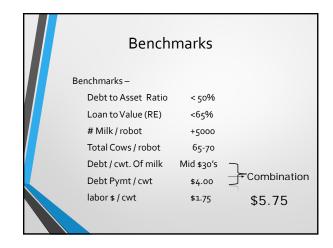
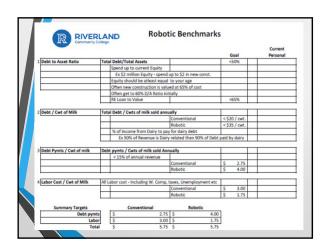
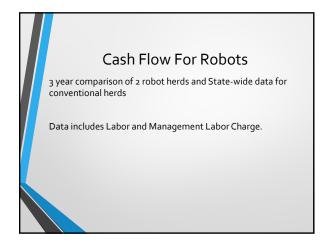
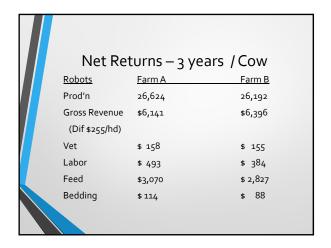


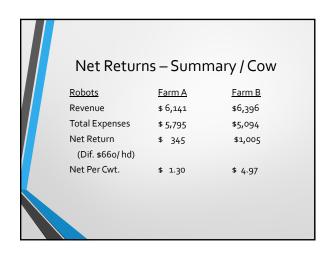
General Comments 5. Trust – Dealers, Nutritionist, Technology 6. Barn layout is Important for Reducing Labor Cost 7. Get Connected – Experienced Folks a. Robotic Producers, Dealer, Support Vendors 8. Develop a Team Concept – Production & Financial 9. Benchmarks – Know your numbers! (2 – 5 yr planning) 10. Visit / tour Robot Farms – If Cows are not your "Thing", don't think robotics will make things better.

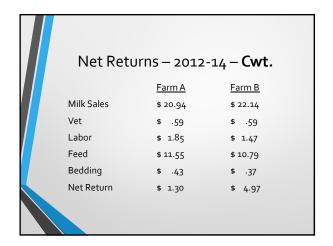


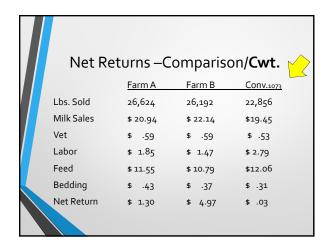


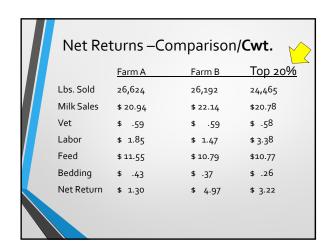






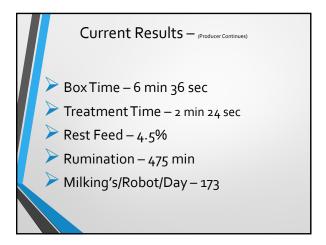


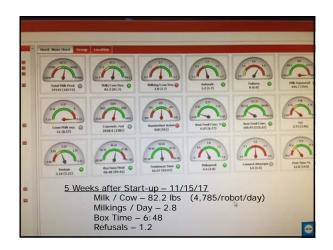


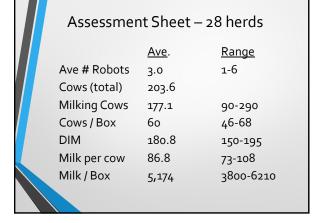


	Conv	ent	ional	Sys	tem					Rob	oti	c Syste	em						
	62 herds	of To	p 40 - 6	0% F	Profit Range					Actual 20	15 1	61 Cow	Herd -	2 Robots					
	Per											Per							
	# Cows		Cow		Gross		Per			# Cows		Cow	(Pross					
Revenue	168				venue/Cow		CWT			161				iue/Cow					
Milk Sold		\$		S	4,156		18.07		Milk Sold		S	18.00		4,932		18.00]		
Culls %	35%	\$	750.00	\$	263	\$	1.14		Culls %	25%	\$	750.00	\$	188	\$	0.68			
Breeding Stock	0%	\$	1,800	\$		\$	-	\$ 1.14	Breeding Stock	10%	\$	2,325	\$	233	\$	0.85	\$	1.53	Pg
Turnover Rate	35%					\$	-		Turnover Rate	35%					\$]		
Bull Calves				\$	233.00	\$	1.01		Bull Calves				Ş	240.00	\$	0.88]		
Inventory Change						\$	-		Inventory Change				\$	290.00		1.06	1		
Gross Revenue				\$	4,652	\$	20.22		Gross Revenue				\$	5,882	\$	21.47]		
Expenses					pense / Cow		er Cwt.		Expenses				E	nse/Cow		r Cwt		1	
Purchased Feed	_	+		S	1.027	4	4.47		Purchased Feed		+		S		4	5.05	1		
Raised Feed	_	+		S	1,027	S	6.33	\$ 10.80			+		S	1,365		4.66	s	9.71	
Total Feed		s	2,483	,	1,430	,	0.33	\$ 10.80	Total Feed		s	2.661	,	1,2/0	,	4.00	,	9.71	
Breeding Vet		,	2,403	s	56	Ś	0.24	1	Breeding		*	2,001	Ś	52	Ś	0.19	1		
Vet		-		Ś	116	Ś	0.50	1	Vet		-		Ś		Ś	0.57	1		
Supplies		-		s	365	Ś	1.59	1	Supplies		-		S	155	Ś	0.57	1		
Heifer Raising				s	100	s	0.43	1	Heifer Raising		-				Ś		1		
Fuel				S	66	Ś	0.29	1	Fuel				S	63	S	0.23	1		
Custom				\$	52	\$	0.23	1	Custom				\$	172	\$	0.63	1		
Repairs				\$	131	\$	0.57	1	Repairs		т		\$	293	\$	1.07	1		
Hired/Family Labor		Т		\$	649	\$	2.82	1	Hired/Family Labor		Т		\$	311	\$	1.13	1		
Bedding		П		s	115	\$	0.50		Bedding		П		\$	110	\$	0.40	1		
Utilities		П		s	80	\$	0.35		Utilities		П		\$	162	\$	0.59	1		
Misc				\$	55	\$	0.24		Misc				\$		\$	0.19]		
						\$	-		Marketing				\$	126	\$	0.46]		
						\$	-								\$]		
		L				\$			Loan Payments?		L				\$	-	1		
						\$									\$]		
						\$	-								\$	-	1		
Overhead Cost		\$	26,250	S	156	\$	0.68		Overhead Cost		\$	125,500	\$	779.50	\$	2.84	1		
		_		Ļ		\$			Leases		_		\$		\$		1		
Total Cost				\$	4,424	\$	19.24		Total Cost				\$	5,092	\$	18.58	١.		1
Net		Т		\$	227	\$	0.99		Net		Т		\$	790	\$	2.88	14		
	-	-		-		_	-			-	-				_		4		

Establish Goals (local Producer) Goal Current Milkings/day 2.9 3.0 Refusals/day .8 Failed Milkings per day <5 4 Free-time per Robot/day 1.5 Hrs 3 Hrs. # Fetch Cows 10 Lbs. Milk per Robot/day >5,000 5,002 June 2013 - RHA 28,008; DIM 175; SCC 163,000; PG 23 May 2014 - RHA 28,866, DIM 173; SCC 135,000; PG 26 - RHA 28,000







Assessment Sheet – 28 herds Ave. Range Milkings 2.8 2.6-3.2 **Box Time** 7:02 6:20-7:50 Free Time 12.11% 9-26% Fat % 3.56% 3.28-3.8% 2.96% 2.86-3.44% Protein SCC 181 73-270

Failure Risk Factors 1. Finance Benchmarks & Cash Flow 2. Cow Flow – Inadequate # of head-"grow into it" 3. Barn Design – May limit potential 4. Feed Consultant – Lack of Experience 5. Intent of going Robotic – Dairy not a priority. 6. Lack of Trust in Dealer & Support Team 7. Robots won't make a poor dairymen a good one.

Commonalities-Profitable Dairy

- 1. Pg. Rates Mid 20's
- 2. Keep calves alive
- 3. Growing the herd size or
- 4. Selling breeding stock
- 5. DIM 160 170

1. Cow Comfort – (1 hr. Laying = 3.8 lbs) 2. Feed Bunk Management – Shrink/quality 3. 3x Milking (8 lbs) 4. 4x Milking 1st 21 days – (6-10 lbs) 5. DIM – (160–170) (.17 lbs. lost over 165 d) 6. Healthy Immune System 7. Dry Period (40–60 days) 8. Transition Period 9. Water – (Min of 3 Linear inches/cow) 10. Record Analysis 11. Manipulating Light - (16–18 hrs = 4-6 lbs) 12. Heifers – (breed at 54", Age 23 mo) 13. SCC (1-2 lbs milk for ea. Drop of 50,000)

Brant Groen - FormAFeed

What I am learning

Planning Time – 2-5 years

Barn Design – Labor Efficient, Cow Comfort

More Robots – Less Barn - 60 cows – 50 stalls?

Manure Systems – Keeping it simple

Follow Benchmarks –

Camera's are a great tool

