

Brown Dairy Equipment Company

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July
2016

THE NEWSLETTER FOR DAIRY FARM ESTABLISHMENTS

Brown Dairy Equipment Announces...

2016 Scholarship Award Winners

Brown Dairy Equipment is pleased to announce our Scholarship winners for 2016.

These individuals met all the criteria set forth on our Brown Dairy Equipment website in the Scholarship section.

COURTNEY WANGLER of West Branch

AUSTIN HAYWOOD of Hastings

LINDSAY LARSEN of Scottville

LETA LARSEN of Scottville

DEVON ROSEBRUGH of West Branch

SHANNON PARTICKA of Ubly

All of the employees of Brown Dairy Equipment would like to congratulate this year's winners and we wish them success in their future endeavors.

We are now accepting applications for 2017.

Visit www.browndairyequip.com to apply.

Brown Dairy Equipment
Supporting Education!



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Meet the Brown Dairy Equipment Customer Service & Parts Department

When you call Brown Dairy Equipment at 800-373-2153 and you need to order parts, our new phone system will ask you to pick which branch you would like to contact.

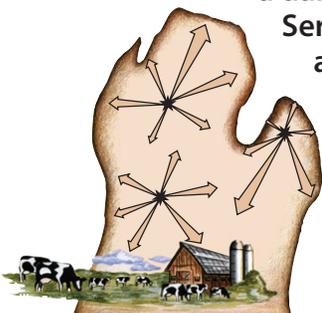
When you choose **Bad Axe Parts** (option 2) you will more than likely reach Derek Vahovic (on left) or Eric Wilson (on right). Derek has been with Brown Dairy Equipment for eight years and is primarily responsible for Purchasing and Inventory management. Eric Wilson is primarily In-Store Sales / Customer Service and has been with us for one year.

When you choose **McBain Parts** (option 3) you will primarily reach Scott McCrimmon. Scott is In-Store Sales / Customer Service and has been with Brown Dairy Equipment for eight and a half years. Scott also has extra duties as he dispatches our service people after service calls have been entered into our centralized dispatch system.

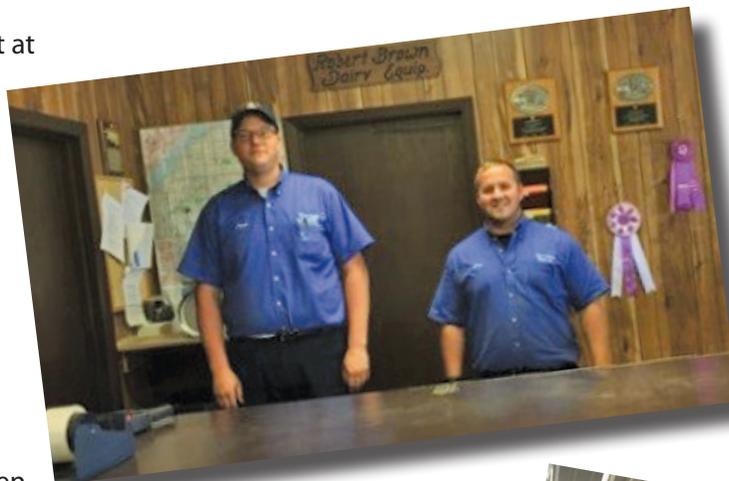
When you choose **Portland Parts** (option 4) you will primarily reach Larry Salas. On certain days of the week you might also reach Ken Lawson. Larry is responsible for In-Store Sales / Customer Service and has been with Brown Dairy Equipment for six years.

Ken Lawson, In-Store Sales / Milk Quality Specialist, and has been with Brown Dairy Equipment for two years. Ken helps in the office two days a week and is on the road the balance of the week taking care of our route customers out of the Portland store.

We wanted you to meet the Brown Dairy Equipment people many of you speak with on a daily basis. Our Customer Service and Parts people are happy to hear from you and are eager to help you with any of your Dairy Farm needs.



Thank you for your business.



BAD AXE
Derek Vahovic (left)
Eric Wilson (right)



McBAIN
Scott McCrimmon



PORTLAND
Larry Salas



PORTLAND
Ken Lawson

Charity Golf Outing Supports Cancer Research



We would like to thank three of our vendors for sponsoring our team during a golf outing to help cancer research. Not only do they step up to help us and our customers but they also help others they do not even know.

AfiMilk USA , Dairy Dynamics and Abts BouMatic / Calf Star made donations to sponsor a 4 man golf team that participated in a tournament where the proceeds all went into a cancer fund here in Michigan. The team consisted of Dan Gonzales along with Brown Dairy employees Tim Moore, Greg Roggenbuck and Eric Wilson. Although the group did not win the tournament, they were part of a fun day which contributed over \$4000 for this awesome charity.

Thank you AfiMilk, USA, Dairy Dynamics and Abts BouMatic / Calf Star!



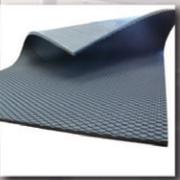
animat mattress I



animat mattress III



inter **lock**



max **grip**

Full Dairy Solution

By simulating a natural pasture environment that can be adapted to all types of facilities, Animat's products can reduce the risk of accidents and injuries in your barns. You will ensure ease of movement for your herd and maintain an easy-to-clean environment.

visit animat.ca

Experience Comfort



- Improves comfort
- Helps reduce lameness
- Increases traction
- Helps reduce stress

Some sizes of **INTERLOCK MATS** on hand for **immediate delivery!**



BROWN DAIRY EQUIPMENT CO.
 800.373.2153 • browndairyequip.com



Michigan Dairy Industry Conference

On May 26, 2016 Brown Dairy Equipment helped sponsor the 72nd Annual Michigan Dairy Industry Conference in Holland, Michigan. This conference is a gathering of industry people, milk company field staff along with inspectors and survey personnel.

Brown Dairy Equipment and Afimilk showed an exciting new product that includes Afilab. The concept of on-farm Real Time Milk Classification Service (MCS) is a breakthrough solution for enhancing milk value. The MCS classifies milk in real time according to fat, protein and coagulation properties of every dump of milk leaving the Afimilk MPC Milk meter. The milk is then sent to one of two milk tanks. The result: Milk suited for making cheese is separated from milk suited for other milk products. The milk intended for cheese would be sold at a higher price.

Please contact our sales department for more information about this new product.



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.*

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

On June 13 and 14, 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.

Dr. V is a DVM originally from a dairy farm in Spain. She has received advanced veterinary degrees from UC Davis and a PHD in Epidemiology from Colorado State. She was also an Assistant



Dr. Aurora Villarroel conducts training session.

Professor at Oregon State University College of Veterinary Medicine. She joined Afimilk in October 2014 and her focus is on using Afimilk solutions to make the best management decisions for a healthy dairy herd.

During the two separate sessions we trained six Brown Dairy Employees along with 21 dairy producers and dairy employees. Dr. V showed all of us how to use the graphs already available in AFIFARM herd management software. The reactions were amazing as to how much information many were missing out on that is at their fingertips using the combination of Activity Monitoring, Milk Weights and Conductivity inputs. Both days ran past our scheduled 3pm ending time because of the great discussions about how producers can get the most from their investment in Afimilk Solutions.

We are planning another session this fall (**the week of September 19**) with Dr. V. If you are a current Afimilk user or are looking to gain additional information about what Afimilk products can do to help manage your dairy, please contact our sales department to put your name on the list of potential attendees.



Afimilk Silent Herdsman

- The most accurate heat detection
- The most accurate health monitoring based on **rumination and eating**
- 24/7 detection, long-range radio, high reliability
- Animal friendly, easy mounting collars
- Easy to use management software
- Cloud software as well as on premise computer

Afimilk Silent Herdsman

The best neck collar for cows:
Rumination, eating, activity

New!

afimilk®

Afimilk introduces a new dimension to dairy farming

by implementing the In-Line Milk Lab integrated milking point analysis and control.



- Improved Health
- Efficient Nutrition
- Top Milk Quality
- Precision Milking

In  line
milk lab

afimilk®



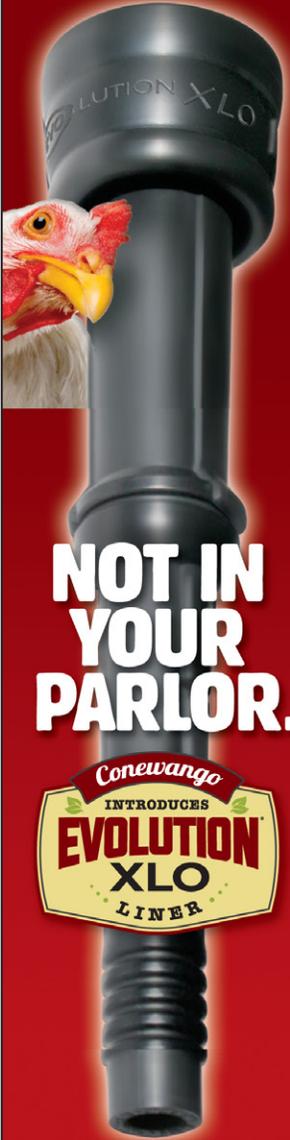
Available from...

BROWN DAIRY EQUIPMENT CO.

• BAD AXE • McBAIN • PORTLAND

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SQUAWKING BELONGS IN THE HENHOUSE.



NOT IN YOUR PARLOR.

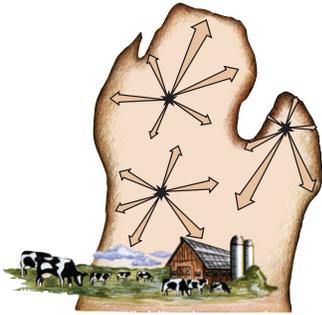


Evolution XLO: THE LOW-SLIP MILKING LINER FOR FEWER FALL-OFFS, KICK-OFFS AND SQUAWKS.



©2015 Conewango, Inc.

The **Conewango** line of fine products is available from **Brown Dairy Equipment Co.**



Save water, save money with **Master Blaster Nozzle**
By Conewango



Uses up to **30% less water**, and helps you clean up in more ways than one.

Master Blaster delivers both **powerful cleaning action** and **considerable water and cost savings** over traditional nozzles. Designed specifically for general washdown and equipment cleaning on U.S. dairy operations, Master Blaster offers a unique combination of benefits:

- Delivers 43.5 psi of cleaning pressure at just 14 gal/min
- Non-slip, nylon rubber grip
- Impact-resistant head
- Easy-to-adjust spray pattern

Ordering Information for Master Blaster

Part Number	Size
JRT-332	1.25" (32mm) Adapter
JRT-338	1.50" (38mm) Adapter



©2014 Conewango

Clean up with **Parlor Washdown Hose**
By Conewango



Three-layer construction adds up to one tough washdown hose.

Conewango Parlor Washdown Hose is built to withstand the tough working conditions of today's progressive dairy operations.

- Manufactured in **three layers** for maximum strength and durability
- Rated to perform in a range of temperatures from -50° to 104° F
- Available in six sizes to fit your dairy's needs

Exterior layer features a ribbed surface to resist abrasion from dragging, hooves, concrete and other hard surfaces



Smooth inner PVC layer minimizes friction and withstands high pressures

Interior braid fibers are bonded to the inner and outer layers to stand up under water pressures and prolonged UV exposure

Sizing for Parlor Washdown Hose

Part Number	ID (in)	ID (mm)	Coil Length (ft)	Max Pressure (PSI)
HUW-225	1.00	25	65	450
HUW-525	1.00	25	196	450
HUW-232	1.25	32	65	500
HUW-532	1.25	32	196	500
HUW-238	1.50	38	65	600
HUW-538	1.50	38	196	600

Sizing for Washdown Hose Clamps

Part Number	Size
JNT-525	1.00" (25mm)
JNT-532	1.25" (32mm)
JNT-538	1.50" (38mm)

For more information on Conewango Parlor Washdown Hose or Clamps, contact your Conewango dealer representative today.



©2014 Conewango

PARLOR

NO FALL-OFFS

Brown Dairy Equipment Update On...**Batch and Flash Pasteurizing Options**

Now might be a great time to stop buying expensive milk replacer.

Please see our wide variety of on-farm calf milk pasteurization.

Brown Dairy offers a variety of pasteurizers for any size dairy. Although bulk pasteurizing seems to be the path many dairies take, flash pasteurizing will grow with the dairy.

Batch pasteurizing limits you to size, while flash pasteurizing will only take you slightly more time.

BROWN DAIRY OFFERS THE FOLLOWING:**Daritech/Westwaard**

Daritech is a manufacturer of long lasting Batch pasteurizers ranging in size from 20 gallons to 200 gallons. Each comes with a PLC that allows you to not only pasteurize milk, but will allow you to pasteurize colostrum as well. Daritech also manufactures a control assembly for larger bulk tank pasteurizing, that is used in connection with 300-800 gallon batch tanks.

**NEW Version 3.0****Holm & Laue Milk Taxi**

Milk Taxi batch pasteurizer allows you to preprogram the unit to begin pasteurization automatically any time of the day. Pasteurized milk is then ready at the appropriate temperature when you want to start feeding. The cold water-based cooling unit (*included in the standard equipment of the pasteurizer*) offers quick cooling of the milk after a pasteurization cycle or after part of the milk was fed to the calves. The practical dispensing arm and the quantity-calibrated pump always accurately send the allocated amount of milk diet into the buckets. All you do is preselect one of the five dosing quantities and push the dispensing button on the handle. Available with or without Electric-drive and in a trailer model. Available in 26, 39 and 68 gallon sizes.

**Calf-Star**

Flash pasteurizers range in sizes from 2.5 GPM up to 10 GPM. Using either electric or gas to power the boiler these pasteurizers allow you to quickly pasteurize and feed for a busy schedule. A major benefit to a flash pasteurizer is this will grow with your dairy. The more calves you add will only add seconds to the time you need to pasteurize.

Brown Dairy Equipment Newsletter Summer 2016

2153 North Van Dyke
Bad Axe, MI 48413



Technology Leader in Liquid Solid Separation



Let us show you the
**BENEFITS
OF
GREEN BEDDING!**

The Next Generation of Green Bedding Separators from FAN!
The PSS3.3-780 HD produces high-quality bedding material with a
dry matter content of up to 38% in solids.



Submersible motor mixers
for rapid homogenization of
viscous medium.



Slurry pumps with unique
pumping capacity, powerful
chopper.



FOR MORE INFORMATION, CONTACT:

Brown Dairy Equipment Co.
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SEPARATOR
www.fan-separator.de