



**BOU-MATIC Double-12 Xpressway Parallel Basement Parlor** (exp. to Dbl-18) with Flo-Star claws, Perfection 3000 Milk Meters, ProVantage Network Controller, CowTrakker ID, Air-Star Vacuum Pump, 7,000 and 3,000-gallon Dari-Kool Glacier Tanks, Sort Gates, Deck Flush, and 1x6 Xpressway Classic Hospital Parlor. **Lancaster Dairy/Tri-State Farm Service by: Bob Kelly**, Equipment & Automation Technician  
**Pat Evans**, CIP-Certified Dairy Systems Consultant

**THE ZIMMERMANS:** (Above) Dale, Allison, Joyce, David, Sharon, Kathy and (right) James.  
**Installation:** November 2001  
**Milking 630 cows (3x)**  
**Avg. Milk Prod.:** 23,000 lbs.  
**Labor per milking:** 5 1/2 - 6 hrs., 2 milkers (one bringing cows).



**“Technology that works. People we can count on.”**

With more than 700 cows to feed, bed and manage and an average of two cows freshening every day, **MEADOWVIEW FARMS** in Reinholds, Pa., is a busy place. Milking 630 cows three times a day, their **BOU-MATIC Double 12 Xpressway Parallel Parlor** is busy too, recording throughputs of 100 cows per hour with two milking employees (one bringing cows), and down-time after system wash of less than an hour between milkings.



**“We really like the BOU-MATIC Parallel Parlor. At first it seemed wierd thinking about being behind the cow and thinking she can't see what's going on, but they know. Loading is a breeze, and it doesn't take our first-calf heifers long to learn the system. This is a very calm and comfortable environment for the cows and the milkers.”**  
*Sharon Zimmerman, mgr. milking operations*

Before choosing **Lancaster Dairy/Tri-State Farm** for their



“We're definitely glad we put all of the technology in. The system gives us the detail we need. The people at **Lancaster Dairy** and **BOU-MATIC** worked with us to sort our cows the way we wanted, and fine-tuning is not difficult to do. They're responsive, moving forward, and testing new ideas.”  
**Sharon**

milking center installation, the Zimmermans checked out all of the brands -- visiting farms, taking pictures and videotaping. “Pat Evans helped us a lot in the design stages, and we feel the parlor is really sized right to meet our needs, and the needs of our employees,” explains Sharon. Three years after installation, the family agrees -- the **BOU-MATIC** parlor, automation technology, information systems and the service and support from **Lancaster Dairy** have lived up to their expectations.

“The primary reason we went with **BOU-MATIC** was, we liked the parlor design -- especially the **Exit Reel** compared to lift gates. Plus we felt **BOU-MATIC** had the best computer system out there,” says Dale, who manages herd health.

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"Herd health is significantly better. With this technology, we know the cows. The milk metering is accurate, and it's one of our first indicators that something's going on with a cow. We check for sorting, any cow that's off by more than 20%. It's also a good system check." **Dale**



"Cows are calm and milking is much easier and safer. The biggest surprise has been that we (the milking crew) can handle the fresh animals and first-calf heifers with ease." **Kathy**

"With all of the automated information, it's simple to customize reports for what we want to accomplish," adds Sharon, who manages the milking operation and computerized information systems and assists Dale with herd health. James manages feeding and cow comfort for the milking herd and dry and pre-fresh cows. Kathy is a member of the milking crew. Joyce handles the books, and David manages the breeding program.

Production has increased from an RHA of 19,000 to 23,000 pounds, herd health has improved, and the family expects to see continued progress in milk production and somatic cell count as more of their own replacements are now freshening into the milking herd. With **BOU-MATIC's** leading-edge technology, "We're able to efficiently manage 700 animals with as

much or more confidence as we had managing 80 cows visually in our old tie-stall barn," David and Dale agree.

"With access to so much information, I know the cows and can make decisions. The system makes it real easy for me," says David, explaining Meadowview's goal to breed cows on natural cycles as much as possible for better conception rates. "That's a challenge with our herd size. With this system (**BOU-MATIC CowTrakkers, Milk Metering, Smart ID, ProVantage Network Controller**) we're consistently identifying cows in heat, and we've been able to customize our breeding sort to give us any animal with activity that's 190% of normal. That's higher than the recommendation, so we do get some that aren't in heat, but we pretty nearly always catch the ones who are. And that's what we want. It's an excellent tool to find cows we wouldn't find otherwise."

During the night milking, cows are sorted to the palpation rail for 5:30 a.m. breeding. A second sort gate opens to an observation pen with headlocks where cows on the milk deviation list can be health checked. "We can sort any cow for just about any reason with 99% reliability," Sharon observes. "I couldn't imagine managing this herd without the ability to identify and sort that this system gives us."



The loading and exit system is simple, fast and ingenious. As they enter from the parlor holding area (above), cows see an open lane before them on the left and right of the parlor. They easily begin loading as the **Exit Reel** has quickly moved the previous group out of the loading area and into the exit lanes. Exiting animals can take their time in these lanes at the far left and right as they head back toward the sort gates and the freestall barn -- without interfering in the next milking group's entry.



**CowTrakker transponder tags record activity to identify heats and potential health problems.**