

## featured project **AVONVIEW FARMS LTD.**

Avonview Farms is the family-operated farm of Scott Terpstra and Anna-Marie McFalls with children Gavin (7), Hudson (5), and Corddrey (3 months). Dairy farming is not new to Scott, who grew up on a large dairy farm working with parents and 5 siblings in the Listowel area. Anna-Marie also grew up on a beef cow/calf operation working with parents and 3 brothers in the Parkhill area, where she also worked as a full-time primary teacher.

Scott and Anna-Marie married in 2011 and together moved to the Mitchell area. In 2013 they moved to the St. Pauls area after an opportunity came up to purchase an ongoing dairy operation that was milking 55 cows. The farm had a newer (2006) 3 row natural ventilated 100 stall free stall barn with a side drive through, double 6 GEA Westfalia Surge herringbone parlour, 4 computer feeder stalls with pedometer activity ID tags, sawdust bedded Legend rubber mats and alley scrapers.

In September 2016 they started milking 3x/day to fill fall incentives and to reduce stress on the cows. The milk production averaged 39-40 liters per cow, but much like other 3x farmers, it was a challenge to find help for the extra evening shift. In the fall of 2018, they returned to 2x milking for that reason. Since the farm purchase, they have managed to increase their quota, and they are now milking 75-80 cows. They have also built new calf and heifer facilities.

As they planned for the future, their goal was to make their farm more efficient by integrating some of today's most advanced milking technologies. In the summer of 2019, they decided to go ahead with plans to install robots within their existing barn. The original barn design led to an easy transition for robots with minimal reconstruction. *"Our goal in the installation of robots was to allow the cows the benefit of more frequent milking, yet also..."* **Article continues on page 4**



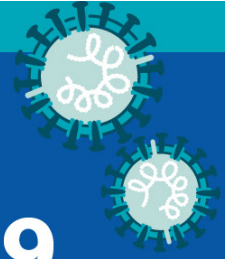
**We're Social Too**



**Tradeshow Season**  
dairylane.ca/tradeshows

**DLS Is Hiring**  
dairylane.ca/careers

# SLOW DOWN THE SPREAD OF COVID-19



## Flattening the Curve With Social Distancing

### COVID-19: How Can We Help While Practicing Social Distancing

COVID-19 has brought about an unsettling time. For many people it has meant being laid off, delaying a surgery, cancelling a planned family vacation, or taking care of children all day. All of this amongst other life responsibilities. For others, it has meant not being able to see loved ones in the hospital or nursing homes, including those who have loved ones in Palliative Care. Further for health care workers, it has meant longer days and higher risks to themselves and their families. All of this is tough and challenging.

The Canadian government has strongly advised its citizens to stay home and to avoid social situations. Beyond doing our part to help slow the spread by practicing good hygiene and avoiding social and public interactions, here are a few practical ways that we can be of help to those around us:

1. Send cards to people who are in hospitals, nursing homes, etc. where they are unable to receive visitors.
2. Call or send cards to people who live on their own as you may be one of the few family or friends that would think to contact them. They could be experiencing depression and anxiety, and your contact could be what helps them get through the day.
3. Purchase food or a necessity to be delivered to someone you know who may have a need. Such as a health care worker, someone in financial need, or someone who cannot leave their home because it's too risky due to pre-existing medical conditions.
4. Take the time you've been given to invest in your partner and children.

This article was inspired by the below Facebook post from Sylvia Debeer. Many in the farming community, especially in Oxford county are familiar with the Debeer family and the accident that Teun Debeer was involved in last summer. We encourage you, especially if you know the family to extend a helping hand by simply sending a card during this time.



#### Sylvia Debeer-Veen

March 24 at 11:35 AM

I can use a bit of help... As many of you know there is a no visitor policy in the hospital at the moment. Since days are pretty long and boring for **Teun Debeer**, I would really appreciate it if you can send him a card to brighten up his day a bit!

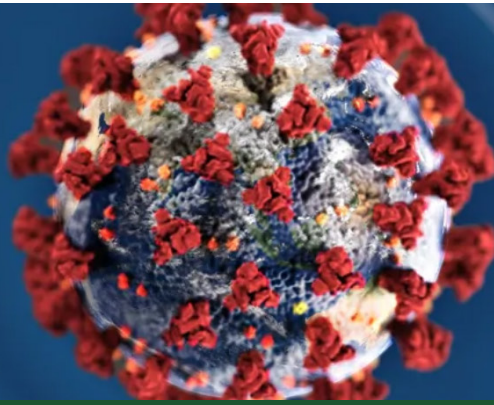
Please sent to:  
Woodstock Hospital  
Attn: Teun DeBeer, room 2119  
310 Juliana Drive  
Woodstock, ON  
Canada  
N4V 0A4

Thank you so much!!  
Sylvia, Jorja, Ty and Garcia  
**#teunstrong**



Teun and Sylvia are in the back center, along with their 3 children in front of them.





# DLS RESPONSE TO COVID-19

Over the last several weeks COVID-19 has changed our daily lives. It has changed how people communicate, travel, shop, and how a business operates. It's hard to believe in the first week of March we were unfazed to be at the London Farm Show for 3 full days of socializing and shaking hands, and by the next week, we were preparing for the cancellation of the remaining farm shows in our Spring schedule. So how has Dairy Lane responded to this public health emergency?

Since early March, we have been taking measures to align ourselves with the recommendations from our federal and provincial governments. All DLS employees have been instructed to avoid all non-essential travel by either cancelling or postponing their upcoming trips. Of course, the decision for this ultimately belongs to the employee. However, if an employee chooses to travel they will be required to develop a back to work plan, including a self-isolation period of 14 days.

Internally, we have successfully set up many of our office staff to work remotely from their homes. This has allowed us to spread the remaining office staff throughout the facility so that everyone is working at safe distances. Further, everyone at the office and warehouse has set boundaries to work, use washrooms and eat lunch. Portapotties and microwaves have been brought in to assist with this. Although we would typically have a lot of face-to-face communication between employees, with these internal adjustments our staff has done a great job transitioning to other means of communication, such as our internal phone system, emailing, chat/message software and screen sharing. We also have a full-time office custodian who has been diligently working to frequently sanitize the offices and high contact points in the warehouse during this time.

Our service and installation teams have been instructed to drive separately (no carpooling). Maintain at least 6' of space between themselves on job sites and to avoid sharing tools and equipment. Also, they have been instructed not to come to the office unless it is absolutely necessary. We will arrange for parts or tools to get to the job site.

All DLS employees who are not feeling well are instructed to stay home, or leave work immediately if they become ill while working. All DLS employees are being regularly reminded of the official [hygiene and social distancing practices](#), recommendations, and updates provided by the provincial and federal governments.

We are still open for customers who need to come and pickup parts. Whenever possible, we ask that you please call ahead to let us know when you will be arriving and what parts you will need so that we can set them out for you. Alternatively, we will gladly deliver the parts to you the next time someone is in the area. Until further notice, all vendor meetings at our office have been cancelled. Any necessary meetings will be conducted via phone or video conference. Couriers with pick-up or deliveries are not allowed to enter the facility, and a courier shelf has been set-up outside for them to access, with a number to call if they need a signature. Transport truck drivers have also been instructed to stay in their truck during loading/off-loading.

***Regulations around COVID-19 are changing every day. It is important to note that at this point we are considered an essential business, and we want you to know that we are ready and available to serve you and your needs. GEA has created [this poster](#) to help farmers and their employees as they continue to farm through this pandemic. We hope that you are staying healthy and safe! Together we can all help flatten the curve and get through COVID-19.***

## featured project **AVONVIEW FARMS LTD.**



### Continued from Page 1

*"...allow for flexibility as our family grows older and expands. We believe that a robotic milking system provided a more natural schedule for the cows to produce to their genetic potential." (Scott Terpstra)*

*"We decided on purchasing 2 GEA R9500 robots based on a few factors, and already having Dairy Lane Systems as our dealer support played a key role in this decision. We liked that the robots allow for safe access to the cow's udder, the manual attach option is a plus, and we were already using the C21 computer software. We feel that GEA has made big advances to the original design to include more cutting edge technology. In addition to this, the footprint of the robot unit itself fits well into the current space. Not having to build bigger, while still allowing a natural flow of the herd was desirable. **Dairy farming itself is a wonderful lifestyle, and robots seemed to be a good accommodation to find a balance between work and family.**" (Scott Terpstra)*



On Saturday, January 19, 2019, DLS and the Steenbeek family hosted an open house for their new cross-ventilated DLS Structure and 50 stall GEA rotary. Two days later the cows moved into the new facility.

Over the past year, we've worked with the Steenbeek family at different times of the year to capture footage to compile this turnkey project video.

Watch Gerard Steenbeek talk about the decisions they had made while building, and what they have seen with their cross-vent barn in the past year! You'll see the major functions of the barn and the 50 stall rotary in action. We're excited to share this with you, and we hope you enjoy it!

[Watch >>](#)



6403 Egremont Dr.  
Komoka, ON  
N0L 1R0

(519) 666-1404  
[info@dairylane.ca](mailto:info@dairylane.ca)  
[www.dairylane.ca](http://www.dairylane.ca)

