



Compass Dairy Farms is owned and operated by brothers, Teun & Ben De Beer. DLS installed a GEA ATR Performer 50 stall rotary that started up on Valentine's Day, February 14, 2018. Prior to the start-up, milking took 6-7 hours in a D-10 parallel parlour; with the new rotary, milking now only takes 2.5 hours.

## featured project **COMPASS DAIRY FARMS LTD.**

Henry Van Ginkel Construction erected the barn structures for the rotary building and new dairy barn. The new 6 row perimeter feed dairy barn features sand bedding with Jourdain stabling, GEA manure equipment, and is naturally ventilated with ACME 54" panel fans. Sand is new to Compass Dairy Farms as the previous barns were mats. Between the new milking system and dairy barn, cow comfort and lying time increased, and after 3 months in the new barn SCC dropped from around 350,000 to just under 200,000.

On June 16, 2018, Compass Dairy Farms successfully welcomed over 2,000 guests at their open house. On September 14, 2018, Compass Dairy Farms will be one of the Outdoor Farm Show PDO Bus Tour stops.



### **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](https://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](https://dairylane.ca/careers)

## EMPLOYEE ANNOUNCEMENTS

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



**Parker Atkins**  
Construction Labourer



**Grayson Bily-Marr**  
Construction Labourer



**Tyler Clancy**  
Milking Equipment Installer



**Alden Joudrey**  
Milking Equipment Installer



**Korey Moore**  
Warehouse/Yard Attendant



**Raeanne Harmer**  
Payroll and Timesheets



**Robin Johnson**  
Marketing & Admin Asst.



**Rachel Gilmore**  
Accounts Receivable



**Sarah Kelly**  
Accounts Receivable



**This Could Be You!**  
[dairylane.ca/careers](http://dairylane.ca/careers)



It is with great pleasure that we introduce this bulletin as the first edition of our new monthly newsletter to keep both employees and customers informed on what DLS is up to! The Canadian dairy industry is booming with construction and there is lots going on. We hope that this newsletter will become a valuable news source for our local dairy industry as well as keep you up to date on the internal growth and developments at DLS.

Right off the bat, we want to inform you that if you stop in at our office location, please do not panic! While at first glance it looks like the office is deserted, we promise this is not the case. The owners and service managers who were previously located within the front office are now in a new office area built in front of the parts area. The front office is currently vacant, however, after some minor renovations the accounting and administrative team will move from a rather cramped upstairs office to the newly renovated office area.

We hope that you enjoy this newsletter! If you have any suggestions or ideas on what you would like to see, please contact me directly at [mark@dairylane.ca](mailto:mark@dairylane.ca). Also make sure to sign up for our monthly newsletter at [www.dairylane.ca/newsletter](http://www.dairylane.ca/newsletter).

Marketing Coordinator

## EMPLOYEE SPOTLIGHT



**Will Edwards**  
Milking Equipment Installer  
Joined DLS January 2016

Will Edwards has worked with DLS for about 2 ½ years. He started out on the Structures team and moved over to work with the Milking Equipment Install Team shortly afterwards. Will has decided to return to school and finish his Construction Engineering Management program at Fanshawe College.

Throughout his program he will be coming back to do a co-op term starting in May 2019 until the end of the year; he then plans to return to school January to August 2020, at which time he will graduate.

We wish Will the best as he sets out to complete his program, and we look forward to seeing him around. Good luck in school, Will!

# SEPTEMBER'S product of the month

DLS is the Canadian partner for Easy Swing cow brushes. The Easy Swing cow brushes are unique in today's increasingly automated dairy industry in that they are keeping it simple—no motors or electricity involved. The cows perform the work by rubbing against the brush and swinging it side to side in a way that the brush can sweep across the cow's back and sides. At a fraction of the price of an electric brush, these brushes can be just as effective without the maintenance of an electric brush.

*Exclusively at the Outdoor Farm Show, DLS will be offering a 10% discount on the Easy Swing cow brush product line. You must be present in our booth and you must turn in the order form between the official show times on September 11 - 13, 2018. Previously purchased and/or ordered Easy Swing cow brushes do not qualify for this promotion.*



## JOB PROGRESSION HIGHLIGHTS



### **1** Stonecreek Farms Woodham, ON

This is a turnkey DLS project featuring a GEA ATR Performer 50 stall rotary, cross ventilated DLS Structure with a 0.5/12 roof pitch slope, 69 ACME fans on the east wall, GEA manure equipment and Jourdain stabling. As with all the barns at Stonecreek Farms, the stalls will be bedded with compost produced from their existing Daritech Bedding Master. Stay tuned for an open house announcement when this DLS project is completed!



### **2** Ijsseldijk Dairy Springfield, ON

Ijsseldijk Dairy features a GEA ATR Performer 50 stall rotary that will replace a GEA D-24 parallel parlour. The Ijsseldijks have increased cow comfort on this rotary with Legend rubber on the cow decks. A new dairy barn featuring Jourdain stabling, GEA manure equipment and ACME fans will accompany the new rotary.



### **3** Rolling Lands Blyth, ON

This will be a tunnel ventilated DLS Structure with a tail to tail barn layout that will feature Jourdain stabling, GEA manure equipment and ACME tunnel fans. DLS parlour stalls and cabinets will be installed for their new D-10 parallel parlour while GEA components for the parlour will be installed by Conestogo Agri since Blyth is outside of our milking service area.



## What's Going On In The Dairy Industry: Free Trade or Supply Management?

It is hard to open a newspaper or read the news online without seeing headlines of trade wars, NAFTA, and the latest tweet that President Trump has posted. The world has been thrown into turmoil, and the dairy industry is no exception to this.

Canada has undergone extreme pressure to drop the supply management system, but the world has failed to answer one critical question: Why would Canada revert to a failed system that would hurt the country's farmers? According to a study by Boston Consulting Group, if Canada were to drop the supply management system and adopt a system similar to the USA, 40-50% of Canadian dairy farmers would be at risk, causing the loss of around 24,000 jobs.

Prime Minister Justin Trudeau has publicly taken a stand for dairy farmers and the Supply Management system, stating during a press conference, *"There's a reason why Donald Trump continues to write tweets on dairy products and Canada – it's because I've told him many times: 'No, he won't touch, we won't touch our supply management system,'"*

In August, Agri-Mark Inc. called a meeting that represented around 1,000 American dairy farmers. By the conversation at the meeting, it is clear that American dairy farmers are fully aware of the crisis they are facing. Many proposals on how to fix the issues were brought forth at the meeting, and the idea to implement a version of supply management was mentioned repeatedly. One farmer from Wisconsin stated, *"We're fighting with one foot in the grave...I'm not leaving without a fight."*

Roger Johnson, president of the National Farmers Union issued a statement following President Trump's announcement of intention to sign an amended NAFTA agreement:

*"...improvements on behalf of American farmers and ranchers should not occur at the expense of farmers across the border. U.S. negotiators should not insist on removing Canada's dairy supply management system, which has maintained a stable dairy market for the country's dairy farmers and consumers. Indeed, the United States should take a page from Canada's book and establish similar policies to support American dairy farmers, who have been enduring chronic oversupply and critically low prices for a number of years."*

Prime Minister Justin Trudeau and MP's from all the major political parties have heavily pledged their support for Canadian dairy farmers and have stood firm in backing the Supply Management System.



### FEATURED TWEET



**Remco Brinke** @lintfield · Aug 24

@mccannredimix Pouring the scraper alley today. #managementapproves on to bigger and better things like a @DairyLaneSystem roof.



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