



## Customer Success Story: Munson Lakes Nutrition

### Munson Lakes Nutrition: Quality Products & Services



Located in Howard Lake, MN, Munson Lakes Nutrition (MLN) is a feed manufacturer that was started in 1935 by the Munson family originally focusing on poultry, and today manufactures feed for all livestock with an emphasis on dairy and turkey products. MLN is owned by Land O'Lakes, Federated Co-ops, Centra Sota Cooperative, and Glencoe Co-op.

MLN operates their own fleet of 15 trucks which deliver across MN, WI, ND and SD. MLN prides themselves on their ability to create unique, custom formulas tailored to each of their customers' needs. This customer focused approach is key to their strategy and success.

Like many other mills, MLN initially ran their plant manually. Their first automation process was batching, and they recently invested in a new pellet mill which is now automated by Repete as well. Pellet mill automation has offered similar benefits in consistency and productivity that they enjoyed with their batching system.

**Dusten Wilking**, Maintenance & Fleet Manager of Munson Lakes Nutrition, shared how their experience with Repete automation has helped transform their operations.

Dusten explained that Munson Lakes researched various pelleting controls before their pellet upgrade project and decided to partner with Repete. Their previous positive experience with Repete's FLX system helped guide their decision.

- A valued partnership
- Increased production
- Increased quality
- Improved accuracy
- More efficient labor
- Reduced waste

*"We liked the ability to have the FLX platform and we really like the way Repete customizes their systems to fit our platform and processes. They take each project one step at a time and don't try to incorporate it all in one shot. It's nice that we can take it in steps and not have to completely change the way we do things right away... just baby steps to get the automation implemented."*

Dusten mentioned many ways Repete automation systems have benefitted MLN. Some of these benefits include **increased production** and the **increased quality** of their products.

*“We started with the Repete batching system which completely changed how we make feed, and our most recent project was automating the two pellet mills which has very much improved the quality of our pellets.”*

*“The operator can now turn the system on, walk away and not have to worry about it because the pellet mills are creating the product they’re supposed to. Repete is really pushing the limits of the machines. The PDI (pellet density index) has gone up and our production rates have gone up big time.”*



Repete automation systems have allowed Munson Lakes to **improve their accuracy**, ultimately helping them create a better product and reduce shrinkage.

*“The nice thing about batching with the Repete system is that it’s quick and you can set the parameters any way you like. The batches are always right on. We don’t have to worry about overages or under on the batch size. It’s right on the money.”*

Not only have the products improved, but the employees of Munson Lakes Nutrition are reaping the benefits as well. Dusten explained how they’re able to now **use their labor resources much more efficiently**.

*“Our employees have benefitted greatly. One of the main things is instead of the operator having to babysit the pellet mills in the past, now the operator can set it and forget it.”*

*“They don’t have to be in the vicinity to make sure it doesn’t plug up. Repete controls it and lowers the feeder speed if needed. The operator has a lot more comfort knowing that the 2 pellet mills are automated so they can go make feed, dump hand adds, do all those other jobs, while the pellet mills are doing their own thing. With Repete, it’s like you have an operator sitting there the whole time but it’s not an actual operator – it’s Repete.”*

Dusten emphasized that Repete tailors each system to fit their needs which complements how Munson Lakes Nutrition tailors their feeds to each of their customers’ needs.

*“We value the way Repete can tailor to our operation. Repete has their own platforms but they’re willing to work with us to try to make it as easy as possible for us. We don’t have to fit to their template, we can do it the way we want to and that’s been really, really nice.”*

