



WEEK 36, 2018

JUAN QUEZADA

Practical tips for excelling results in your dairy

Juan Quezada will visit Europe in September 3th – 8th (week 36), where he in collaboration with senior dairy advisors Susanne Pejstrup and Christien Bas will inspire, train and educate dairy farmers and their staff.

Juan Quezada is Director for Training and Development in Milk Source, a company with 34.000 cows in Wisconsin, Michigan, and other states in USA. He started his dairy career in the milking parlor and knows every procedure in milk production. He has a seldom gift in empathic communication with the people, he trains and educate. We are proud to have him in our team.

We offer you a unique workshop and training, which can be hold in a meeting room, canteen and/or in the barn.

Meeting and training for farmers and farm workers

Leadership and efficient organization

Safe handling of cattle

Mexican milking – faster and easier

Motivation of farm workers and farmers

THE TEAM

Juan Quezada
Susanne Pejstrup
Christien Bas

Contact

sp@leanfarming.eu
Phone +45 3026 1500

SUBJECTS

Juan Quezada, Susanne Pejstrup and Christien Bas have been working together as a team since 2013 and have arranged workshops, lectures and trainings together in Denmark, Germany, Slovakia and Sweden. Juan has an excellent skill to lead and communicate with coworkers. Besides he is great at teaching safe animal handling and the meaning of the animals' signals. When you change to milk the “Mexican way”, you will be able to shorten the attachment time while you also take better care of your back. Christien Bas and Susanne Pejstrup assure the arrangement is valuable for every participant.

How do we
do in Milk
Source?

Motivation
for efficient
workflow

Safe cattle
handling

Milking the
“Mexican
way”

Leadership
with respect

Structure in
large scale
farming

MODULES

We offer the arrangements as a training, workshop, lecture, or a meeting. We have constructed following modules. Each module lasts 3 hours and we can arrange no more than 2 modules in one day. If you choose training in the barn, it may be possible to do the training during the morning or afternoon milking. All meetings are in English, but we will translate if necessary.

Training in
cattle
handling

Workshop
for a group
of farmers

Training i
the milking
parlor

Meeting for
special
guests

Meeting
about effi-
ciency

Workshop
in leader-
ship

PRICE

A module cost 1600 €.

We participate with at least one person together with Juan Quezada. You provide meeting facilities with catering. You also provide transport and stay for the participants of our team.



THE TEAM



Juan Quezada, director of Training and Development in Milk Source Ltd.

Milk Source is owned by 3 farm families and has 34,000 dairy cows (8 farms), 22,000 heifers (1 farm) and 13,000 calves (1 farm) in 4 states in the United States. There are over 660 employees. Juan Quezada has contributed to the development of Milk Source from 600 cows for 19 years to the size it has today. He coaches and train with great passion all Milk Source employees on safety and leadership on the farms. His great practical experience is a huge source of inspiration for all.



Christien Bas, Advisor, and owner of Danace

Christien Bas has advised farmers since 1995 in farm design and construction. She has translated the book CowSignals, which focuses on the welfare of cows. She likes to think out of the box to get the best results, which benefits cows, staff, and the farmer. Christien Bas collaborates with Mikael Voigt on feed advice to ensure that cows are doing fine on the farms. Christien and Susanne are doing leadership courses in the United States for European Dairy Farm Managers.



Susanne Pejstrup, Advisor, and owner of Lean Farming®

Susanne Pejstrup has been a leading advisor since 1989 in Denmark. She has participated in several projects together with SEGES on logistic on farms, barn design, SOP and Lean. In 2010 she started her own consultancy firm and went all the way to Lean in agriculture and works internationally with focus on employee management, work planning, organization, and structure. She focuses on value creation through employee involvement, work planning, and animal welfare. She is co-author of the books Lean i Kvægbruget and Lean Management in Agriculture.

EXAMPLES

MILKING WITH TRAINING OF MEXICAN ATTACHMENT

In a few hours you can learn how to attach all four liners in one motion.

It's faster and is better for your shoulders and back. The attachment time can be halved from 7 to 3.5 seconds. Only in milking parlors with attachment from behind.

Training in the parlor with max 12 persons.



LEADERSHIP WITH RESPECT AND COMMUNICATION MED CLEARNESS

Respect is a word that goes with Milk Source Ltd; respect for people, animals, and the environment. These values are being lived every single day. Juan Quezada tells how they do in a production with many employees. Susanne Pejstrup puts it in relation to European conditions and traditions.

Meeting with 20-300 participants.

EFFEKTIV STRUKTUR I STORE KVÆGBRUG

In large farms, organization and structure are important for efficient day-to-day operations, where the tasks are executed correctly and with high quality every single day.

How do you do it with more than 600 employees at several farms? Juan and Susanne give you an insight into how Milk Source does.

Meeting with 20-300 participants.



Juan Quezada demonstrates methods for gentle and safe handling of animals. How to move animals without noise and slapping. How to work safely with the animals.

We do practical exercises in the barn, so the methods will be done in-house.

Training in the stable with max 20



WORKSHOP WITH CATTLE HANDLING AND PRACTICAL EXERCISES IN THE BARN