



Case Study #7

C-Dairy

Marshfield, WI

8/18/2017

Background:

C-Dairy is a Grassland Patron Farm that was acquired in April 2015. They have 2 milking parlors, for a total of 1500 cows. One parlor has 900 cows milking 3 x in a double 12 herringbone. The other is milking 600 cows in a double 10 herringbone. In June of 2015 they hired Jim Van Patter as their Dairy Manager. Jim is a well-seasoned in the dairy industry with many notable successes under his belt.

Jim started in the dairy industry very young, at his family farm. He continued with his own Guernsey herd until finally selling to pursue other endeavors in 2004. When he decided to come back to the dairy industry, it was 2012 and he took a job at Nehl's Bros Farm in Juneau, WI. From there, he moved to Australia to take on a position at Moxey Farms in Gooloogong, Australia. It was in Gooloogong that he was first introduced to the FutureCow Teatscrubber.

With his expert management skills, his keen understanding of the dairy industry, and his new teatscrubber; he managed to turn a 2500-cow dairy into a 3300-cow dairy. Due to the introduction of the teatscrubber, Moxey Farms greatly improved their milk quality while, also, not having to hire anymore employees for milking.

Before the Teatscrubber:

Before Jim came on as Dairy Manager at C-Dairy, the farm was using an alternative scrubber, Puli Sistem, on the double 12 herringbone. This site had 600 cows milking 3x. Their somatic cell count was averaging 364,000 in the beginning of 2015. They used Puli Sistem for 2 months before switching to the FutureCow Teatscrubber.

The double 10 herringbone was using a traditional prep procedure. The process consisted of stripping, prepping, wiping, and attaching.

C-Dairy's total milk weight was 12,909,420 with 600 cows and 26,033,590 with 900 cows.

With the FutureCow Teatscrubber:

When Jim started at the farm, he knew changes had to be made in order to get his facility where he thought it should be. The first change was with the teatscrubber. He knew the results he could get with the FutureCow teatscrubber and he was not getting them from the Puli Sistem.

In June 2015, the FutureCow Teatscrubber was installed. Upon installation, their average SCC was running around 302,000 for the month of May. The first month after the install of the

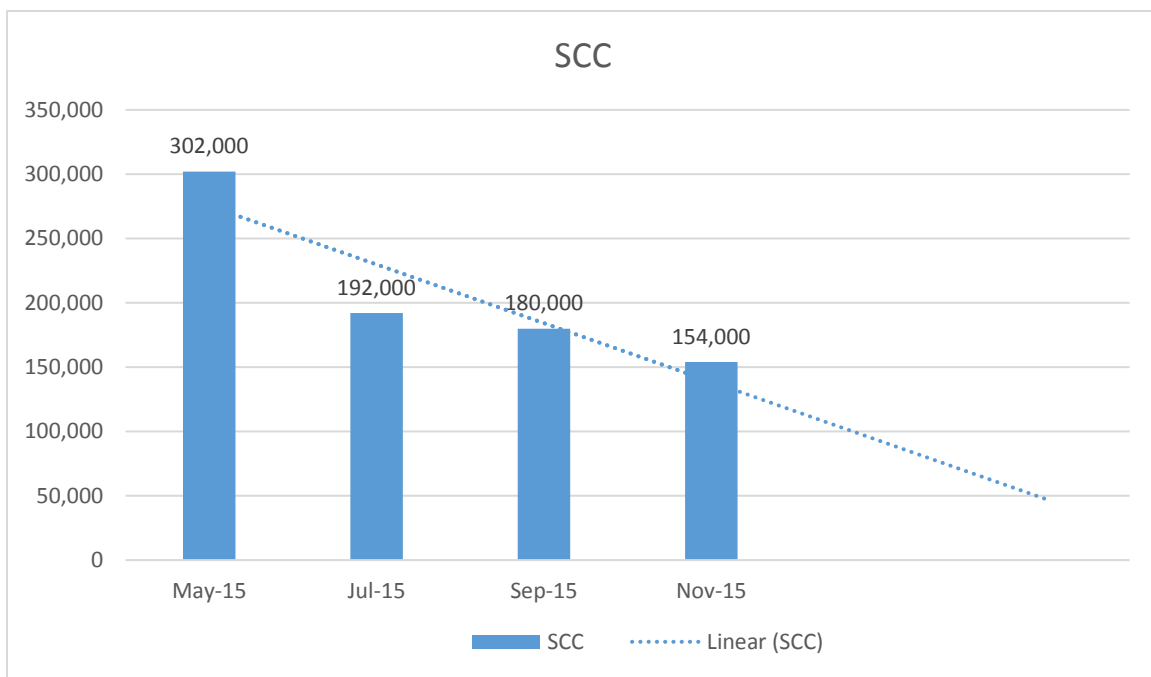
FutureCow Teatscrubber, their SCC had dropped to 253,000. Their SCC has steadily dropped since then and presently, Aug 2017, they are sitting at a 90,000 SCC average.

C-Dairy not only saw a change in their somatic cell count. They were also able to add 300 more cows using the same 2 to 3 guys in their pit. They saw less new mastitis cases and a bump in milk production.

Average SCC Before Teatscrubber to 6 Months After

May 2015	302,000
July 2015	192,000
Sept 2015	180,000
Nov 2015	154,000

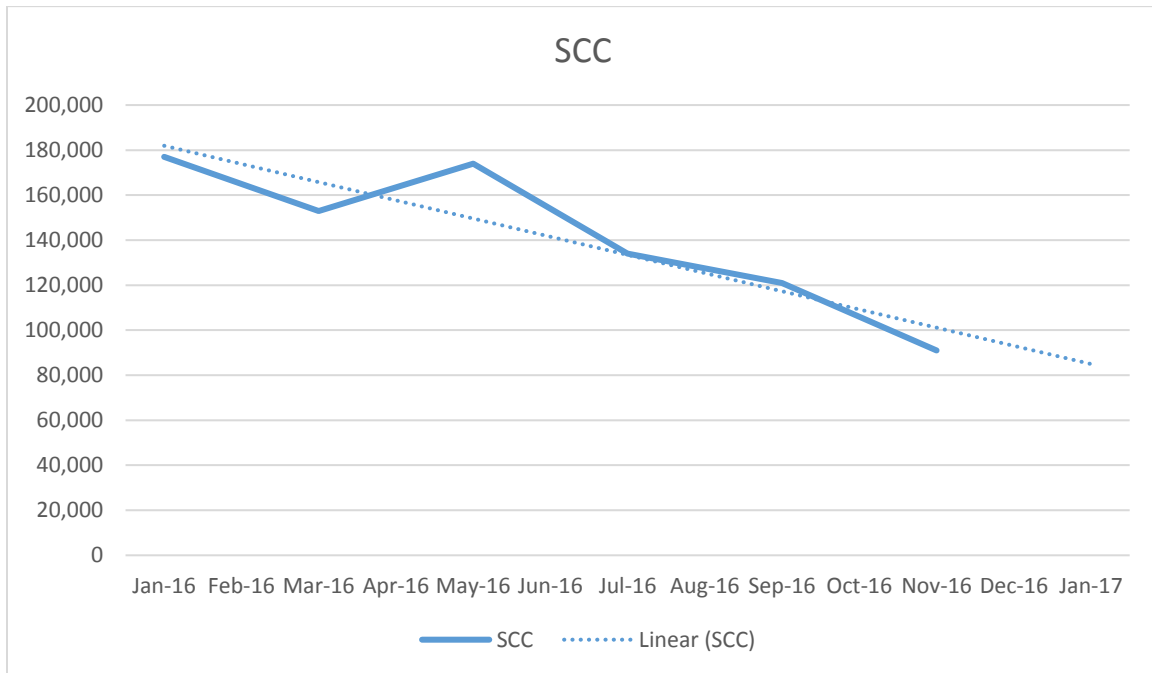
In the first 6 months of the FutureCow Teatscrubber in use, C-Dairy's SCC had dropped 142,000.



Average SCC 6 Months After Install 2016 – First Year

Jan 2016	177,000
Mar 2016	153,000
May 2016	174,000
Jul 2016	134,000
Sept 2016	121,000
Nov 2016	91,000

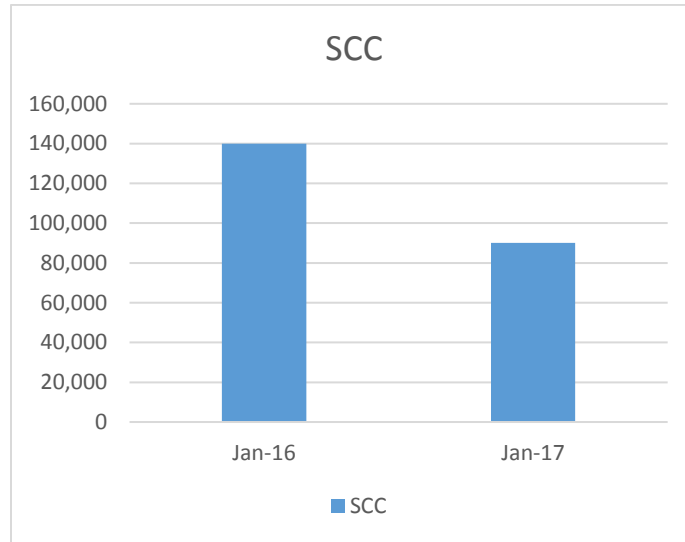
In the first full year with the teatscrubber, SCC went down even further, by another 86,000.



First Year to Second Year-Yearly Average

Aug 2016	140,000
Aug 2017	90,000

Within the first year, they dropped yet again, another 50,000 SCC. In one year and 6 months they experienced a 211,000 drop in their somatic cell count. What they dropped in SCC, they gained on their milk check each month.



Overview:

The Grassland Corporation has been family owned and operated since 1904. They rely solely on their dairy sites to produce the best possible product for their customers. By employing forward thinkers, such as Jim, they can achieve the best results while still hitting the best bottom line. They currently have plans to expand with negotiations already underway. Jim plans to never run a farm without the FutureCow Teatscrubber.