- **Increased feed efficiency and productivity**
- **Reduced labor and stress**

HARVESTORE® TODAY



At Indianhead Holsteins, its top Quality Forages for top quality cows.

When Robert Schauf watched his parents construct their first Harvestore unit in the late 1960s, he had no idea how familiar he would get with the big blue structures.



Since that time, Schauf's career has involved Harvestores at nearly every point: from learning to use the Harvestore system on the home farm, to building them for a dealer, and then eventually relying on them in a quality feed program for his own cows.

His parents, Mike and Maxine Schauf, farmed in Ithaca, Wisconsin, where they strived to stay on the cutting edge of technology. One way was by increasing feed efficiency and productivity with their new Harvestore system for high-moisture shelled corn.

"We immediately realized a great advantage in labor savings during harvesting and feeding and always produced a high-quality, consistent haylage," Schauf remembers. "By reducing the labor and stress and increasing herd health and productivity, we increased our standard of living."



The Schauf Family:
Gabriel, Jacob, Robert, Karyn, Zachary, Christian

Schauf's parents later constructed two haylage units. It was during the construction of one of the Harvestores that Schauf spoke with a crew member about a job building Harvestores. Schauf was soon offered a job and spent the summer erecting Harvestores. "It was quite amazing to realize the high degree of workmanship and materials that it took to build a Harvestore," he recalls.

At the time, Schauf didn't see a future for himself on a dairy farm. "When I was 18, I was never going to touch a cow again," Schauf admits. However, after graduating from UW-Platteville with a major in Ag Mechanics and Animal Science, he found himself returning to the industry to manage a large herd with four Harvestores on the farm. Within a few years Schauf had purchased the herd and machinery.

Today, Schauf and his wife, Karyn, are owners and managing partners of Indianhead Holsteins Ltd., which began

(continued on reverse)

The NEW HARVESTORE®
BACK ON THE HORIZON!

when the couple moved to Barron, Wisconsin in 1981. At that time they owned around 140 cows, though they later reduced their herd size in order to improve on quality. Today the farm consists of approximately 100 head of registered Holsteins with a focus on "marketing elite genetics rather than just producing milk," Schauf says.

make a profit. Whether milking a grade or registered herd, a person has to produce high levels of milk as economically as possible to make money."

"Registered cattle add another profit center. We market elite Holstein genetics via live cattle and embryos. Health, longevity and high production are all ingredients needed

"I am interested in producing and storing high quality forages…consistency is important, and harvesting and delivery to the cows is very important from a labor standpoint. Harvestore gives me a tool to get the job done…"

Indianhead Holsteins is an idyllic farm that consists of a show barn, comfort stalls, a well-lit and spacious feeding room, kitchen and office. Quality of life, Schauf notes, is important. "We try to take care of our help. It's critical for us to provide a good environment for them to work in," he says.

The farm also includes a trucking business that hauls about 1,400 semi loads of wood shavings for animal bedding, and just over 1,000 acres of hay, corn, soybeans, canning beans and wheat.

The farm that Schauf and his wife have created is based largely on their philosophy of quality over quantity. "We're trying to grow better forages, managing and harvesting them at optimum levels," Schauf explains. "Good forages are the basis to a good ration that keeps our animals healthy and productive, and gives us margin to

to market cattle," Schauf says. And while Schauf realizes there are a number of storage system options that work, he trusts the performance of his herd to Harvestores. "I am interested in producing and storing high quality forages… consistency is important, and harvesting and delivery to the cows is very important from a labor standpoint. Harvestore gives me a tool to get the job done," he adds.

The farm uses three Harvestores, one that stores high moisture shelled corn and two that store haylage. Schauf's philosophy is that, "top quality forages (are) the basis and key to an economical ration."

An independent nutritionist works with Schauf to develop a ration consisting largely of feed ingredients grown on the farm: haylage, dry hay, corn silage, high moisture shelled corn, and roasted

soybeans. "We grow our own high quality forages and Harvestores play a big part in maintaining that quality. Forages come out fresh everyday; the cows love it," he adds. The Schaufs also store corn silage in a bunker and some baleage and dry hay is put into sheds.

Along with eight fulltime employees, Schauf's four sons have also contributed to the farm's success. Christian (26), Gabriel (22), Zachary (21) and Jacob (16) have all been involved, working, milking, showing and generally helping on the farm. Though the boys all have outside interests, Schauf admits he is not sure what the future holds for his sons and whether they too might return to the farm.



One thing is for certain; Schauf's own experience in the dairy industry was unpredictable and has provided him exposure to Harvestores from many perspectives.

As Schauf describes, he has gone from "a young boy on a small family farm… to building our own dream farm knowing that Harvestore would play an important role in the performance, health, efficiency and success of our own business. All along the way, my career unfolded in the shadow of the 'big blue.'"

We'd Like Your Comments...

Have you had success designing rations around forage stored in a Harvestore? We'd like to hear your story and possibly feature it in an upcoming issue of Harvestore Today. If we use your story, we'll present you with an iPod. Email us your experience or other comments to **dnelles@engstorage.com.**

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