

Brown Dairy Equipment Company

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September
2016

THE NEWSLETTER FOR DAIRY FARM ESTABLISHMENTS



Fall Is Upon Us and Harvest Is In Full Gear!

What an odd growing season we have had for 2016. No rain, too much rain, too much heat. Even with all the weird weather, there was a bumper wheat crop and many other crops look great. For most, 4th cutting hay has been harvested, sugar beets are being dug and corn chopping is going strong.

With crops being harvested quickly, it might be a great year to take a day or two and head to Madison, WI and visit World Dairy Expo the first week of October. World Dairy Expo is celebrating its 50th Anniversary and it should be a great show.

If you have never seen this show, it is quite a sight. World Dairy Expo has the trade show area which includes 875 different companies showing items you may not even know exist. There are educational seminars, virtual farm tours and contests like the Forage Super Bowl. The new cattle barns show off all seven breeds of animals included in the judging contests. If you have a chance, visit the website www.worlddairyexpo.com. The \$10.00 per person admission includes parking.

Many companies have promotional product giveaways at World Dairy Expo. As you will see inside this newsletter, AfiMilk will be giving away a Silent Herdsman system. *Maybe another Dairy Producer from Michigan will win the system like the AfiAct II system winner last year.*

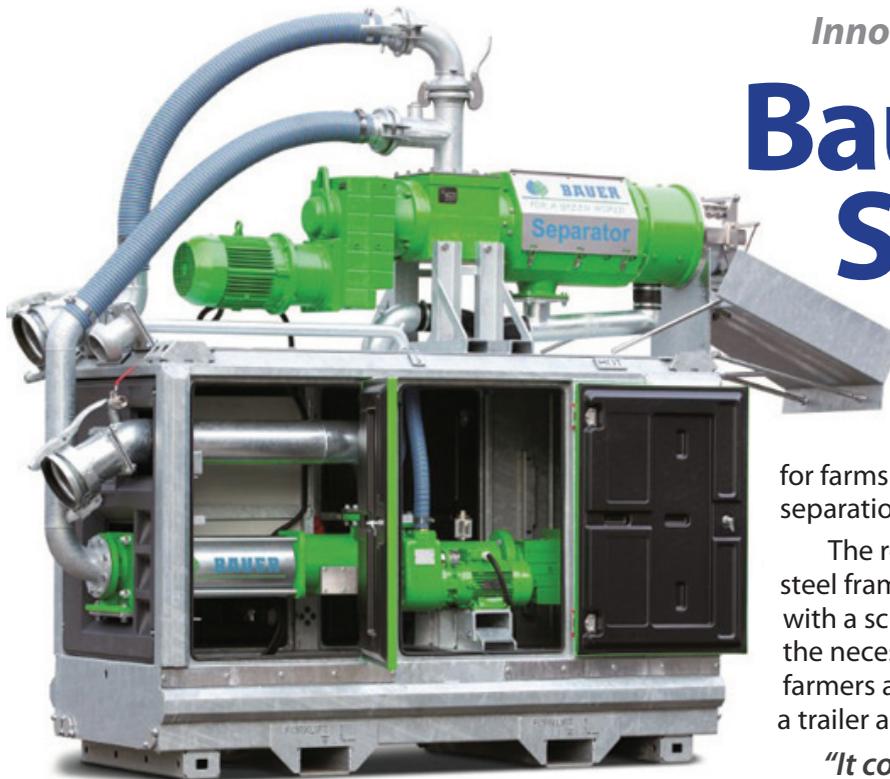
5th Year for the Brown Dairy Equipment Scholarship Program

Now that the school year is under way, your upcoming high school seniors should go to our website and apply for the **2017 Brown Dairy Equipment Scholarship** program. We are proud to offer these scholarships for continuing education. For more info, visit www.browndairyequip.com.

All of the employees of Brown Dairy Equipment appreciate those of you who support us. Even with the low milk prices, we have been steady with our third Madero Rotary installation, along with a few parlor updates and expansions. Recently, our crew was able to change a double 10 herringbone parlor into a double 18 Turner Parallel Parlor with new automation during milking. It made for a few long days but the new system works very well. *Thanks to all Brown Dairy Customers. Happy fall!*

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Innovation in Slurry Management

Bauer Mobile Separator

The latest slurry separation development from Bauer brings new **'plug and play' flexibility** to slurry management for farms and opens the way for contractors to provide separation services to livestock farms.

The remarkably compact unit comprises a galvanized steel frame housing a pump and enclosed control panel, with a screw press separator mounted on top with all the necessary pipework. Built-in pallet fork slots enable farmers and contractors to quickly off-load the unit from a trailer and pack it up again to move to a new location.

"It could be an ideal solution for the growing number of farms with more than one dairy unit and

slurry storage and handling facilities," says Tim Moore, Sales Specialist at Brown Dairy Equipment Co. *"For contractors, it offers a new service opportunity that will bring the benefits of separation to farms that cannot justify investment in their own system."*

The 'plug & play' unit requires minimal permanent infrastructure and is available with a choice of Bauer separators to provide different levels of output.

"The individual components are optimally integrated into the design for guaranteed stability and a long lifespan," notes Hans-Peter Hojas, product manager at the Bauer Group. **"It delivers a very high level of dry matter from slurry using a low amount of energy."**

"...guaranteed stability and long lifespan..."

All components are contained within and protected by a galvanized steel frame. They comprise a proven Bauer eccentric screw intake pump; a rotary discharge pump; an electronic control unit with cabling; and flexible intake, overflow and discharge piping with the famous Bauer quick coupling for easy connections.

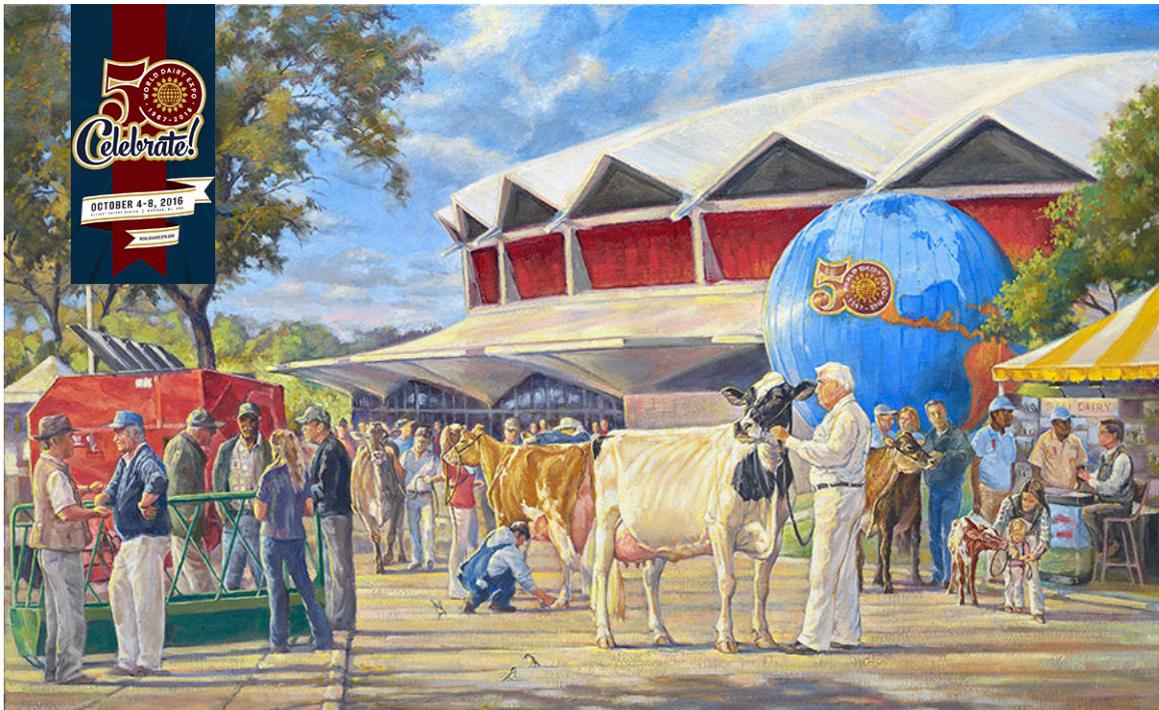
Three versions are available: with the **Bauer S655 or 655HD screw press separator**, the mobile unit provides a typical throughput of 1060 cubic feet per hour and organic material up to 32% dry matter using a standard length screw with single screen.

The same dry matter performance is achieved with the **S855 / 855HD separator** but at throughputs of up to 1412 cubic feet per hour thanks to an extended screw and double screen. Both separators are powered by a 7.5 horsepower electric motor.

For separation and the opportunity to produce a soft, comfortable bedding material for use in free stalls, the mobile unit can be equipped with the **Green Bedding version of the 855 separator**, which has a 10 horsepower motor and achieves outputs typically of 885 cubic feet per hour producing material with up to 36% dry matter for daily production and use.



BAUER Group
FOR A GREEN WORLD



Brown Dairy Equipment Business Partners Exhibiting At World Dairy Expo October 4 - 8, 2016

COMPANY	PRODUCTS OFFERED	BUILDING	BOOTH
AfiMilk, USA	Herd Management and Milk Metering systems	Exhibit Hall	3601
ANIMAT	Cow Comfort with alley mats and free stall mats	Exhibit Hall	1401
BECO Dairy Equipment	Automatic Detachers and pulsation systems	Exhibit Hall	3205
BouMatic	Milking and cooling systems	Exhibit Hall	3703
Calf Star	Calf feeding equipment and pasteurizers	Exhibit Hall	1411
Can Arm Equipment	Calf pens, barn equipment and accessories	Exhibit Hall	1903
Conewango	Milking Liners, Hoses, milking units Quatro Boots	Exhibit Hall	1107
WESTWAARD	Calf Milk Pasteurizers and parlor accessories	Arena Bldg.	421
Fan / Bauer Separator	Manure Separators and irrigation equipment	Exhibit Hall	1115
Farm / MilkMaven	Wireless Pulsation, Vacuum and Temperature sensors	Exhibit Hall	6008
SlurryStore	Above Ground Manure Storage	Exhibit Hall	1201
J&D	Barn and ventilation equipment	Exhibit Hall	1101
Madero Dairy Systems	Rotary Milking Parlors and parlor automation	NH Trade	863
Mastitis Management	Thrifty Hoof and Thrifty Dipper	Coliseum LL	124
Orion Energy	Energy Efficient Lighting Systems	Exhibit Hall	1506
Paul Mueller Co.	Milk Cooling and Storage Systems	Exhibit Hall	1807
Solutions 4 Earth	EnviroLagoon Manure Pit Treatment	NH Trade	848
Turner, Inc.	Parallel and Herringbone Parlor Stall Systems	NH Trade	947

Visit www.worlddairyexpo.com to find our business partners and plan your trip to Madison, Wisconsin for the

50th Anniversary Edition of World Dairy Expo



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Accessible from the Web on any type of device — smartphone, tablet, laptop



Available as a stand-alone system

Simple, easy installation



Off-the-shelf Wi-Fi router

"...with AfiMilk we are able to do a much better job breeding our cows," says Brian Houin from Homestead Dairy (Indiana, USA), whose herd has over a 28% pregnancy rate.

Brown Dairy Equipment is committed to On-Going Training for employees and customers

On September 12 and 13, 2016 Brown Dairy Equipment and AfiMilk sponsored trainings at the Wagon Wheel American Grill for AfiMilk users and Brown Dairy Equipment employees. The training was conducted by Dr. Aurora Villarroel, AfiMilk Application Support Manager for the Americas.

During the two separate sessions with four newer users, Dr. V showed all of us how to use the graphs already available in AFIFARM herd management software. Utilizing TEAMVIEWER, she loaded her preferred reports directly into the software on the



Dr. Aurora Villarroel conducts a training session.

dairy. She then trained these individuals how to get the information using the combination of Activity Monitoring, Milk Weights and Conductivity inputs. All of the dairies in attendance received a memory stick with reports and videos of how to utilize the information.

Our crowd was down because crop harvesting is in full gear. Dr. Villarroel is in very high demand all over the country. She will not be able to come back until spring 2017. We will provide plenty of notice when Dr. V will be coming back to our area.

If you are planning to attend World Dairy Expo, she will be in the AfiMilk Booth most of the week.

Their booth is in the Alliant Energy Center (main Building) in booths 3601 - 3702.



AfiMilk Activity Tag Upgrade

Many original AfiTAGs are reaching the end of their useful life. Now Brown Dairy Equipment is offering a TRADE-UP program so dairies can upgrade to the latest in technology, AfiACT II tag. Not only will this upgrade give you a full THREE YEAR replacement warranty, but also give you better tag retention with the easy-to-use plastic ratchet style strap. This leg tag not only identifies cows in the parlor, but tracks lying time, lying bouts and can be tracked 24/7 with a wireless tag reader located in your barn.

Standard retail pricing on the AfiACT II tag with strap is \$80.96, but now trade-in your CLEAN AfiTAG or PEDO-PLUS Tag and pay \$64.96 for the latest technology tag and the easy-to-use strap.

*NOTE: Ideal versions earlier than "15" will need to be updated in parlors and sort gates.





Come meet us at
World Dairy Expo. 2016, Madison USA
 Booths EH 3601-3702 | October 4-8, 2016



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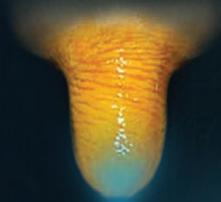
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World Dairy Expo | Booth **TC 863-889**



Brown Dairy Equipment has been working with Madero Dairy Systems since 2013 and we are now proudly installing our third Madero Rotary Parlor in Michigan. Brown Dairy Equipment chose Madero Dairy Systems as a partner because of the reputation for quality, more than 20 years installing rotary parlors globally and the flexibility of a closely managed manufacturer / distributor.

Unlike most of the competitive rotary parlors sold in the US, Madero builds these parlors themselves in North America and controls the entire process including platform installation. We at Brown Dairy Equipment thought this would be a great partnership as great minds think alike. Madero Dairy Systems sells AfiMilk Herd Management Systems and Mueller Cooling on their global projects and designs their rotary to work primarily with AfiMilk products. Madero has the flexibility to allow our customers to pick the automation that fits their needs unlike many of our competitive rotary systems.

Not only is a Madero Dairy Systems a leader in rotary parlors and milking technology but is now introducing a new product to help rotary parlor users become more efficient and save labor. Madero Dairy Systems is introducing the **Max-1 Pre and Post Teat Dip Sprayer at World Dairy Expo**. As you can see in the litera-

ture this system will apply dip in five seconds per cow. This is basically unheard of with this type of automation and they also state a lower cost of installation. If you are coming to World Dairy Expo please stop by the Madero Booth 863-889 in the New Holland Trade Center to see the new **MAX-1 Automated Teat Sprayer**.

Brown Dairy Equipment Newsletter Fall 2016

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World Dairy Expo

October 4-8, 2016
MADISON, WISCONSIN

World Dairy Expo is where the
dairy industry meets.

No other dairy event in the world compares.
Designed for dairy producers and industry
partners, World Dairy Expo is a showcase for
**elite dairy cattle, cutting edge research and
modern technologies.**



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Visit the website www.worlddairyexpo.com for additional information.