



Case Study with the Direct Drive Mobile Cart

**Len-Don Farms**

Bloomer, WI

6/19/2017

### **Background:**

Len-Don Farms in Bloomer, Wisconsin has been family owned and operated since 1957. The farm started with Leonard and Donna Seibel who purchased some land, 50 cows and a tie stall barn. In 2005, 3 of the 9 siblings took over day to day tasks with Leonard still checking in and working with the crops every day. The siblings expanded the family farm to 170 cows all without any hired help. Then three years ago, one sibling decided to take a different path and leave the family farm with Ron and one other brother, Rodney. Together the brothers took on the farm with the help of their sons, Tyler and Jeremy.

In July 2015, tragedy hit Len-Don Farms with a devastating loss. Ron's brother, Rodney, and nephew, Jeremy, were killed in a terrible farm accident. Amidst the tragedy, they scaled their herd down to 100 cows and Ron's wife decided to work on the farm full time to help Ron and Tyler keep up.

Today they milk 110 cows still in their tie stall barn. In Oct 2016, they finished their brand-new calf barn where they raise all their own calves to then graduate to the milking herd.

Tyler won the FutureCow Mobile Cart during Farm Technology Days in July 2013. Presently, they hold the highest milk average in the county on farms milking 2x with a current average of 84-110lbs of milk per cow. 21 out of 110 cows produce over 100lbs per day.

### **Before the Teatscrubber:**

Before Tyler won the Mobile Cart, the family was using 3 people to prep and milk the cows and using 8 milking machines. Their prep consisted of pre-dipping, striping, wiping, and drying. In 2013, their somatic cell count average was around 300,000 with 170 cows. They had an average of 3-5 new mastitis cases a week. Tyler told us that they were unable to add more milking machines to speed up the milking process because they just couldn't prep the cows any faster.

Ron was very honest that he thought the teatscrubber was a gimmick. When asked if he would go back to traditional prep, he said; "No, the teatscrubber has helped us in numerous ways. I'm a believer."

### **With the FutureCow Teatscrubber:**

In June 2013, one month before Len-Don won the Mobile Cart their somatic cell count was at 289,000. By June 2014, their average SCC was 225,000. Since then they have gradually lowered their somatic cell count even more, and today Jun 2017, their average is 91,000. Ron said, they had not changed anything else in their process other than using the teatscrubber.

By leaving traditional prep behind and adopting the FutureCow prep process Len-Don was able to shave 30 minutes off of their prep time. They were also able to add 1 more milking machine due to the time they saved. They even saw faster milk let out.

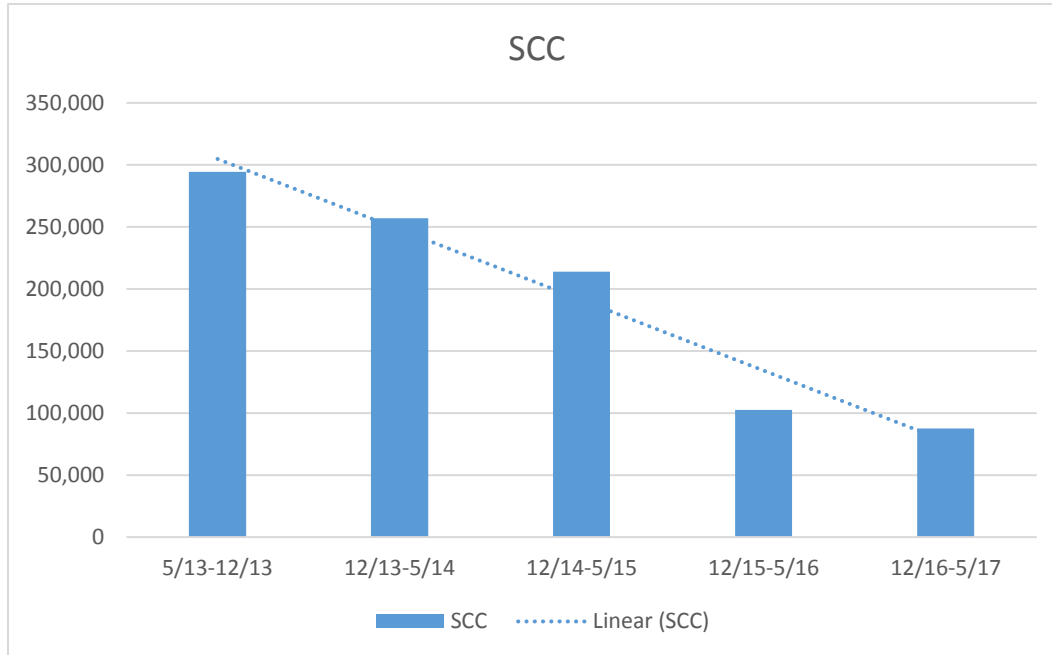
Part of Len-Don’s process required paper towels. They used one to two paper towels for every cow. By using the Mobile Cart, they were able to use 2 to 3 boxes less a week which lowered their towel cost.

Not only did Len-Don see a change with their prep process becoming more consistent and their Somatic Cell Count lowering; they also witnessed a change in the number of mastitis cases. Len-Don went from 3 to 5 new mastitis cases a week to one or less.

They also witness a slight bump in their milk average. In June 2013, before the teatscrubber their milk average was around 79.8 and now in 2017, their milk average is around 84.

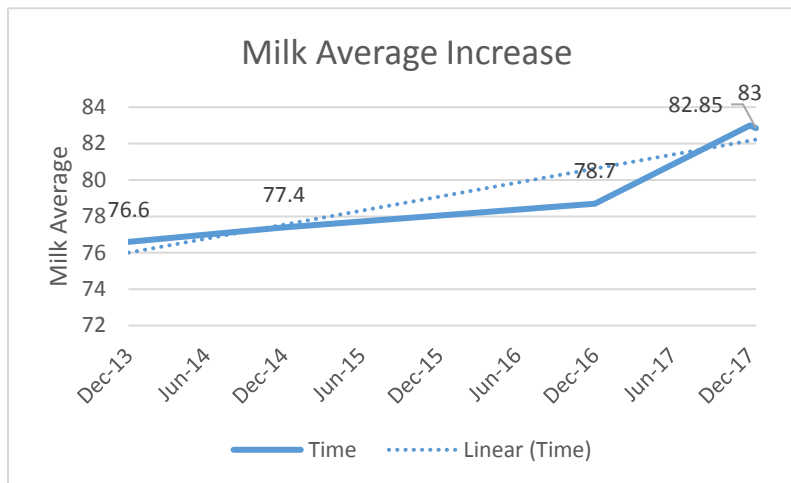
**Average SCC Before Teatscrubber to Present**

June – Dec 2013	300,000-289,000
Dec 2013-June 2014	289,000-225,000
Dec 2014-June 2015	228,000-200,000
Dec 2015-June 2016	121,000-84,000
Dec 2016-June 2017	91,000-84,000



### Milk Average from Before Teatscrubber to Present

June – Dec 2013	79.8-73.5
Dec 2013-June 2014	73.5-79.8
Dec 2014-June 2015	80.6-85.1
Dec 2015-June 2016	78.4-79
Dec 2016-June 2017	82-84



### Overview:

Len-Don Farms has now had the Mobile Cart Teatscrubber for 4 years. In June 2017, they converted their traditional Mobile Cart to the direct drive giving them the same great system without any maintenance.

The future is bright for this family owned operation. They have their brand-new “miracle” calf barn that they moved into Oct 2016 where they currently have 70 calves. They raise all their calves on site, also without any hired help. These calves will eventually be incorporated into the milking herd.

They plan on continuing the family operation with Tyler, his wife and two little children becoming the third and fourth generation of Seibel’s running the farm. Tyler does not see ever going back to traditional prep.