

# The Lely Link



## From Lely Center Woodstock

— innovators in agriculture —

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- A great 2017 - Brad Lindner
- December 2017 Startups for LCW!
- Congrats to the 5 Lucky Winners of the Lely Future of Dairy Scholarship Program!
- Upcoming events



**Brad Lindner - General Manager**  
**A great 2017**

As I write this I'm looking out my window upon a winter wonderland of bright sparkling snow. While I know that our Canadian weather can cause some extra headaches with chores, snow removal, etc., it is truly a beautiful season on these calm, clear days. I hope that everyone had a chance to visit and catch up with friends and family over the Christmas season. On behalf of everyone here at Lely Center Woodstock, we wish all of our customers a *happy, healthy and prosperous year for 2018*.

Reflecting back on 2017, we saw a year full of good news for milk producers in Ontario and we welcomed many *new* farms into the Lely family. Some of our long time customers grew their herds enough to add that next milking robot or invest in automated feeding. The crops were record setting in some areas, so most of you seem to have enough feed stored away for another season.

As a company, Lely decided to sell their forage division to AGCO, and this meant an end to forage sales at Lely Center Woodstock as well. Our center also saw some changes in staff as we said goodbye to Frans and his family, and Tom Snyders moved into the Dairy sales role.

We also transitioned Pete Koot to be our full time Service Manager, and added Tom Cornish as a technician. There will be ongoing changes to our financial processes which are handled by Dave Arnold and Carmen Craciun in the office.

My words from the December 2016 newsletter about a busy installation schedule were certainly fulfilled as we installed close to 60 new and used robots in 2017. We have an even busier schedule taking shape for this year based on the number of signed projects already in the books! This will keep us on track for the budgeted growth at Lely Center Woodstock!

Lely International provides good support and training for Center managers like myself, which helps me to focus on positioning our center for the future. More robots means more technicians, but it also provides opportunities to improve efficiencies in service as we get bigger. I'm very pleased with the strength of my staff at Lely Center Woodstock. My commitment to you, our customer, is to keep improving the center in ALL aspects to provide unsurpassed customer experiences. Our best promotion is a satisfied customer!

Sincerely,

Brad Lindner - General Manager

#### Sales Team

Ryan Baxter  
Tom Snyders  
Tonile Klooster

#### Office

Dave Arnold  
Carmen Craciun  
Judy Berg

#### Parts & Logistics

Keaton Rutherford

#### Route Truck/Juno Install

Tristan Hohl

#### FMS

Wally Matheson  
**Installations**  
Mackenzie Buis

#### Service Team

Pete Koot - Ser. Mgr.  
Ken Limburg  
Chris Lilley  
John McKay  
Jake Bentum

Scott Rickard  
Tom Cornish  
John Onufer

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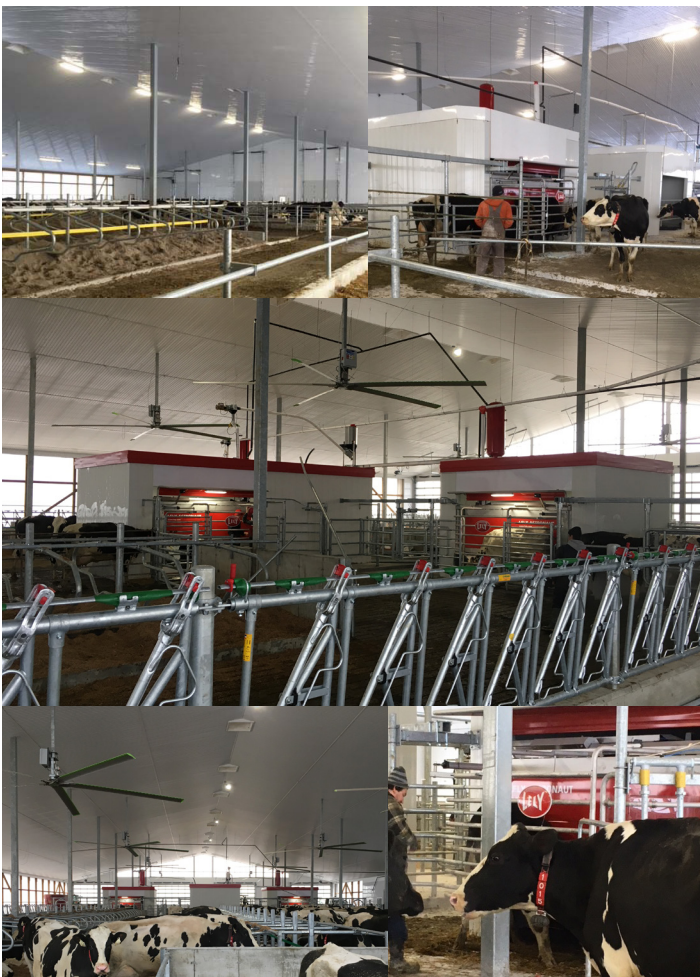
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innovators in agriculture

## December Startups with Lely Center Woodstock!

December 2017 was a busy month for Lely Center Woodstock with robot installs every week up until Christmas. We will also be kicking off the new year with startups once a week in January as well!



## Congrats to the 5 Lucky Winners of the Lely Future of Dairy Scholarship Program!

Lely North America was proud to announce the recipients of the Lely North America Future of Dairy Scholarship Program, which provides support to those who will help build the future of the industry. Each winner will receive a \$1,000 scholarship!

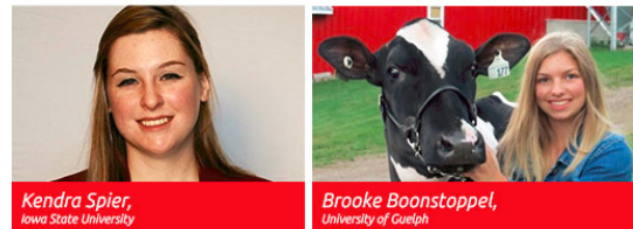


Lauren Almasy,  
The Ohio State University

Derek Van De Walle,  
Ontario Veterinary College

Cassidy Smith,  
McGill University

## Congratulations to the 2017 Future of Dairy Scholarship Winners!



Kendra Spier,  
Iowa State University

Brooke Boonstoppel,  
University of Guelph

## Up Coming 2017 Shows & Events

**Lambton County AGM - January 8, 2018**

**Time:** starts at 12:00pm **Location:** Forest Fairgrounds

**Oxford County AGM - January 18, 2018**

**Time:** All Day **Location:** TDB

**London Dairy Congress - February 7-8, 2018**

**Time:** 9:00am - 4:00pm **Location:** London

**SW Ontario Dairy Symposium- February 22, 2018**

**Time:** 9:00am - 4:00pm **Location:** Woodstock

Please go to <http://www.ontario.holstein.ca/upcoming-events> for more information.

**2018 Youth Business Management Workshop**

PDO are pleased to announce the 5th "Business Management Workshop Series" for young dairy farmers 25-35 years of age.

**January 24, 31, February 14, 28 & March 7, 2018**

**Time:** 9:00am - 9:00pm

**Location:** Held at DHI, 660 Speedvale Avenue West, Guelph, Ontario

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