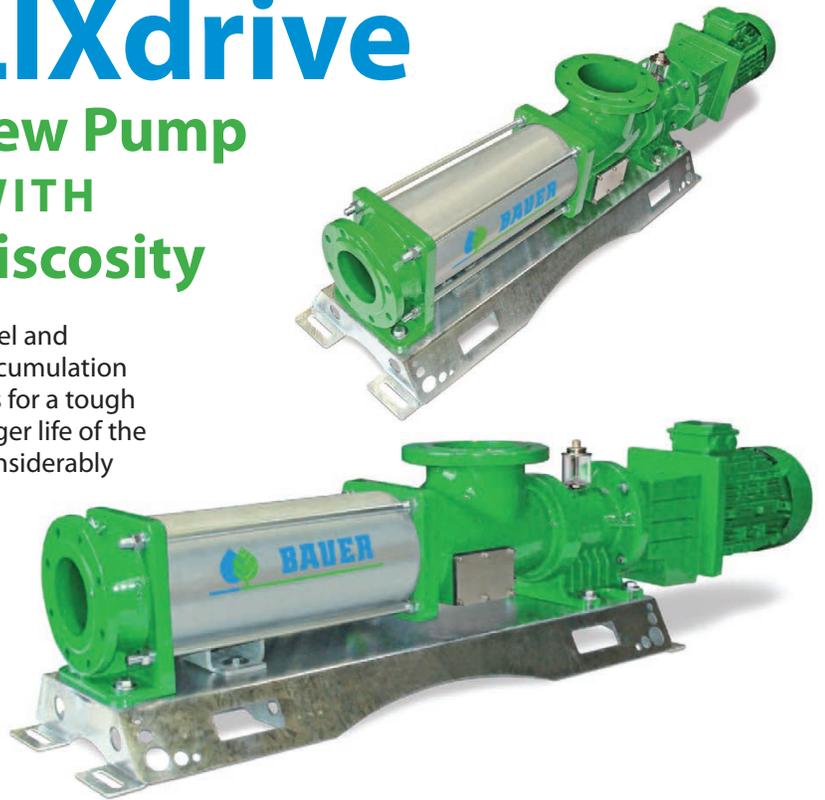
Bauer's HELIXdrive

The Eccentric Screw Pump

FOR MEDIA WITH Low and High Viscosity

HELIXdrive pumps are made with tough tool steel and consistent wall thickness of 8mm to prevent heat accumulation and stress cracks. The special coating applied makes for a tough and smooth surface. This process also ensures a longer life of the stator rubber, as the smooth rotor surface causes considerably less abrasion.

Bauer's HELIXdrive has a light weight, low friction hollow rotor which guarantees consistent running smoothness in all speed ranges. A few uses for this type of pump are: thick slurry, liquid manure, sewage sludge, etc.



RAINSTAR T

The Product of Decades of Experience in Practice



- **Cost efficient irrigation** by saving energy, convenient, time saving handling and operational safety even at extreme stress — *only a few of the many advantages of this generation of machines*
- The **RAINSTAR T** with the new TVR-radial full flow turbine is available with ECOSTAR irrigation computer
- No matter which field size or form, the **innovative modular design** of the RAINSTAR T easily adapts to every condition and offers tailor-made equipment for every irrigation process
- The particularly attractive price-performance ratio guarantees the **cost effectiveness** of your purchase
- All steel parts are galvanized, which means **optimal corrosion protection**
 - An important factor for successful irrigation is that the **hose-reel irrigator is anchored firmly to the ground**
 - The machine is immovably anchored to the ground — even with retraction forces up to 40% higher than similar machines
- The power transmission for the PE pipe retraction over a large dimensioned pipe reel is achieved with **high quality chain and precise, laser-cut chain elements**
- By using coated, high-performance chains, a **maintenance-free operation** and a **long lifespan** are guaranteed



BAUER

FOR A GREEN WORLD

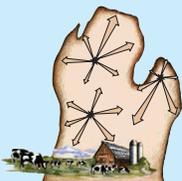


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PulsNexus is a whole lot more than an alarm system. It is a system that puts you in control of your parlor.

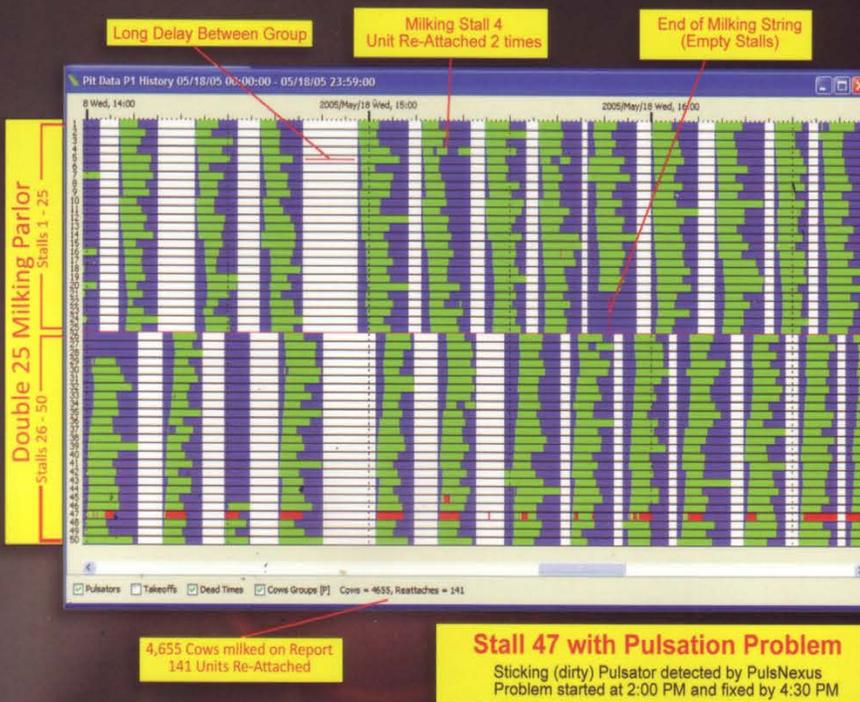
Dairymen that buy the *PulsNexus* system are amazed at how it puts them in control of their milking system and how it allows them to fine tune the barn for maximum performance. Equally as powerful, is the high level of management information that they find at their fingertips.

When the *PulsNexus* system is installed in combination with a computer and the BECO Parlorscan software your whole world begins to change. If you want to see the pulsation graph for any given stall just click the stall on your computer screen and the graph pops up. Here you can see exactly what is taking place in real time. As events happen in the milking parlor, messages are sent from *PulsNexus* to the computer where each event is logged. Want to know what problems took place last night? Click on the report icon and you instantly see which stalls had problems, what time the problems occurred, how long it took to correct the problem, and what the problems were.



Want to see what happened during last nights milking?

Click on the "pit data" icon and instantly you have a very clear picture of the last 24 hours of events. A screen will appear like the one below. In that screen each green line represents a cow being milked. The green line starts when the unit went on the cow and then stops when the unit comes off. Red lines mean that cow was milked with a pulsation problem. The top part of the screen tells you the time and date when each event took place.



Want to know when milking started and when it ended?

When the operators took a break?

How many units were re-attached?

What was the sequence that machines were attached?

How long it took to wash the barn?

It's all there and available at the click of a computer mouse.

This powerful software program puts you in complete control of your parlor.



The BECO PulsNexus monitoring system is the perfect companion to the BECO H-Factor pulsator.

PulsNexus is not a luxury item! A lot of users of the BECO PulsNexus system will tell you that before purchasing the system they felt that it was a luxury item, "something that would be nice to have someday". However, once they experienced the system they say "they don't know how they dairied without it and it would be one of the first things they would buy."

Monitors each stall. PulsNexus is a standalone system that lets you know when something goes wrong and alerts you with an alarm so that the problem can be corrected before doing damage to your cows. The system not only detects problems, it also has imbedded intelligence that tells you what needs to be fixed the moment the problem arises. **Some of the problems that can be detected are:** • Hoses that fall off • Holes in air tubes • Cracked or split liners • Plugged hoses • Dirty filters in the fresh air system • Malfunctioning vacuum regulator • Dirty or faulty pulsators.

The system, when installed with an in-parlor speaker and monitor, is used to get the attention of the operators when a problem occurs. They can look up at the monitor where they see the stall number with a problem and what the problem is. No more changing out the pulsator when all along the real problem was a split liner or faulty air hose.

PulsNexus can also function as the control for the pulsator.

When PulsNexus is hooked up to the BECO H-Factor pulsator it becomes the individual stall controller. When the claw is put on the cow the pulsator will turn on, and when the claw is removed from the cow the pulsator will turn off. This feature alone can double the life of the pulsator because there is no need to have the pulsator running when it is not milking a cow. This feature leads to longer pulsator life and much greater time between repair or rebuilding a pulsator. Independent research by utility companies has shown that there is also a significant savings in electrical use when variable speed vacuum pumps are in place. When the pulsator is off, less air is consumed and the vacuum pump slows down to save energy.

Extreme tuning of your milking system.

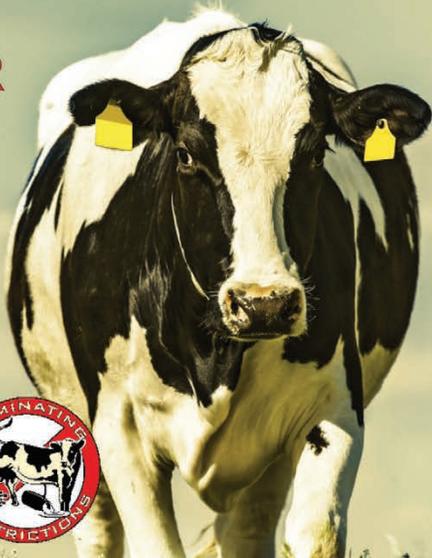
Because PulsNexus is running the pulsator while simultaneously monitoring it, you are able to fine tune the pulsation rates and rations to maximize milking speed without concern that massage times will be reduced when a problem occurs. Systems that do not allow for this monitoring are always set up with more rest time than is actually required. This is done because it is widely known that even small air leaks can, and do, automatically reduce the rest phase. With the PulsNexus system you no longer have to build in that buffer of time and consequently you can use that time to milk faster.

- Monitors pulsation performance 24/7
- Alarm diagnostics, not just a red light
- Easily adapts to all systems • Ability to control the pulsator

FREE PULSATOR & SOFTWARE

THROUGH MAY 31, 2017

WITH THE PURCHASE OF ANY PULSENEXUS

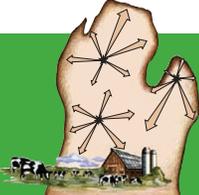












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What milk replacer is right for your farm?

For over 40 years, NRV, Inc. has been holding ourselves to the highest standard. With our beginnings in veal milk, our focus has expanded to include dairy herd milk, as well as goats and sheep milk replacers. Even though our focus has expanded, our attention to detail and extremely high standards have remained the same. We are able to hold ourselves to the highest of standards because of our laboratory.

All incoming ingredients are tested in our state of the art, onsite laboratory. Using wet chemistry, our nutritionists develop formulas with the most accurate nutritional information. In addition to testing every ingredient before it is put into production, we also test every batch of milk replacer before it leaves the plant.

Even with one of the most advanced laboratories in the industry, we feel that it is not enough. We also have a 1,400 head veal research facility located in Northern Indiana. Here we use and run trials on all of our products before they are made available to our customers, so that we can ensure we are providing them with a product that works and is not just fairy dust. We have run trials with probiotics, electrolytes, and many other products. With four barns we are able to have four treatment groups,



allowing us to gather the most information possible from each trial. We also like to run trials with our customers to see how our products do in the field. Field trials allow us to see where we need to improve, what information that we need to provide, and what is really practical and economical to use. All trials are overseen by our Calf Specialists.

An NRV Calf Specialist isn't just another salesperson. They do not just learn about products from a few sales meetings and by reading some pamphlets. They actually use them. Many of them feed calves, wash their boots, and then head out to visit customers. They

know the struggles of raising calves and are at the forefront of the newest research and products. Our Calf Specialists work closely with our nutritionists, laboratory, and production crew, as well as attend industry conferences, in order to provide the most up to date information and advice for their customers. Working with

calves makes our Calf Specialists so much more than just the person you order milk replacer from. They are a plethora of information, as well as an ally in raising your calves.

We specialize in developing protocols just for your farm, finding the right milk replacer for your calves, and helping you reach and exceed your goals.



Are you ready to exceed your goals?



Dairy Dynamics Proudly Announces

A **2-PART TEAT DIP**

Chloroxide A&B

Why use this great new product?

• Combination of Two Powerful Germicides

The active ingredient in Dairy Dynamics "Chloroxide", chlorine dioxide, kills pathogens that would otherwise infect the teat and/or contaminate the milk.

Advantages of Chlorine Dioxide

- Most powerful, broad-spectrum germicide available in a teat dip
- Quick-kill
- Works well when exposed to organic load
- Dairy Dynamics "Chloroxide" is stabilized to prolong efficacy of solution
- Dairy Dynamics "Chloroxide" contains buffers and emollients to making it gentle to teat skin

Advantages of Lactic Acid

- A natural constituent of milk, lactic acid is beneficial in helping to dissolve keratin buildups (hyperkeratosis) on teat ends and exfoliate old dead skin that can harbor bacteria. Gentle to skin.
- Works well when exposed to organic soil such as manure.

In Addition, "Chloroxide A&B":

Reactivates After Drying

- "Chloroxide" dries quickly on the teat. Exposure to moisture between milking will re-activate the chlorine dioxide to keep teats free from bacteria.

Cleaning and Exfoliating Capabilities

- Gentle, optimum level of lactic acid reinforces the skin's support structure. This dip removes old, dry, cracked skin that can harbor bacteria.
- Specially formulated synergistic product provides surfactants and detergents to allow easy removal of soils and manure from skin.

Improves Teat Ends

- Includes a keratolytic agent which maintains and promotes healthy teat ends by helping to reduce teat end keratin without harming healthy tissue.

Visible From a Distance

- Bright blue color is highly visible on teats.

Environmentally Friendly

- NPE-free, 99%+ sustainable and readily biodegradable.



Now Available from Calf-Star!

Milk Taxi 4.0

Smart ID The Milk Taxi 4.0 makes it possible to identify the calves and groups of calves in its machine software. Due to the definition of the age of the calf, a feeding curve is programmed which provides the exact feeding quantity they require. Smart ID is an electrical identification system which consists of an antenna placed on the Milk Taxi as well as a transponder on the pen or hutch. Passing by the pen, the number of the pen is recognized and shows in the display. Further information which is pre-entered includes the quantity of calves in the pen, their age and appropriate feeding program. The employee just needs to press the release button of the pump and the required quantity of milk flows into the bucket. This function is globally unique in the market and gives the employees security because they always know how much they need to feed.

Smart Mix Another advantage of the Milk Taxi 4.0 is the calculation of the required total amount of milk in the Milk Taxi's display. This amount is not estimated anymore but is calculated before feeding the calves, due to defined feeding programs and the number of registered calves. Therefore the preparation is getting easier and mistakes are avoided. In the Smart Mix program the Milk Taxi also shows how much milk or water is already in the Milk Taxi. After entering the desired concentration of milk replacer, the exact mixing ratio is calculated. Next, you can see the required quantity of water as well as the number of scoops of milk replacer that is needed to achieve the respective mixing result. The Milk Taxi 4.0 tells the employee exactly what to do.



Calf Guide For the first time, the Milk Taxi 4.0 is able to send calf and feeding data wirelessly to the central Calf Guide server. The data can then be shown in well arranged charts and tables via mobile devices or PCs.

3.0 Upgradable The Milk Taxi 4.0 is now available. The 4.0 is an upgrade to any four-wheeled version of the Milk Taxi 3.0. *Milk Taxi 4.0 is not available for trailered models at this time.*



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Conewango

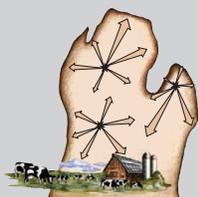
Leading the herd since 1931

Proudly introduces
the new

evo LUTION[®]
A Conewango Division

X³ Liner

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BROWN DAIRY EQUIPMENT CO.
800-373-2153 www.browndairyequip.com



- **Extra Long Life Material** – up to 8000 milkings – saving money & labor
- **Triangle Design** – provides controlled collapse, reducing pressure on the teat end
- Specifically **engineered for good teat health** – minimizes hyperkeratosis
- Multiple Piece Design – **Visi-Nipple available vented OR non-vented**
 - New plastic shell – **lightweight and very durable**
- **Patented Notched Milk Tube** – high capacity with better alignment and flexibility
- **Accommodates a wide variety of teat sizes** – comfortably milks the entire herd