



featured project **VERHOEF DAIRY FARM LTD.**

Verhoef Dairy Farm is owned and operated by Reinoud and Klaartje Verhoef in the Belmont area. They have two children, Rick and Julia who both want to farm. Rick is in his first year at the University of Guelph for a Bachelor of Science in Agriculture and Julia is in grade 12.

In February 2018, the cows moved into a new 4 row Jourdain sand barn with a DLS / GEA D-10 vertical lift parallel milking parlour with individual indexing. Be sure to check-out a timelapse of them milking at dairylane.ca/verhoef. The parlour also features the Westwaard BacTrol bacterial control system that flushes each milking unit in between cows. The return lanes and holding area are cleaned automatically with the Daritech Biolyne parlour flush system. The barn is a Wolf Structure from Europe that was erected by Derek Van Manen Construction.

The Verhoef's milk 200 cows 3X per day at 95 cows/hour. Formerly cows were milked at a rate of 60 cows/hour in a D-8 Germania herringbone parlour with no holding area or rapid exit. Overall a few of the highlights that the Verhoef's have experienced in their new barn and parlour include: 55-60% of milk is milked out within the first two minutes (6-7 litres), excellent cow flow through the footbath, activity monitoring with GEA Cow Scout for optimal insemination time as well as detailing the laying times, eating and rumination. One of the biggest things Reinoud likes is the DLS sort gate. Reinoud says "the sort gate is the number one animal welfare tool! It is a BIG time and money saver. The time to sort cows for herd health, breeding, treatments, etc. is cut in half!"



1

We're Social Too

There is so much going on at DLS its hard to keep up! Follow us on Facebook, Twitter, and YouTube.

2

Tradeshow Season

We would love it if you dropped in at our booth! Check our tradeshow schedule @ dairylane.ca/tradeshows

3

Dairy Lane Is Hiring

Looking for an exciting career? We hope you will consider working at DLS! Apply @ dairylane.ca/careers

EMPLOYEE ANNOUNCEMENTS

DLS is pleased to welcome the following people to the Dairy Lane team:



Kevin Roy
Carpenter



Andrew Vader
Stabling/Manure Install
Service Technician

CONTEST WINNERS

A big thank you to everyone that stopped by our booth at the Outdoor Farm Show and signed up for our e-Newsletter. We hope you enjoy it!

The contest winners are:

- **Katie Woodfinden** of Carl-Lou Farms
- **Trevor Morris** of Condon Holsteins
- **Thomas Tschudi** of Smilebrook Farms

Congratulations to all the winners! We will be contacting you by email to get you your \$50 TimCard prize!



Martin Peeters | Sales

Another month has come and gone. There are so many changes happening, and all are for the better! Twenty years ago, our main project areas were milking systems, as well as updating tie stall barns and dairy facilities. Now DLS does every aspect of dairy systems, and oh have we come a long way! DLS specializes in dairy farm improvement and innovation. We have expert systems for manure management, robotics, stabling, parlours, and cow comfort. DLS is thriving in improving barn design and automation. We look forward to a continuing relationship in helping our dairy community with all their needs.

We had an awesome time once again at the Outdoor Farm Show in Woodstock! It was great seeing and talking with many of our customers, as well as meeting future ones.

DLS has a friendly, dedicated, and qualified team who would like to remind the dairy community that we are always available to answer any questions and help with decision making in regards to improving and aiding in your farming needs. We are always willing to make arrangements to show you some of our many projects that highlight today's advances in the dairy industry.

EMPLOYEE SPOTLIGHT



Launie Fletcher
GEA/Service Parts Coordinator
Joined DLS September 1999

Launie Fletcher just started his twentieth year with us at DLS!! He's always been at the parts counter and when he first started Surge was the dealer, who became Westfalia and is now known as GEA. Prior to working at DLS, Launie was a dairy farmer for 20 years in partnership with his uncle. They milked about 50 head of cattle with a pipeline system - no milking parlour on their farm!

For those of you who don't know, Launie is the District Fire Chief for the Middlesex Centre Fire Department, Coldstream Station. He's been volunteering as a firefighter for 40 years and has been Chief for 30. What a great way to volunteer your time!! You NEVER park behind Launie, because when he gets a call, he's got to GO!!!

Recently Launie and his wife Brenda built a new home. That's been a real focus for them this summer and they are happy to be moved in! All the best in your lovely new home Launie and thanks for many great years of service!!

Happy Thanksgiving

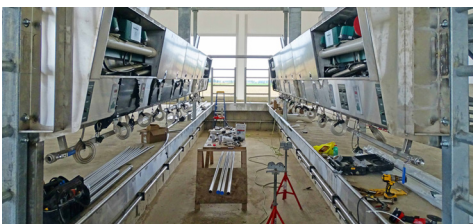


OCTOBER'S product of the month

The Westwaard Bactrol backflush system is a bacterial control system that flushes each milking unit after each cow has been milked. This helps to prevent bacterial contamination between cows.

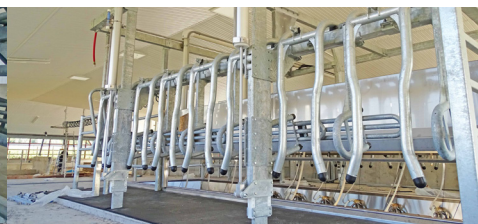
Typically, it is set to go off on the entire line of milking units at the same time when the set of cows being milked are complete and the parlour stalls are raised to let that set of cows exit. Verhoef Dairy Farm, the featured project for this month, is one of several customers where we have installed this system.

JOB PROGRESSION HIGHLIGHTS



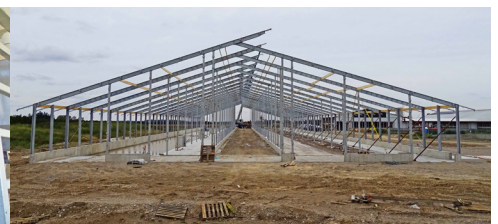
1 **Four Clover Dairy** Thedford, ON

In January 2017, DLS completed the stabling and manure system for their new 6 row perimeter feed sand robot barn. Four Clover Dairy had previously milked with robots in their old barn. This year they will move away from the robots to a new DLS / GEA D-10 parallel parlour with vertical lift and individual indexing. The parlour will be expandable to a D-16 for future growth.



2 **Oasis Acres** Komoka, ON

Oasis Acres is practically neighbours with DLS as they are located right down the road in Komoka. They will soon be moving from a tie stall operation to a deep bedded free stall barn with a DLS / GEA D-8 parallel parlour with vertical lift and individual indexing.



3 **Lintfield Farms** Granton, ON

In 2016 DLS installed a GEA 40 stall internal rotary at Lintfield Farms. Now we are in the process of building their complete heifer barn with our steel structure. The structure pictured here was erected in two days and is 460' x 100'.



What's Going On In The Dairy Industry: The USMC Agreement

NAFTA is out and the United States-Mexico-Canada Agreement is in. It has been a rocky road of disputes between all three countries. The details aren't 100% ironed out, but according to Prime Minister Justin Trudeau, the signing of the new USMC marks a "good day for Canada".



Justin Trudeau @JustinTrudeau · Oct 1

Good conversation with @realDonaldTrump this morning - the new #USMCA is going to bring our countries even closer together and enhance competitiveness & prosperity, while creating new jobs for people across our continent:

Although this may be a positive step for other industries, this agreement could have a negative affect on dairy farmers - and the dairy industry as a whole. The supply management system is still in place in Canada, however concessions were made for the sake of completing the trade agreement.

The new USMC agreement gives the United States more access into Canada's dairy market, granting them a 3.6% market access. "The announced concessions on dairy in the new USMCA deal demonstrates once again that the Canadian government is willing to sacrifice our domestic dairy production when it comes time to make a deal," Pierre Lampron, president of Dairy Farmers of Canada commented. "We fail to see how this deal can be good for the 220,000 Canadian families that depend on dairy for their livelihood."

"It's been very, very disappointing they have agreed to it," said David Wiens, vice-president of the Dairy Farmers of Canada, "It's a big win for the U.S. and well, for Canada, it's a loss."

Even Doug Ford, premier of Ontario, expressed his concern about the impact this agreement would have on the dairy industry: "While I'm optimistic that the USMCA announced today will create continued opportunities, I remain concerned about the impact of Canada's reported concessions on Class 7 milk and access to Ontario's dairy market could have on our agriculture sector."

Canadian dairy farmers are clearly not happy about the concessions that have been made. It appears the dairy industry has been "sold out" once again with the new agreement. The full impact of the signing of this agreement is not known as of yet, however it is easy to see this agreement will have a dramatic affect on the dairy industry as a whole.



FEATURED TWEET



Reinoud Verhoef @ReinoudVerhoef · Sep 25

My dad (82) started milking by hand 70yrs ago @DairyLaneSystem @GEA_farming



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