



## Customer Success Story: Farmers' Grain & Feed



### Providing Exceptional Feed & Service for WI Farmers

Farmers' Grain & Feed was started in 1913 as a cooperative by the Hess Family and was later sold to a group of employees. The current owners, the Kreilkamp family, purchased the business in January of 2006.

Farmers' Grain & Feed provides services, products, and consultation for the agriculture community. They manufacture high quality grain and feed mixes for farmers, and also sell small farming supplies and animal health products. Local farmers bring ingredients such as corn, soybeans, wheat, oats and more to the feed mill where Farmers' Grain & Feed processes it to the clients' specifications and stores it for them until they are ready to use it.

Prior to 2021, Farmers' operated in a 100+ year old building located in Allenton, Wisconsin. In 2021, the business opened a brand-new state-of-the-art mill a few miles down the road from their previous location. All process areas of the new mill are fully automated by Repete automated control solutions.

Tim Kreilkamp, owner of Farmers' Grain & Feed, shared how their experience with Repete automation has benefited the business and their customers.

The beginning of Repete and Farmers' partnership began in 2012 when Farmers' installed a partial Repete system in their original facility.

*Tim said, "In 2012, we implemented a partial Repete system and it was so efficient and so good for us that we were able to **grow the business** to the point of outgrowing that facility. We then made the decision to build a brand new facility."*

- *A Valued Partnership*
- *Business Growth*
- *High quality feed & service*
- *4 x the volume*
- *Double the service area*
- *Traceability*
- *Accuracy*
- *Reduced Waste*

At the old mill, the Repete system automated some process areas, but other process areas were still manually operated. Implementing a fully automated system at the new mill in 2021 allowed for even more improvement and efficiency.

*“The new mill has a large mixer, calf mixer, mineral mixer, pellet mill and a grinder. Everything is handled through Repete. It is a fully automated plant. Some refer to it as a ‘lights-out facility.’ We can set it and let it run on its own. We can recover all our grain and do all our mixing electronically.”*

*“With the automation of the new mill, we’ve been able to remove all those manual processes and eliminate a lot of shrinkage and over/under when we’re making rations. Now it is right to the pound every time... Overall, it has greatly **improved our accuracy and traceability.**”*



Tim talked about many different ways the Repete system has impacted the business. One of the most valuable advantages he mentioned is how easy it has been to **control the pellet mill**, since pelleting is completely new to Farmers’ with the new facility. He noted another key improvement is the ability to automatically **reclaim from the storage bin**, as that had to be done manually at the old facility.

Farmers’ primary goals are to continue growing the business and provide the best quality feed and service possible to producers in the area. With the progress they’ve made since beginning production at the new mill, Farmers’ is able to make good on those goals.

*“Our new facility can **produce 4 times more volume** than we were at the old mill. Our service area has also grown from a 30-mile radius around Allenton to over 60 miles since the new mill began running.”*

Tim also emphasized that implementing Repete automation controls has benefitted their customers as much as much as Farmers’ business.

*“We’ve increased our accuracy and traceability and that has automatically helped us to **enhance our service for our customers.**”*

“Repete enjoys working with Farmers’ Grain & Feed and values the relationship,” said Matt Peterson, President of Repete Corporation. “It is very rewarding to help a progressive, independent mill close to our world headquarters better serve their customers.”



Tim Kreilkamp (President) & Glenn Schellinger (Mill Manager)  
of Farmers’ Grain & Feed