

Western Dairies Praise Use Of Cloth Over Paper For Udder Cleansing

Frank Boyce, the General Manager of Shamrock Farms Company in Stanfield, Arizona is very pleased with his transition from paper to cloth. His dairy milks 8,000 cows, goes through the equivalent of 32,000 paper towels per day, only he doesn't use paper towels. He uses cloth towels - and he uses only about 1,000 per day. The used towels are immediately washed, extracted to about 80-90% dryness and put back out in the parlor. Before going to cloth, the dairy filled a dumpster a day with paper.

The dairy moved from paper to cloth about ten years ago and leased eight washers and eight dryers to



keep up. Two and a half years ago he got rid of the washers and dryers and replaced them with two washer-extractors from Dairy Clean LLC. Boyce says this is the best move he has made in running the dairy. The cost savings have been huge and by being able to program the washer to the level of dryness wanted, he has improved significantly the quality of the teat cleanse. In 2-1/2 years he has replaced two belts - that's all. No other repairs or service has been

needed, even though the washers run virtually 24 hours a day.

Boyce replied, when asked what he could recommend regarding these washers, "In three years we've had almost zero malfunction with the two washers we have, except for

**Paper towels cost from
\$11.68 to \$17.52 per
cow annually.**

**Udder cloth towels cost
\$3.95 per cow annually.**

two belts. They run 24 hours a day and have saved me at least 50% in costs over leasing machines or using paper towels. The bacteria count in the cloths is virtually non-existent and the moist towels are so much easier to use. They absorb so much faster and completely than paper towels. I would not go back to paper for anything. These washers from Dairy Clean LLC have paid for themselves many times over."

Another dairy that has made the switch is the Frank Gomes Dairy in Stevinson, California. Albert Xavier, the general manager, says his SCC's dropped by 50,000 when they started using cloth three years ago. He milks 3,000 head on two dairies, and one washer from Dairy Clean LLC takes care of them both. He also removed the wash pen because it wasn't needed any more. That move alone saved him \$500.00 per month in electricity to run the washer pump.

The cloths wipe clean better and faster - "one wipe and you're done". Xavier uses about 4,000 towels in rotation. Before using the washer from Dairy Clean LLC, his monthly bill averaged \$3,000.00 per month. Now he has spent a total of about \$13,000 on his cloth operation which

has realized a \$30,000.00 ROI over the last ten months the washer has been in use.

He is now planning on adding a second machine so that each dairy will have their own system in place. Xavier said, "It's probably the only thing I've bought that has returned \$30,000 per year for a \$13,000 investment. It's one of the best things I have done."

The Jer-ZBoys Ranch in Pixley, California milks 4,000 cows on two dairies. Dustin DeGraaf, the general manager, says that "cost is a big factor" in the move from paper to cloth towels. He uses a total of about 600 towels and runs three Dairy Clean washers 24 hours a day to service the two dairies.

Prior to using Dairy Clean, he was using four household wash machines and replacing them every 3 months. He would have gone through 4 sets of home machines by now. "I don't know the exact numbers, but we are definitely in a positive ROI. At 12¢ each for cloth, eighteen uses is the breakeven point against using paper, and we get hundreds of uses out of each cloth. Our SCC numbers are just as good."



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