SPECIAL EXPO EDITION



# In Ucler Business





LAB ACCURATE
DAILY DATA

MEASURES FAT, PROTEIN & LACTOSE

**FULLY AUTOMATED** 

SMART FEEDING MANAGEMENT



SMART BREEDING MANAGEMENT

## MilkGenius

Focus on the herd data you need, maximize

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Apollo

The Future of Farm Control

## Bouma Award

Honoring last year's winner Robert Gehring



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# ClearAway HT Your Solution for Teat Sealant Buildup

CLEAR AWAY HT OFFERS A POWERFUL AND EFFICIENT SOLUTION FOR PREVENTING AND ELIMINATING TEAT SEALANT BUILDUP WITHIN MILKING SYSTEMS.

Designed as a "shock" CIP treatment, this product is highly effective in even the most challenging conditions. It boasts remarkable versatility, capable of being diluted at one ounce per gallon of hot water for regular system maintenance, or at two ounces per gallon of hot water for the robust removal of existing teat sealant. This dual functionality means it can serve as a periodic maintenance product in lower doses, while also possessing the strength to cut through heavy sealant accumulation with higher dosages.

One of the key advantages of Clear Away HT is its economical application. As a maintenance product, it only requires use once per week, effectively replacing the detergent cycle within the standard CIP process. This not only streamlines the cleaning process but also contributes to operational savings. Furthermore, Clear Away HT stands out from its competitors due to its considerably low odor, creating a more pleasant working environment. Its powerful formulation can combat pipeline buildup from all teat sealant products currently on the market, offering a cleaning solution regardless of the sealant used.

By preventing and removing stubborn teat sealant residues, Clear Away HT helps maintain optimal performance of pipeline components, milk sensors, and meters, for the longevity of your milking parlor.

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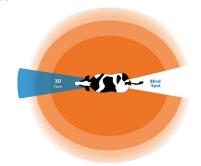




Cows are naturally prey, which can be seen in the lateral placement of their eyes. This allows them to keep an eye on a large area and identify predators in time. With a vision range of up to 330°, cows can see what's going on around and behind them. When they graze, this range can even reach almost 360°, giving them a panoramic view. In comparison, humans have a vision range of about 180°.

## LIMITED PERCEPTIONS AND FIELD OF VISION

Prey animals such as cows have limited depth perception because their eyes are on the sides of their heads. This means that they have difficulty estimating distances. In contrast, predators, with eyes at the front of their heads, have better depth perception, which helps them hunt. To estimate distance, cows have to turn their heads towards the direction they are going to. They will also turn their head towards the direction of a sound to estimate what or who the sound is coming from, so they can decide how they will cope with it.



beneath them (B). However, if they lift their heads further, such as when they feel threatened from above, their confidence in their footing decreases, which may cause them to stop moving (C).

The cows also have limited 3D vision due to their laterally placed eyes. 3D vision, or three-dimensional vision, enables us to see objects in three dimensions: length, width, and depth. This kind of vision gives us a realistic view of the world, where we can perceive the shape and structure of objects as they really are.

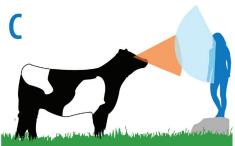
Besides, cows have a significantly smaller vertical field of view compared to humans, with approximately 60° for cattle versus 150° for humans. Humans can confidently walk forward because we can simultaneously see the ground and the view ahead. In contrast, cattle's vertical field of view is limited. When grazing, their heads are down, and they are relaxed (A). As they start to walk, they raise their heads to ensure they are comfortable with their view ahead while still feeling secure about the ground

## **BETTER MOTION VISION THEN HUMANS**

However, cows have excellent movement vision. They can see 40 to 60 images per second, while humans perceive only 25 images per second. This makes them very sensitive to fast movements, especially at a distance of more than 1.5 meters, which can make them restless. If a cow is in a situation where she is startled or afraid, she retreats from her instincts and will show a flight response from "predators" or humans. In the case







## FEATURE ARTICLE

of the farm cow, you will notice that she will increase the distance between herself and humans.

That is why it is important to make calm and predictable movements in the vicinity of cows. Certain people who work professionally with cows therefor put their hands in their pockets to prevent themselves from making sudden arm movements.

## **COLOR PERCEPTION AND LIGHT TRANSITIONS**

Cows cannot perceive red tones. These are seen as gray by them. However, they see blue and green tones well, which they perceive as pleasant. Cows also need a lot of time to adapt to new light conditions. Rapid transitions from light to dark or vice versa can cause startle reactions. You can see this when cows are driven out of their barn to the waiting area or milking room, they first stand still because they have no observations of what is in front of them, what the floor looks like, etc. They need time to adapt their sight. We need to take this into account in our behavior towards cows and give them the necessary







COWS ARE RED COLORBLIND

adjustment time. When designing stables and passageways, it is important to take into account gradual light transitions

## STABLES DESIGN AND MACHINE PLACEMENT

When designing barns and installing machines such as milking robots, the vision and behavior of cows must be taken into account.

- 1. SIGHT LINES AND ROOM TO MOVE: Provide clear lines of sight and avoid sudden movements in the vicinity of cows. Position machines and obstacles so that they do not cause unexpected shadows or reflections. In robotic milking, the cows must be able to move freely to and from the milking robot. Obstacles and narrow passages can cause stress and reduce the willingness of the cows to visit the robot. A well-designed barn offers sufficient space and clear sight lines.
- 2. LIGHT TRANSITIONS: Design entrances and exits with gradual light transitions to minimize startle reactions. Avoid bright lights that shine directly into the cows' eyes.
- 3. TUNNEL DESIGNS: Cows walk well in tunnels because they can orient themselves on the sides. Make sure tunnels are well-lit and that there is light at the end of the tunnel so that cows can walk towards the light.
- 4. UNOBSTRUCTED VIEW AND HERD CONTACT: Cows are herd animals and feel more comfortable when they have a view of their peers. With robotic milking, it is important that the cows have a clear view of the barn and the herd, even when they are in the milking robot.
- 5. QUIET ENVIRONMENT: Minimize hectic movements and noise in the barn. Use gentle and predictable movements when herding cows, preferably from the sides so that they can see you well. When milking robotically, it is important that the robot is designed in such a way that it does not make any unexpected movements that could scare the cows. This helps to keep the cows relaxed and stress-free during milking.

Automatic resources such as feeding robots, manure scrapers, and manure robots must be adjusted in their speed and movement to cow behavior and sight. This means that these robots must move and turn calmly and not make any sudden movements.

6. **USE OF COLOR:** Use blue and green tones in the cows' surroundings, as these colors are perceived as pleasant.

By taking these factors into account when designing barns and installing machinery, we can create a stress-free and safe environment for cows, benefiting their well-being and productivity.

Do you have any other questions about cows or robotic milking? Do not hesitate to contact our milking experts at salesNALL@boumatic.com.



## MilkGenius

Focusontheherddatayouneed, maximizehigh-qualitymilkyield.



Want to save time and stay in control? The BouMatic MilkGenius is an advanced sensor that integrates seamlessly with your farm. It monitors milk in real-time, measuring fat, protein, and lactose content.

By detecting diseases early and enhancing milk quality, the BouMatic MilkGenius provides superior control and oversight of your dairy herd. This powerful diagnostic tool aids in selecting your most profitable cows, allowing you to make informed decisions that boost farm productivity. Improve your milk quality, detect diseases in their early stages, and significantly reduce business inputs, enhancing both productivity and profitability.

## BENEFITS FOR THE DAIRY FARM:



Detect health disorders



**Optimize** feeding



**Improve** reproductive performance

## WHAT DOES IT MONITOR:



Fat



Protein



Lactose

## **TECHNOLOGICAL ADVANTAGE:**



Unique mid-infrared laser sensor



Maintenance free



No milk sampling and reagents



Remote monitoring

## **AVAILABLE DATA:**



**Negative** energy balance warning



Milk fat depression warning



**Nutritional** balance



Milk composition



**BOUMATIC MILKGENIUS DISPLAYS WARNINGS FOR ACUTE CASES OF HEALTH DISORDERS IN COWS,** one can be monitored by rapid changes in milk composition. This feature enables dairy farmers to react quickly and prevent more significant losses.

## **HOW DO WE DETECT IT?**

We consider milk composition (fat, protein, and lactose content), fat-to-protein (F/P) ratio, temperature and daily yield. The "Acute" warning is displayed when some of these parameters exceed their individual, specific animal thresholds.

## **CAUSES OF ACUTE CASES**

**DIET CHANGES:** Rumen fermentation can be disrupted by sudden shifts in diet composition, such as introducing new types of feed or drastically altering the proportion of different nutrients in the diet, leading to acute milk fat depression (MFD).

**STRESSFUL EVENTS**: Rumen function can be disrupted by acute stressors such as transportation, sudden changes in environmental conditions, or exposure to pathogens leading to temporary decreases in milk fat production.

**TOXICITY:** Ingestion of toxic plants or contaminated feed can lead to acute digestive disturbances, including MFD, as the rumen microbes may be adversely affected.

**METABOLIC DISORDERS**: Acute metabolic disorders such as ruminal acidosis or ketosis can disrupt rumen function and metabolic pathways of a cow.

**INFECTIOUS DISEASES:** Dairy cows can be susceptible to a range of bacterial, viral and parasitic infections, such as mastitis, pneumonia, foot rot and metritis. These infections can be transmitted through contaminated environments, improper milking practices or other infected animals.

**HEAT STRESS:** Dairy cows are susceptible to heat stress, especially in hot and humid climates. Prolonged exposure to high temperatures can lead to dehydration, reduced feed intake, and metabolic imbalances can increase the risk of illness.

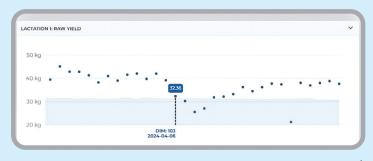
**TRAUMA:** Injuries from accidents can cause acute health problems, including wounds, fractures, and internal injuries.

**ENVIRONMENTAL FACTORS:** Poor housing conditions, overcrowding, inadequate ventilation, and exposure to harsh weather conditions can contribute to stress, increasing the risk of disease transmission among dairy cows.

## CASE ON THE FARM: DETECTION AND TREATMENT

On 6th of April, the BouMatic MilkGenius detected a significant increase in the F/P ratio and a decrease in milk yield. Shortly afterward, ketosis was detected, and treatment was immediately provided. Several days after the initial detection and the beginning of treatment, the cow's health and milk yield gradually returned to the healthy zone.







## IMAGINE WAKING UP WITH CLARITY, NOT OVERWHELMED BY ALARMS OR SECOND-GUESSING LAST NIGHT'S MILKING DATA.

Instead, your dairy is running smoothly, with technology working alongside you rather than against you. That's the vision behind Apollo by BouMatic, a complete automation solution designed to put producers, their herds, and their families back at the center of dairy life.

Instead of spending hours managing equipment, Apollo uses real time data you can trust, and frees up time for what matters most to your herd, your family, and your legacy.

With Apollo, daily tasks become seamless. It sorts cows automatically, monitors health in real time, and delivers precise feeding strategies. Its modular components scale to fit your operation, ensuring a solution tailored to your needs today and ready for tomorrow. And with BouMatic's expertise guiding every step of implementation, your transition is smooth, gentle, quick, and complete.



## **DESIGNED AROUND COMFORT**

From calm, consistent routines in the parlor to low-disruption sorting, the system reduces stress at every touchpoint. Real time milk data, stall reports, and health alerts allow early detection of

issues, giving each cow the individualized care she deserves.

But Apollo also looks after the people behind the process. Repetitive tasks are automated, interfaces are user-friendly, and workflows are streamlined. Operators experience less physical strain and more peace of mind, with the freedom to focus on higher value activities instead of constant troubleshooting.



## **EFFICIENCY MEETS SUSTAINABILITY**

Apollo improves performance while lowering costs. By integrating with BouMatic's HiFlo pulsators and detach cylinders, it optimizes vacuum control and reduces air use, cutting

energy consumption without compromising cow comfort or

milkquality. Unlike rigid systems from competitors, Apollo's modular setup lets you automate step by step, scaling as your operation grows. The result? More milk with less power and a future-proof investment.



At the core of Apollo is the Milk Control Unit (MCU), the central hub for each milking point. A single MCU manages up to two stalls, controlling

detachers, pulsation, and data flow. Features such as vacuum-on delay, smooth cluster removal, and QuickStart claw handling streamline workflows while protecting udder health and conservina enerav.

Building on BouMatic's trusted SmartControl legacy, the and conductivity data, ensuring optimal performance even at extreme flow rates. Complementary tools like the SmartLite operator button, ApolloPoint consoles, and centralized parlor monitors give operators real-time control and visibility.





Apollo is a smarter way to manage your dairy. And most importantly, it's a way to give you back time to invest in your herd, your family, and your legacy.

READY TO SEE APOLLO IN ACTION? Contact your local BouMatic dealer today for a personalized demo and discover how automation can transform your dairy management.



## PRECISION FEEDING AND SORTING

Feeding is one of the largest costs on a dairy, and Apollo ensures it delivers maximum value. By tailoring feed to each cow's milk output, condition, and lactation stage, Apollo boosts production while reducing waste. Whether

in-parlor stall feeders or out-of-parlor RFID stations, every ration is precise, every cow accounted for.

Sorting is equally streamlined. Instead of manual gate changes, Apollo directs cows automatically based on pre-set rules, health alerts, or milk data. Producers can still override or schedule sorts at any time via stall consoles, desktops, or even smartphones, giving full control.



## DATA THAT DRIVES SMARTER DECISIONS

Through HerdMetrix, Apollo provides instant access to important insights. From fertility tracking and drug withdrawal monitoring to customized reports and mobile alerts, the platform helps producers make faster, smarter

decisions. Real time dashboards display milk yield, flow rates, and attention statuses for every cow.



## A TRUE PARTNERSHIP

Behind Apollo stands BouMatic, a company committed to animal health, scientific research, and producer profitability. As the largest privately owned company in the sector, BouMatic's focus remains squarely on customer

success, with a worldwide dealer network ready to deliver personalized support and consultation.







- Apollo's access is available for smartphones and tablets. Have access to the calendar, feeding, system, and milking sections with pending alert count wherever, whenever.
- Receive notifications on your phone of detailed information from the farm. You can even check on individual animals with expandable sections for, lactation, calendar, milk production, and concentrate data.
- Realtime views of your dairy's milk production and conductivity data over time.





## Experience BouMatic

## Tinedale Farms

## **Dairy** Data

**Dairy Owners:** 

Carl and Sharon Theunis (Parents)

Dairy Manager: Mike Theunis

Milking Herd: 4,000+ Production Level, per Cow:

110-stall Xcalibur Parlor Size/Type:

2.0 External Rotary

Automation:

SmartLites, MagStrream Meters

and Activity Tags

Management Software:

DairyComp 305

Pro Chiller Cooling: Milking Interval: 3X/day SCC: 185,000

Housing Facilities:

Housed in freestall barns with digested solids

Calf Housing:

Housed off-site until 180 days old

Manure Handling: **Alley Scrapers** Total Farm Size: 5,000+ acres BouMatic Dealer: LDS Inc.

Year Parlor Installed: 2025

ONE OF THE HIGHLIGHTS OF OUR WEEK AT WORLD DAIRY EXPO is hosting a tour bus to

a couple of BouMatic installations. BouMatic invites our dealers to bring along potential customers on the tour to introduce them to our parlor features firsthand. This year we were able to showcase on the tour the differences between our latest external rotary design in a 110-stall size and our original external rotary design in a 40-stall size.

Although milking on an external rotary of any size has the same basic operation, what we



were able to highlight is the differences of management in milking 4,000 cows as compared to 850 cows.

## **TINEDALE FARMS**

Tinedale Farms was the first stop located in Wrightstown, Wisconsin, just 25 minutes south of Green Bay. Owners Carl and Sharon Theunis run the family farm.

In 1863, the Theunis' started farming by clearing land and milking seven cows. This farm has stayed in the family by farm transfer between generations and today is called Tinedale Farms, LLC, and they milk over 4,000 cows. In 2000, Total Grain Services was established which buys and sells corn, soybeans, and wheat, and sells market cash throughout the year.

This year, they installed a BouMatic 110-stall Xcalibur 2.0 external rotary parlor, a spacious holding area, and 2,343 deep bedded



freestalls inside a new 12-row tunnel-ventilated freestall barn, measuring 240' x 970', designed with two-way traffic to the new milking parlor. The facilities were designed to maximize cow comfort.

In addition, they extended barns 1-4 to add additional stalls and 2-way traffic. Tunnel ventilation will be installed on the north side of all the additions, along with a breezeway connecting all barns to the new facilities.



## **Innovation Firsthand:**

## A Tour Through Wisconsin's Leading Dairies

## **RODEN ECHO VALLEY**

Roden Echo Valley, located in West Bend, Wisconsin was the second stop on the tour.

In 1995 Bob and Cindy purchased the current farm in the Town of Trenton and sold the farm in the Town of Saukville. When the family moved, they had 70 milk cows. In 2004 Rick, purchased heifers to become part owner of the milking cows. Since the family moved in 1995, there have been many changes to the farm; the biggest change was forming Roden



Echo Valley, LLC in 2015 to prepare for future generations.

To this day, Roden Echo Valley, LLC is a 850-cow dairy farm owned and operated by the Roden family. In 2022 they started milking in a new BouMatic Xcalibur 40-stall external rotary milking parlor. All of the children have a passion for agriculture and are each connected to a farm – whether the home family farm or their own farm! And now it's time to get the next generation, all the grandkids, involved as well!



## LDS Inc.

946 Progress Way; Chilton, Wisconsin Years of Service as BouMatic Dealer: 15 years Over 40 employees

LDS Inc. purchased the dealership in 2004,

since then we have been working towards providing excellent service to the dairy industry. We have grown from a small dealer to the largest dealer in the USA for BouMatic. We believe this is due to our focus on service, trained and knowledgeable staff and finding solutions on the dairies we serve. We have had the great fortune to hire people who are passionate about the dairy industry, our customers and learning. This ongoing passion is the culture we bring to our work every day, and to the dairies we serve.



-03



Dairy Owners: Bob & Cindy Roden; Rick & Melissa Roden; Joe Roden

Rick Roden Dairy Manager: Milkina Herd:

Production Level, per Cow: 77 lbs/day

Parlor Size/Type:

Rick Roden

40-stall Xcalibur 360EX

Automation: ViewPoint; Sort Gates; CowSeeker Activity Tags

Management Software:

SmartDairy; PC Dart

Cooling: Plate cooler and bulk tanks Milking Interval: 3X/day;

(7 a.m.; 3 p.m.; 11 p.m.)

SCC: 275

**Pregnancy Rate:** 28% **Housing Facilities: Cross Vent Barn** 

Calf Housing: All in/all out; Calf-Tel Manure Handling: Joz Alley Scraper

Total Farm Size: 700 owned;

2,000 cropped

Number of Employees: 8 milkers; 6 part-time

BouMatic Dealer: LDS Inc. Year Parlor Installed:





## A PROFESSIONAL LEGACY

Established in 1941, Gehring's began by selling Jamesway manure and feeding equipment. They became a Dari-Kool dealer in 1954 and a BouMatic dealer in 1962. Bob has been a pioneer of the dairy industry and of BouMatic's growth and history. Over the years, they have sold, installed, and serviced everything a Dairy Farm Operation could need; always putting the farmer first and striving to provide the best service possible. Bob always puts customers first, exemplifying service, leadership, and a deep commitment to the people he serves. They've witnessed and contributed to the evolution of modern farming, transitioning from stanchion/tie-stall systems to free-stalls, parlors, and robotics.

"Bob is the true definition of a man who has dedicated his life to the Farming Industry. The success and longevity of his business and contributions to the industry are a testament to that. He has always been professional, knowledgeable, and keeps his staff well-trained for the dayto-day activities of a busy dealership. And from my experience, he always puts the customer 1st. Congratulations to Bob on this well-deserved award & acknowledgment!"

— Deb Osborn

Bob has made positive changes to agriculture's land, legacy, and lives. That's why we're proud to recognize his spirit of service, innovation, and positive change in the dairy world. A longtime leading BouMatic dealer dedicated to giving his customers the best service possible. Bob's business is centered around serving dairymen with consistency and integrity. Gehring's commitment to the Farming Industry and commitment to people nurtured his long term success. He invested in his technicians and BouMatic with classes and exploring innovative milking solutions. Bob achieved success and grew as a leader in service and sales.

"The success of the Gehring dealership is an indicator of Bob's hard work and passion. I can only imagine the lasting

# The First Bouma Award Winner! Live Bravely. Be a Bouma.

impact he has left on all those he has served. He has always been a kind and welcoming person to me during my time at BouMatic. My heartfelt congratulations to Bob on being the very first Bouma Award recipient." — Amy Steinke

## LASTING IMPACT ON COMMUNITY

Bob and his business support local FFA and 4H, along with all dairy-related activities. His engagement helps cultivate the next generation of agricultural professionals. The Gehring dealership has always been an early adopter of BouMatic's newest technologies and equipment, contributing to industry innovation and efficiency. Without Bob, the adoption of new equipment in the marketplace would likely have been delayed, slowing progress in the dairy industry. Bob has offered strong support to his local community—both through generous financial assistance

and by giving his time. Bob has lived bravely, trusted his gut, and led with heart; just like our founder Lawrence Bouma. We at BouMatic give a heartfelt thank you to his dedication to service.

"Bob's lifetime dedication and achievements really capture the essence of the Bouma award. Bob's gentle spirit has left his dairy community better than he found it, much in the same way Lawrence did." — Michael Fisher

We thank you Bob for all your contributions and for embodying what makes BouMatic different-living bravely, supporting the community, and leading with compassion.

Congratulations once again, Bob, on this well-deserved recognition." — Jean Olsen







## THE FRIZZELL FAMILY ENJOYS HIGH PRODUCTIVITY

At Valleyville Farms near Glen Valley, Prince Edward Island, Chris Frizzell milks 260 cows on his dairy with the help of four BouMatic GeminiUP milking robots, two doubles and two singles. For Chris, adopting robotic milking wasn't just a business decision, it was a lifestyle shift.

"Life gets busy," Chris says. "My kids are in baseball, and I want to be there for them. My father worked in the parlor every day, never got to see our hockey games. Now I get to go to all my kids activities."

Chris made the switch to robotic milking 11 years ago and hasn't looked back, replacing a double-10 parlor in two phases, both retrofit installations. "The first time around was a big change, but the second was smooth. The cows were already used to it. We shut off the old robots at 7 a.m., had the new ones installed, and by 7 p.m. we were milking."

The decision to go with BouMatic was based on more than just equipment specs. It was also about the people. "I really think your service and dealership makes a huge difference. Our BouMatic dealer, [Red Isle Dairy], is hands-on, available with a really good hotline, and they really know what they're doing; the best dealership in the area."

In addition to dealership support, Chris points to several standout features that made BouMatic the right choice for his farm. "I like the way BouMatic robots milk from behind. It's more natural for the cows. And the MilkGenius was a game-changer."

Since upgrading to the GeminiUP system, Chris has noticed clear improvements. "The new central wash system is more efficient, only two washes a day instead of three, using less water and heat. It uses a slug and loop system instead of a single-shot wash, which reduces the chance of improper cleaning. Plus, the water doesn't need to be as hot, which qualified us for government funding because it's more energy efficient" he explains. "The way milk is measured is better now, too, there's no meter, which means no air leaks. The doors also allow for easier access for cows to get in and out, with the hinges taking up less space."

The benefits extend beyond the equipment. "Mastitis treatments are down to just 15% (speculated) of what they were before. Cows are healthier because they're not standing in holding areas; now they come and go when they want. We're averaging 45 kilograms of milk per day per cow with three milkings. Before robots, it was two milkings and a lot more stress on the animals."

Robotic milking has also transformed herd management. "We get way more data conductivity, and it's easier to act on it. MilkGenius gives you insight into cow health every day. You still need to watch your cows, but you're managing smarter."

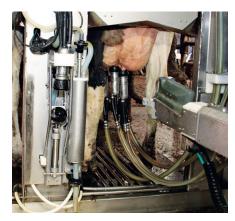
Labor on the farm has improved as well. "We've gone from juggling part-time shifts in the parlor to having one person manage a full shift on the robots. Hours are more consistent, and it's a better setup for our team."

Looking ahead, Chris is happy with where things stand. "We're making around 13,500 kilograms per cow per year. We're in a good place and focused on supporting the next generation. We're growing crops, keeping the dairy strong, and leaving room for the future."

His advice for other farmers considering robotics? "Don't assume it runs itself. You've got to stay on top of it, maintain it, and understand the technology."

Would he recommend BouMatic robots? "Absolutely. I already have."







**Dairy Farm Name:** Frizzell's Valleyville Farm

Location:

Glen Valley, Prince Edward Island

Number of Robots, Four Total: Two Gemini UP Single, Two Gemini UP Doubles

Year Installed: 2014

Adult Herd / Milking Herd: 315 Cows/ 260 in Milk

**Production Level, per Cow:** 39.5 kg (87 lbs)/ day

Milking Average, Rolling Herd: 11,552 kg (25,467 lb)/cow/year

% Fat/ % Protein: 4.1 / 3.1

SCC: 150

Milking Interval: 3

**Management Software:** HerdMetrix, MilkGenius/Herdline and OneView

Total Farm Size: 1,600 Acres

Number of Employees: 6

**BouMatic Robotics Dealer:** Red Isle Dairy Services Ltd.

## **BOUMATIC ROBOTICS DEALER** Red Isle Dairy Services Ltd.

21 Pleasant Street, Kensington PEI, Canada Years of Service as BouMatic Dealer: 18 years

Red Isle Dairy Services has been in operation since 2002 and owned by Donnie Doucette since 2007. Red Isle is the only BouMatic dealership on Prince Edward Island and they installed their first BouMatic Robotics milking robots at Valleyville Farms in 2014. This installation has been a showcase welcoming farmers from all over North America to see this high performing robotic operation in action. Red Isle has completed two more installations each with an MR-D1 unit. Their pride and professionalism are evident in each installation and the dealership's lead technician, David Mills has grown to become an expert on the robotic systems.

Along with BouMatic Robotics, Red Isle also sells BouMatic conventional milking products including mats, stalling and ventilation.

With a continuously expanding business, Red Isle moved their location in 2016. Some of the great success and growth Red Isle has seen are attributed to BouMatic Robotics robots. Two major factors help Red Isle close the deal on selling robots – ease of service and increased free time for the farmer.

## The Future of Barn Cleanliness Is Here

Smarter, Cleaner, Healthier—BouMatic's Automated Vacuum Scraper Transforms Livestock Hygiene and Milking Performance

The BouMatic Vacuum Scraper (BVS) Robot, an innovative automated cleaning solution for livestock buildings, is set to transform hygiene and comfort standards in the industry. This fully automatic robot excels in vacuum cleaning manure, ensuring a clean and healthy environment for livestock and ultimately better milking results.



## **BVS EMPLOYS AN EFFICIENT PROCESS:**

- \* Two arms gather and centralize the slurry.
- \* The tank's inlet is kept free from air blockage by the accumulation of slurry.
- \* Through a vacuum pump, the tank maintains low pressure, enabling slurry suction and storage.
- \* The BVS effortlessly navigates through the barn alleys, allowing for easy and swift tank emptying.
- \* At its charging point, the vacuum pump reverses, expelling the slurry from the reservoir.

An important feature of the BVS is that it contains an integrated irrigation system which moistures the soil and breaks down hard deposits. On top of that, the flushing system simplifies reservoir cleaning, resulting in substantial time savings for maintenance

Crafted entirely from painted stainless steel, the BVS boasts unparalleled protection and corrosion resistance. Its rounded design facilitates 360° rotation, reducing the need for complex maneuverer at building ends.

The BVS is equipped with a high-capacity lithium battery, delivering up to 15 hours of daily operation. The robot charges it's battery and it's water reservoir when it is emptying the slurry at the emptying station. This double action optimizes the energy consumption of the BVS.

## PLUG AND PLAY INSTALLATION, REMOTE CONTROL

To ensure optimal remote access, a comprehensive Wi-Fi coverage throughout the building is a prerequisite for installation. The BVS relies on a laser guidance system for autonomous navigation, eliminating the need for any floor fixtures. During initial setup, an accredited BouMatic operator creates a virtual map, allowing the robot to operate freely within its designated area. Users can easily customize scraping frequencies from a PC or smartphone. A remote control is included for manual mode movements, and alarms are delayed via email and/or SMS for convenient remote resolution. A dedicated 24/7 customer service is available for remote interventions.

## PROMOTING COW HEALTH AND BETTER MILKING

Maintaining a cleaner barn floor prevents cows from standing in manure, leading to cleaner resting boxes and udders. This heightened level of cleanliness reduces the risk of udder infections, ultimately minimizing pre-milking teat cleaning.

**Continuous Feed Pushing** for Increased Food Intake **Butler Gold Pro** 

Thanks to its special patented auger, the freshness and quality of the feed are maintained and it motivates the animals to eat the feed.



Having a feed pusher helps optimize cow behavior. Having better cow traffic and a calmer barn environment is right in line with the BouMatic Milking Philosophy: Gently, Quickly, Completely.

The feed pusher is gentle in how it pushes the feed gently onto the feed trough, without applying pressure. Thanks to its special patented auger, the freshness and quality of the feed is maintained and motivates the animals to eat.

It is also a very efficient piece of equipment. The Butler Gold Pro is a low power consumption source and carbon free. It utilizes approximately <4 KWH/day (with 1000 cows, 14 passes and loose feed), and up to 70% of the time can be saved because less work is needed in the feed alley.





## Be in Control! User Friendly with Multi Touch Display

A 10 inch multi-touch display makes it easy and convenient to operate. And, you can also access the system from anywhere using a PC, tablet or smartphone. Our specialists can make changes at any time using a remote maintenance function. Moreover, you automatically receive the latest software updates for your Butler Gold Pro.



## **Charger Terminal**

Intelligent charging terminal for on-demand recharging, can be driven over by vehicles weighing up to 5 tons.



## **HEALTH MONITORING**

At BouMatic, we believe a healthy cow is a more productive cow. That's why we feel finding the one cow that needs attention, whether in a herd of 100 or a herd of 10,000 cows, is extremely *important.* The health monitoring data you receive can let you know of a cow needing attention days in advance rather than if you were simply waiting for the typical signs to show up visually. Imagine if your cow could let you know when she was just starting to feel a little off her feed? Well, now she can! Eating, rumination, and inactivity are all key indicators to ALERT you that she needs attention. By using these key indicators, you can quickly tune into the individual needs of each animal and keep her on her routine, preventing loss of milk or serious costly complications.



## HERD MANAGEMENT CAPABILITIES AT YOUR FINGERTIPS

The BouMatic HerdMetrix<sup>™</sup> phone app makes data accessible anywhere so that you have a constant stream of data. The software has easy to use graphs and charts. The program will highlight all the heat attentions by cow and groups, health settings and any potential tag issues. We understand life gets busy and we want you to be able to manage on the go.

## **HEAT DETECTION**

**NEVER** miss a cow coming into heat! CowSeeker access to heat and activity data allows optimal insemination choices for the whole herd regardless of stage or location. Each farm is different, and their activity system should reflect that. CowSeeker is fully customizable for the range of alerts and sensitivities. Alert settings can be customized to be sent to who needs the information the most. Customizable settings include optimal breeding window, adjustable sensitivities by pen, and adjustable alerts for lactations and reproductive events.

## **RETURN ON INVESTMENT**

Putting a price on the losses of an inefficient reproductive program is very unique to each individual dairy. Unlike a drop in milk production, the paycheck will not fluctuate weekly. And unlike mastitis issues, treatment bills do not pile up when problems arise. Even when we do not recognize reproductive losses as routinely as other sectors of the dairy, income can be lost if your reproductive program is not working optimally. The ability to catch cows sooner with health problems to treat them along with increasing insemination rates will quickly pay for the system costs.

Nathaniel McDonald, Product Manager: Automation nmcdonald@boumatic.com

## Cluster Exchange

Farmers know changing worn parts in a milking parlor and maintaining your clusters is a long and tiring process. Cluster/Liner Exchange Service is a simple, no hassle service that saves you time and money.

BouMatic will manage the liner change process for you. The components are sanitized using our industrial washer to ensure the removal of all bacteria; this can potentially aid in reducing the somatic cell and other bacteria counts on your farm, which will enhance the well-being of your cows.

You will no longer experience the costs of claw maintenance and our authorized dealers will tailor the cluster to your system, ensuring all your parlor conditions are operating at their peak levels. And even better, this service is utilizing the premier top-performing Flo-Star MAX and Flo-Star Xtreme milking claws and the Magnum Turbo liners along with our composite Magnum LWX00 shell.



So you know you are getting the absolute best products, made in the U.S.A., with the backing of the best dealers from BouMatic.



## **Level One**

Beginning with a new set of shells, the following liner change intervals will receive a refurbished (cleaned) shell assembly, which will include a new liner and air tubing.



## Level Two

Beginning with a new cluster, the following liner change interval(s) will alternate between receiving a refurbished (cleaned) shell assembly, which will include a new liner, air tubing, and a completed new or refurbished cluster.



## **Level Three**

Beginning with a new cluster, at each liner change interval, a complete cluster assembly is changed out for a new or refurbished (cleaned) cluster.

iee your sales manager for details. Currently available in Western USA regions, coming ion to an area near you. Sales Manager contact information is available on page 2.

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## GUARDIAN ELITE A CIP Controller to Keep it Clean!

FOR DECADES, BOUMATIC HAS SET THE STANDARD IN CIP, CLEAN-IN-PLACE INNOVATION, FROM THE GROUNDBREAKING **GUARDIAN IN 1994 TO THE HIGHLY TRUSTED GUARDIAN II** AND SUPREME MODELS, EACH GENERATION HAS DELIVERED SMARTER, CLEANER DAIRY OPERATIONS. NOW, THE EVOLUTION CONTINUES WITH GUARDIAN ELITE.

Guardian Elite redefines what a wash controller can be. Housed in the same stainless-steel box dairy producers know and trust, everything inside has been transformed. A vivid 7-inch touchscreen, advanced PLC programming, and built-in diagnostics give you powerful control in a format that feels instantly familiar.

Whether you're cleaning a pipeline, bulk tank, or running a custom wash sequence, Guardian Elite adapts to your workflow. With drag-and-drop programming, day-ofweek scheduling, and up to 50 programmable steps per wash, it simplifies complex cleaning routines without sacrificing precision. Dual programmable air injector control, precise temperature calibration, and real-time monitoring ensure compliance and protect milk quality, while giving you back time each day.

Designed for fast retrofit into existing Guardian II installations, the Guardian Elite keeps you ahead with minimal disruption. And with Ethernet-ready connectivity and smart diagnostics, it's built for the future, delivering peace of mind, cleaner results, and a better day on the dairy.

"We kept the same stainless-steel box. What's changed is everything inside." Nate McDonald, Product Manager.



Angela Kinney, DVM, is a Staff Veterinarian at BouMatic, a leading manufacturer of dairy farm equipment, originally from Brazil, Dr. Kinney earned her Doctor of Veterinary Medicine (DVM) degree and has built a diverse career in the dairy industry. Prior to joining BouMatic, she held roles at Boehringer Ingelheim, AgSource Laboratories, Larson Acres, and a couple veterinary services across Wisconsin. With over two decades of experience, she specializes in milk quality, herd health, dairy farm audits, and bilingual training.





## **Your Monthly Dose of Veterinary Insight from BouMatic!**

Stay one step ahead in dairy herd care with What's Up Doc, the exclusive email newsletter written by BouMatic's very own veterinarian, Dr. Angela Kinney.

Each edition delivers practical, experience-based insight into cow health, comfort, and productivity, right to your inbox. If you want to learn more about what keeps cows thriving, this monthly update is for you.

## What's Inside?

- Expert Vet advice on health monitoring
- Strategies for improving herd comfort
- Tips for disease control and prevention
- Insights into equipment and environment design

Dr. Kinney's approachable, down to earth writing makes veterinary topics understandable and immediately useful, with facts you can apply today!

## Sign Up Today!

Scan the QR code to subscribe and start receiving What's Up Doc directly to your email. It's free, insightful, and designed for anyone who wants healthier, more productive cows. Because great dairying starts at the life of your dairy.

Get a preview in this edition of In Udder Business. See pages 4 & 5 for "The Sight of a Cow and Design for Stall Machines."



## **Europe:**

*Albania:* Tanussi SHPK

### Austria:

Agrartechnik Seeber Österreich Elektrotechnik Grünerbl Ernst Melktechnik Graf Melktechnik Karl Klugsberger

Montage-Service

Pointner Stall -

Un Weidentechnik E.U. Stalleinrichtungen Elfried Winder Wallner Stall-Und Melktechnik

## **Belarus:**

BelAgroSistema Ltd. FarmControl LLC

## Belgium:

**Brouns Marc** Dairy Matic N.V. Demuynck & Zonen Ets Gauder & Rossi Lizon Robotics

Verbeke Machines BV

**Bulgaria:** Farm Service Bulgaria EOOD

## Czech Republic:

Blanka Ptackova

Kupala

## Denmark:

Agri-Teknik Brørup Aps Cowtech Aps Jørns Malkemaskine Service Aps

Promilking ApS

## Estonia:

Agribalt AS Strangko Grupp Dotnuva Baltic, AS

## Finland: Agrimec France:

Agri Tech Elevage **Boissinot Elevage** 

**BouMatic France** 

**BouMatic Center** 

Brun Et Fils Sas

C.M.T. Quimper

Catteau Gauchin

Catteau Sas

Concept'Elevage

Dematec

Elevage Service Sarl

Ets Collon Ets Loubiere

Eurl Pinaudeau Herve

Flotech

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**Godefroy Service** Greg.G Agrisolution

Groupe Lactalis Sotec

Hvm Multi-Services Sarl

Lacta-Services Sa

Lacta-Traite

Lactamat

**Lactamat Campbon** 



MCDA Elevage (8 locations)

Mickael Lamotte

Montuy Technic Elevage

Nexon Roulle Sarl

Rouzier Sarl

Sarl Antonie Guilbert

Sarl Deuterand Mecanique

Sarl Diais Equipement

Sarl Fermequip

Sarl Fontaine

Sas E.M.I. Lorraine

Sas Ldservice

Sas Le Roux

Société JOB'élevage

Sodiaal Sud Ouest

Sodiaal Union Centre Est

Sodiaal Union Gap

Sodiaal Union La Talaudiere

Sodiaal Union Le Vigan Sodiaal Union Sud Est

Technic Elevage

Technic Elevage Haute Savoie

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## Germany:

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Jansen & Gauder Robotics – Eifel

Junge Melktechnik GmbH

Käss Melk- Und Stalltechnik

Loohuis Melktechnik GmbH

LVK Landtechnik

LVS Landtechnik, Vertrieb und

Service GmbH

MuHTec GmbH

Schriever kommt

Schwaiger Haus- und Hoftechnik

TSB-Elektronik

TWL Technische Werkstätten

Langengrassau GmbH Uplander Agrarservice GmbH

Walter Bender

Zeilmeier Melk- und Kühltechnik

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Hungary: Dairy Service Kft.

Ireland: BouMatic Gascoigne

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SDES - Shane Donoher **Electric Services** 

## Italy:

Agrartechnik Seeber GmbH Agrartechnik Seeber GmbH - Fillable Bozen

Enne Effe Latvia: Dotnuva Baltic, SIA Lithuania: Dotnuva Baltic, UAB

Luxembourg: LOOS Gerhard

Melk-Zenter

## Netherlands:

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Abemec Veghel Blaauw Melk- En Staltechniek Bv

Dio Agro B.V.

Leen De With Melktechniek

Loohuis Melkveehouderiitechniek

Van Rossum Melkwinning

en Automat

Wopereis Melksystemen

Wopereis Vredeveld

## Norway:

Enger Agriservice

Fjøssystemer Midt Norge as Innlandet Fiøstenknikk AS

Strangko Tønsberg AS

## Poland:

Agro-Tech-Milk

Polanes Sp z.o.o Portugal: Agros Comercial

## Romania: Dairy MAX **Russian Federation:**

Agrospetsmachina ZAO **BM Service LLC** 

Dialog-Agro-2 LLC Max-Agro LLC

Max-Agro Vologda LLC Sovmolko Service LLC

Scotland: ElectroMech Agri Slovakia: Agromont

## Nitra spol. s r.o. Slovenia:

Agro Robomar d.o.o.

## Spain:

FRIOR S.L. **GRUPANOR** 

## Sweden:

**HB** Genetics Aktiebolag Wilson Agri Sverige ab

## Switzerland:

Aubry Matériel Sa Aubry Matériel Sa (Eclépens) Aubry Sacco-Farm Sa Hofstetter Melktechnik Gmbh Moser Stalleinrichtungen

## Schmid Melk-Und Stalltechnik

**Ukraine:** Svip-Dairy LLC

## U-T-F LLC **United Kingdom**

Aspatria Farmers Ltd B.D. Atkins & Son

Barkers Animal Health Ltd.

David Johnson (Lutt) Ltd. David Parsons

**Davison & Axup Dairy Supplies** 

Electro-Mech Agri Ltd.

Elite Milking Systems Ltd.

Holden Agri & Fuels Ltd.

John Davis Dairy Engineers Milkflo Dairy Systems Ltd.

Mill Dairy Services

**Premier Dairy Services** 

Refrigeration Maintenance & Sales Ltd.

**Tibbs Machinery Solutions** Wessex Farm Installations Wooldridge Dairy Services Ltd.

## Canada

Alberta: Chinook Farm Innovations

(Lacombe County) Chinook Farm Innovations (Lethbridge)

**British Columbia:** Chinook Farm Innovations (Hague)

Mountain View Electric Ltd. **Manitoba:** Penner Farm Services New Brunswick: Sussex Farm Supplies

Nova Scotia: ATL Dairy Automation Limited Ontario:

Dortmans Bros (Strathroy)

Dortmans Bros (Jarvis) Dortmans Bros (Salford)



## for years of partnership and service!

Dundas Agri Systems Inc. Optimum Agri Inc. Partner Ag Services Ltd. Ron's Bearings Equipment Sales **Prince Edward Island:** Red Isle Dairy Ouebec:

> Agricoles CPR LTEE, Equipment Agro-Refrigeration Inc. Beaudry Morin Inc. Depanneur Agricole St Jean Inc. Distributions JY St. Pierre Inc. Entreprises Eric Grondin Inc. **Equipements Laitiers Gagnon** G F Prolait 2017 Inc. G P Payette Inc. Lac-Matic Inc. Services Agri R.D. Inc.

### Saskatchewan:

Chinook Farm Innovations (Hague)

Western Ag Sustems Ltd.

## U.S.A

## Arizona:

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> 4D Industries Inc. Avran Industrial Inc. Clear Innovation **Dairy Equipment Center** Dairy-Workz Double A Dairy Service Inc Easton Dairy Equipment Golden State Dairy Service HyHuis

Northern Counties

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Specialized Dairy Service Inc. Superior Systems

TDR Development Inc. dba TDR Inc. The Dairy Guys

Tim McCloskey Electric, Inc. Valley Equipment Co.

## Colorado:

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## Florida:

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## Georgia:

**Dairy South** 

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(Preston) North Star Dairy Service, Inc. **Progressive Dairy Service** 

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## lowa:

Langs Dairy Equipment Prairie Land Ag Supply Inc. Valley Dairy Farm Automation

Flory Dairy Equipment Kentucky: Cowherd Equipment, Inc. **Louisiana:** Air Cool Refrigeration LLC Maine: Central Maine Dairy Equipment Michigan:

> **Brown Dairy Equipment** Brown Dairy Equipment (McBain) Brown Dairy Equipment (Portland) W G Dairy (Hillsdale)



Minnesota:

Dairy Direct Sales & Service, LLC N & A Dairy LLC., dba B&R Dairy Equipment

Leedstone

Missouri: Hy-Tech Dairy Sales Nebraska: Automated Dairy Specialists LLC

## New Mexico:

**Future Dairy Service** Valley Dairy Products

## **New York:**

Complete Dairy Service, LLC. Don's Dairy Supply, Inc. Dykeman & Sons Inc. Finger Lakes Dairy Service Fisher & Thompson Incorporated Fisher Farms



KDE, Inc.

KKR Dairy Services, LLC R & M Farm Hardware LLC Washington County Dairy Supply

### **North Carolina:**

Fender's Dairy Equipment Inc.

## Ohio:

**Progressive Dairy Systems** W.G. Dairy

**Oregon:** Crystal Creek Dairy Service Pennsylvania:

> Dairy Link Inc. Fisher & Thompson Incorporated **Grimes Dairy Equipment** Jones Dairy Service Keystone BouMatic

## South Dakota:

Central Valley Dairy Supply Prairie Land Ag Supply Inc. Valley Dairy Supply Inc.

### Texas:

**Dairy Solutions** Miguel Dairy Service & Supply Inc. **Ross Dairy Supply** Southern Dairy Supply Co Specialized Dairy Service (Dumas & Muleshoe) **Thomson Services** United Dairymen Of Arizona

Champlain Dairy Service Inc. New England Farm Systems Inc. Virginia: C & C Farmers Supply Corp Washington: Orange Dairy Service **Excel Dairy Service** 

## Wisconsin:

Abts Bou-Matic (Gillet) Abts Bou-Matic (New Franken) Anderson Dairy Systems Inc. **Argall Dairy Systems** (Belleville & Platteville) Central Ag Supply Dairy State Farm Supply Gehring Sales & Service Harms Dairy Equipment Karrels Robert Dairy Equip Krueger Bou-Matic LDS, Inc.

Monroe Surge Seehafer Refrigeration (Marshfield) Seehafer Refrigeration (Sparta)

## **Latin America**

Costa Rica: Dos Pinos Mexico:

> Agroindustrial Liderlac Sa De Cv Agropecuaria Del Centro S.A. De C.V. Alimentos Concentrados De Delicias Alimentos Y Productos Para Comercial Agropecuaria De Aguascalientes

Dos Pinos

Equipos Lacteos Laguna Proveedora Genetica De Delicias S.A. De

Servicio Y Mantenimiento Lactoindustrial

## Puerto Rico:

Rosa Refrigeration Inc.

## **South America**

**Argentina:** Dairy Solutions **Brazil:** Ordemilk Ltd.a Epp Chile: Serlac Chile Sa Colombia: DIMAP S.A.S. **Ecuador:** Grupo Icsia S.A. Uruguay: B Milk Srl

## Asia/Oceania

Australia: Daviesway Pty Ltd. **China:** Shanghai Eastfalia Dairy T&E Co Ltd.

Japan: Nosawa And Co Ltd. Pure Line Co Ltd.



Kazakhstan: Eurasia Group Kazakhstan South Korea:

Lee. Gm Korea Int'l Trading Co., Ltd.

Agro Chen International Co Ltd. **Uzbekistan:** Agro Livestock LLC

## Africa

Algeria: Sarl Bioanimalia **Egypt:** Alwatnia Feed Industry Import & Export Kenya: Hersin Milkline Services

**Morocco:** United Projects Tunisia: Agro Services

## **Middle East**

Israel: Polak Bros. Ltd. Lebanon:

Dally Agri & General Trading Co Pakistan: Dairy Solution Pvt Ltd. Saudi Arabia: ETAD **Turkey:** Zirve Gida Tarim Hayvancilik

Sanayii Ve Ticaret As

## **United Arab Emirates:**

Farmtec International LLC

## **Contact a Dealer Today**

Ready to Upgrade? Contact your dealer today for a personalized consultation and find out why BouMatic and our dealers are the best! Our network of dealers are waiting to support you in partnership.

1. How to get started

- 2. Pricing
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- 4. Local Dealers
- 5. Follow Us on Social Media







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