



Case Study #2

Kinnard Farms

## **Background:**



Kinnard Farms was opened in 1946 by Mr. and Mrs. Kinnard. Their starting herd was 14 cows. By the 1980's Lee Kinnard and his brother had started working the dairy and slowly started building it to what it is today. Come to the present day and the brothers are still running the dairy together. They now have a double 36 parallel Westfalia Surge parlor milking 2200 cows three times a day. They installed The FutureCow Teatscrubber in Aug 2010.

## **Before The Teatscrubber:**

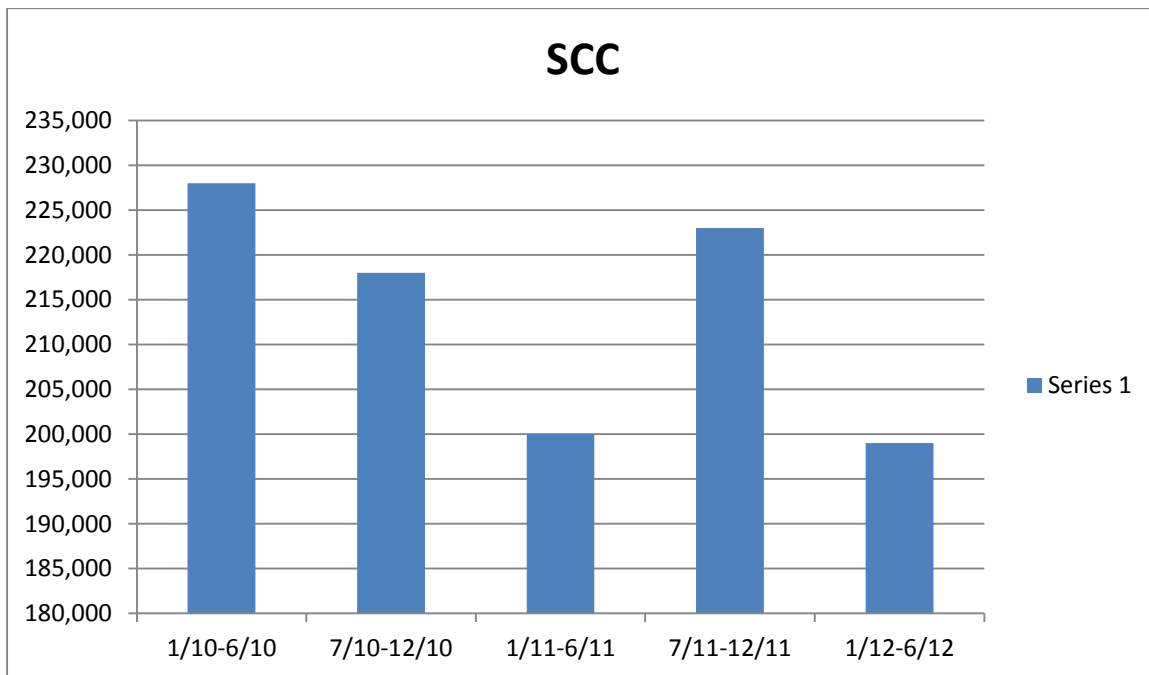
Before the install of The FutureCow Teatscrubber they were milking 1800 cows. They had 3 people in the pit with one pusher. Their average somatic cell count was at 250,000. In the hospital pen they were at 2.5% due to cows treated for mastitis. They overall had more treated cows and a higher mastitis rate then they do today. In June 2010, right before the install of the teatscrubber their new cases of mastitis were at an 8% new infection rate.

**With The FutureCow Teatscrubber:**

As of July 2012 Kinnard Farms are milking 2200 cows with the same 3 people and one pusher in the pit, and are milking faster than they were with only 1800 cows. They are using the same double 36 Westfalia Surge parlor they were using before the install. Now their average somatic cell count is 175,000. Their average standard plate count is at 1. The average new infection rate was down to 6 % in 2011 from 8% in 2010. 75% of those cases are treatable using only supportive therapy with only 25% needing antibiotics. The hospital pen has gone down from 2.5% in 2010 to now 1% in 2012.

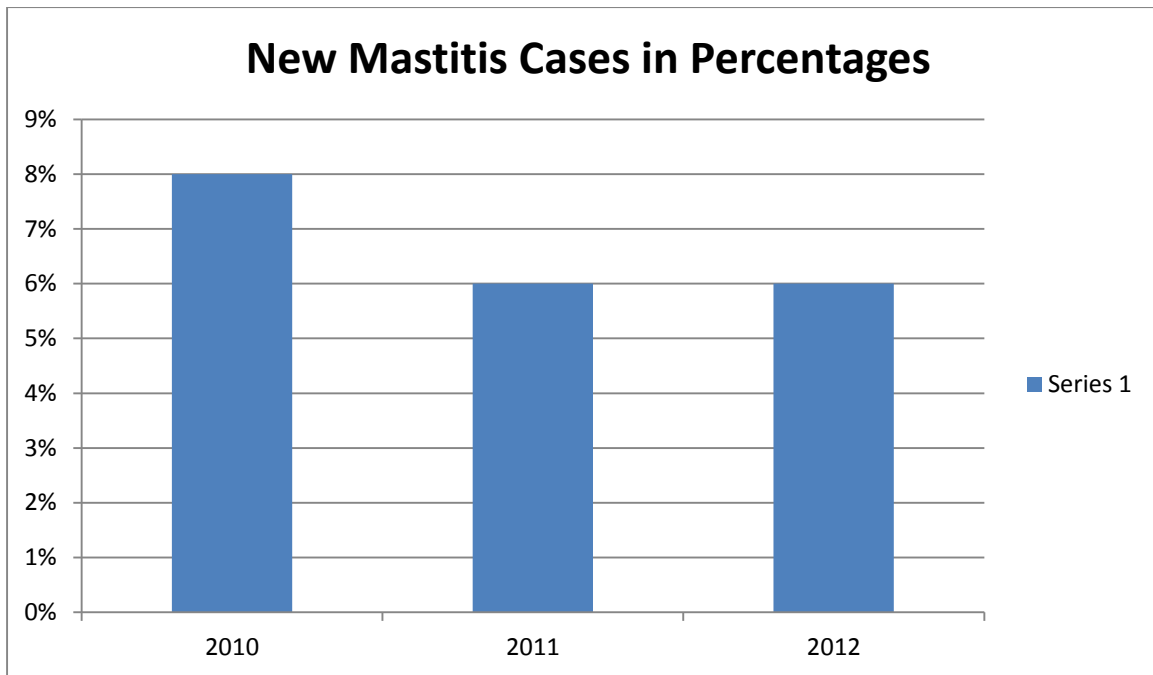
Somatic Cell Count Data

| Date                  | 6 Month Average |
|-----------------------|-----------------|
| Jan. 2010 – June 2010 | 228,000         |
| June 2010 – Dec. 2010 | 218,000         |
| Jan. 2011 – June 2011 | 200,000         |
| July 2011 – Dec. 2011 | 223,000         |
| Jan. 2012 – June 2012 | 199,000         |



### Mastitis Cases Based on Yearly Percentage

| Date | Percentage of New Cases |
|------|-------------------------|
| 2010 | 8%                      |
| 2011 | 6%                      |
| 2012 | 6%                      |



Brent Eisenmen is the parlor manager for Kinnard Farms, he deals with The FutureCow Teatscrubber on a daily basis. He said the results from the teatscrubber speak for themselves. They believed in the teatscrubber so much that initially that they went against a well-known vet named Dr. Andy Johnson, “The Udder Doctor”, and eventually turned him into a believer in the product.

Kinnard Farms is looking to the future and is planning on installing The FutureCow System on their brand new double 60 parallel parlor. It will be completed in 2013.