





D.A.

home of world-class dairy equipment & innovation

Pictured from left is Daviesway's Greg Lechte with Wayne and Dale Weller.

- OR BUILD?

Autor the March



Cluster control in the palm of your hand

Finally, you can easily customise your cluster equipment so they work exactly the way YOU want them to...

CR-1 – Electronic Cup Remover

- can be fully customised, using the most up-to-date software
- programmed from any Wi-Fi enabled device
- controls existing components
- in-built system diagnostics & alarm sensors
- controls pulsators



Claw Drop / Claw Lift Functionality

The cluster drops below the platform after automatic removal and then automatically lifts it for easy cluster attachment.

*This feature is primarily for rotaries, giving the cows a clear entry and exit.

Cow Retention

Controls the bail gate, so cows can be retained if they are still milking when they approach the bridge area.

The fun extras

- Controls platform-mounted teat spray system
- Sets the maximum milking time in automatic and manual modes
- Automatic milk-sweep function pushes the most milk possible up the line
- Rather than having to tap the switch to activate the cluster unit, simply lift the cluster
- LED in switch shows status of the unit.

CR-1 system can be retrofitted over other brands of worn ACRs



Technology is one of the most meaningful and positive forces Australian dairy farmers have moving forward.

Here at Daviesway/DASCO, we thrive on innovation – and, on sharing it. Nothing excites our team more than finding the right solution for our customers and there have never been so many options out there when it comes to new builds, retrofitting or renovating.

I believe the single most important thing when you are deciding if you want to upgrade or to build, is that you find the best solution for *your* farm and *your* family. To that end, it's then vital that you have access to the right people with the right information so you can achieve the right result.

RENOVATE OR BUILD?

In this edition we have focused in on some of our customers' experiences, with everything from renovation to new builds. It includes the Weller and Cuthbertson families, who saved \$700,000 and \$330,000, respectively, by making intelligent use of their existing infrastructure within their dairy renovations.

The Pederson family opted for a new site for their state-of-the-art, 20-a-side DairyKing fully automated herringbone dairy. It is saving them five hours a day in the dairy, has helped with herd management and fertility, and allowed them more time for their young family and running the rest of their operation.

LAUNCH OF WI-FI DRIVEN ACR

We are excited to launch a new Automatic Cup Remover (ACR) – the CR-1. Driven by wi-fi and able to be retrofitted to existing ACR systems, this smart design that we've profiled in this edition is available now.

FINANCE FOR EQUIPMENT NOW AVAILABLE

We are also thrilled to announce our new partnership with global financial solutions

company DLL – a fully owned subsidiary of Rabobank. It means our customers can now finance equipment from new installations and upgrades to auto calf-feeders and milking robots without impacting their farm's credit requirements. See the back cover for more details.

HOUSING COWS IN HOT CLIMATES PAYS

We recently hosted a barn-solutions workshop in Echuca, northern Victoria. It gave everyone plenty to think about when it comes to dairying in a hot climate. Keynote speakers included Joseph "Jake" Martin III - an international agricultural engineer, who has worked in the USA, Europe and Asia. Jake specialises in barn design, effluent management and cow comfort. Sue Hagenson also joined us in her role as Artex Barn Solutions' Senior Dairy Specialist. Born in New Zealand and now living in Canada, Sue's understanding of the Australian landscape – coupled with her knowledge of ventilation and cooling cows - added vital intel to the conversation. Our own Project Specialist. Nico Polato, rounded out the technical speakers.

A couple who added so much credibility to our international panel was NSW dairy farmers Colin and Erina Thompson. The Thompsons have housed cows successfully for almost two decades from a standing start. The way they made each decision pay for itself was inspiring, and proved there are viable options to consider as a way forward for dairy farming in hotter climates. We share their story this edition.

This was the first time we've brought a team of specialists together to discuss an entire project. The feedback from more than 100 producers who attended confirmed to us that making this kind



NIKK TAYLOR General Manager – Daviesway/DASCO Mobile: 0438 600 251 Email: nikk.taylor@daviesway.com.au

Nikk Taylor has been with Daviesway/ DASCO for 21 years, working across all aspects of the business, including expanding the family-owned Australian operation into East Asia.

of collective expert knowledge available to the industry is incredibly useful.

NO "ONE SIZE FITS ALL"

We appreciate that dairy farming is not a "one size fits all", and I would urge you to talk to our team if you are considering your options.

WHO IS DAVIESWAY/DASCO?

Daviesway is a family-owned Australian business, which is today home to a team of 70 staff located throughout the country. It has alliances with dealers, resellers and retail rural outlet stores across Australia. Its in-house manufacturing arm in Victoria includes a full service and technical team. Daviesway also includes a calf-rearing specialist department (including Australia's only dried colostrum for calves, kids and foals). Its in-house chemical manufacturing plant, DASCO, introduced pre-mixed teat sprays in Australia. Daviesway's strong networks with many of the industry's leading global industry players remains integral to it keeping step with technology and innovation. Visit www.daviesway.com.au for more information, videos. stories and feedback.



DAVIESWAY PULSATORS

Designed by InterPuls the Servo-Direct LE30 & LP30 Pulsators present today's benchmark for precision, and robust reliability.

LP30 are individual pulsators, with an internal programmable Pulsation PCB. They only need an external filtered transformer (24VDC or 12VDC).

LE30 are not provided with the internal PCB and must be operated by an external Pulsation Controller.

- Accurate and adjustable pulsation characteristics
- Completely sealed to ensure total protection against external moisture and water
- Can be flushed with water
- Low power usage
- Quick and easy to service (a complete maintenance takes less than 2 minutes)

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 Available in a variety of configurations



"THE IDEA WAS TO FUTURE-PROOF OURSELVES"

One word summarises what Rob Pedersen likes most about his new dairy at Jindivick, 90 minutes out of Melbourne. "Everything," he beams.

His initial inquiry to Daviesway was to replace the herringbone his grandfather had built in 1961. The dream got bigger when Rob, 30, and wife Samantha, 28, realised the impact the technology would have on their management decisions, and family time.

"The idea was to future-proof ourselves," Rob says. "Why not have 200 cows that are efficient, rather than 300 cows that aren't doing very well?"

They made the decision to *"leave nothing on the field"*. Today a state-of-the-art 20-a-side DairyKing fully automated herringbone sits atop of the hill at the epicentre of their 100-hectare (246-acre) farm. It takes 1.5 hours to milk and clean up - five hours less than through the old dairy – on a herd averaging 34 litres with a somatic cell count (SCC) of 59,000.

THE NUTS AND BOLTS

"I felt the 20-unit herringbone was the best size, and it was cheaper than a rotary," Rob says.

"The reason for DairyKing was because everything was modular, so we could build on it if we wanted to take it a bit slower."

The dairy includes the first DairyKing vat to be installed in this country, and a cluster cleanse system, to back-flush after milking every cow with a sanitiser and compressed air. A variable-speed milk pump keeps the flow of milk to the vat even and continuous, and makes cooling milk a more consistent and power efficient process. The effluent pump is also attached to a variable-speed drive system, easing monthly power costs.



Pictured from L-R is Daviesway Warragul's Greg Lechte with Rob and Samantha Pedersen and two of their three children, Lucas, 2, and Noah, 1. Family time just became even more important because on March 1 the couple welcomed daughter Jayde.



A cluster cleanse system back-flushes with a sanitiser and compressed air after every cow is milked.

A diversion line system has negated the need for test buckets in the dairy; an up-and-over scraper backing gate includes auto-advance after every second side of cows are milked, and the backing gate doubled its value by scraping the yard clean as it reversed back down at the end of milking. Yard wash-down now takes one minute and 20 seconds.

Individual MooMonitor+ cow collars monitor heat and herd health. Designed in Ireland, the collars use a wireless sensor system to track every cow's feeding, rumination, and activity.

Rob readily says the MooMonitor+ has been one of the revelations. The final in-calf numbers on the herd before MooMonitor+ was installed included 31 empty out of the 75 that were pregnancy checked.

"I think we were missing three-quarters of the heats," Rob said. "In three-and-ahalf weeks, MooMonitor+ reported 80 cows on heat. And, 10 weeks from the start of calving, there was just one cow out of the 120 straws of semen we used that wasn't in heat".



The dairy is at the epicentre of the farm, and includes a significant undercover concreted auto-draft area for comfortable working conditions in all weather.

INDIVIDUAL SPOTS

"I think it's also good that the cows have their individual spots in the dairy because of the stall gates, and they seem to be a lot happier in the shed."

A significant undercover concreted and auto-draft area was built to comfortably deal with sick or cows that were in-heat.

"I'm not a real big fan of working in the rain," Rob smiles.

TRUST THE TECH

Rob quickly learned to trust the technology, after having 47 of 105 fresh cows triggered behavioural alerts on MooMonitor+ shortly after it was installed.

"It turned out the cows were getting too much grass and grain – they needed more fibre," Rob said. "We gave them more hay and the behavioural alerts were gone within three days and the herd was back up to averaging 28 litres. They were sub-clinically sick, without it being obvious to us."

FAMILY TIME AND BETTER RESULTS ON-FARM

While Rob finds it hard to pin point his favourite part of the new dairy, he has no trouble listing how it has changed his life.

"I now have more time for my family, because I'm home at 5.30pm and I can have dinner with the kids and put them to bed. And, I've put the time that I used to spend in the dairy growing more pasture," he says.

"You get pretty 'over it' with regard to other farm jobs after you milk for eight hours every day."



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OPEN-HEART SURGERY WAS JUST WHAT THE DOCTOR ORDERED

Pictured from left is Greg Lechte (Daviesway Warragul) with Wayne and Dale Weller.



A Gippsland dairy family saved \$700,000 by choosing to renovate its 50-stand rotary instead of re-building from scratch

Patriarchs Wayne and Joan Weller, together with son Dale milk up to 1300 cows on two farms at Longwarry, 84km east of Melbourne. By making intelligent use of their existing infrastructure, they have made some "night and day" improvements to one of their dairies without breaking the bank. It includes giving bigger cows additional room in the bail, addressing the jetter positions and overhauling its milking plant.

The renovation was finished in July 2018, and two months later the family calved down more than 700 cows in two weeks – including 200 two-year-olds.

The upgrades were led by installing a new rotary platform.

The revamped milking plant detail included a Guardian II auto wash system, a lowline milking system with a Variable Speed milk pump, a jumbo milk filter, industrial plate cooler, Tech-Line visi claws, Milkrite shells and vented triangular liners, Milkrite Interpuls high-line pulsation, milk yield information, cow retention, a Teatwand exact auto sprayer, a cow motivator and cow locator.

The Wellers chose Australian company Daviesway to customise and install their package, making use of the company's world-class partners, in-house manufacturing arm at Warragul and local service support.

They are now milking 350 cows per hour. *"The infrastructure was all here,"* Dale said.



INTERPULS ICU 32 – PULSATOR CONTROL

- New design and more compact size
- Adjustable pulsation rate
- Adjustable milking ratio

"The vat was still standing, the shed's structural integrity and yards were still ok. But the platform was a big issue.

"The bigger cows were extremely uncomfortable in the old shed, and we were also having to slow the platform down during milking to accommodate cows that were giving more milk."

"Afterall, the dairy was 27 years old, it was rusting out and we were always dealing with breakages and problems. It didn't help either that we were struggling to access spare parts."

COSTS COUNT

The proudly cost-conscious family knew exactly what it needed.

"The new miking system and platform has made it a lot more comfortable for the cows," Dale said.

"The new cups are much lighter than our old machines," Wayne adds. "Our staff are really enjoying that, because they are so much easier to put on. And, we haven't had one cup slip off a heifer. Cup-slip was a big issue in the old shed, and we still have the same vacuum pump, so we know there has been a massive improvement in that area."

"We didn't have to tail-jack any of the first-calved two-year-olds this season either, and we had no teat sores." Wash-down is also no longer a chore.

"In the old dairy, at the end of milking everybody ran the other way when it was time to attach the cups to the jetters for the wash-down, because it was such hard work. Now, everyone would probably prefer to do that than wash the yard," Wayne said.

COWS AND STAFF HAPPY

Although it is still early days to completely judge the changeover, the decision to give their dairy *"open-heart surgery"* is hit its early marks.

"It's more comfortable for the cows and our staff, and we have peace of mind when we are away for the day that things aren't going to break down," Wayne said.

"And, if we had of used lots of different companies for the re-build, it would have made it harder to make sure we got the right help for the right piece of the plant if things did go wrong and if we weren't there to make the call. That can be confusing for staff."

"This way, we just ring Daviesway."



GUARDIAN II AUTO PLANT WASH SYSTEM

- Controls all functions of washing including vacuum and milk pumps
- Controls hot & cold water valves, drain valves
- 3 chemical pumps
- 5 different fully programmable wash programmes





The auto teat spray system is controlled from the ID system, but it can stand alone.

AUTO TEAT SPRAY SYSTEM

- Controlled from the ID system and it can also stand alone
- Adjustable spray time and pressure
- Sensors for cow, milking cluster and cow retention



The sanitary strap includes stainless steel welded fittings for longevity. All the controls and power supplies are mounted on a single, easily accessible panel.

The new platform is bigger, giving cows a much more comfortable ride.



SILVER LINING AS CONFINED HOUSING PAYS OFF FOR NSW DAIRY COUPLE



Colin and Erina Thompson.

A calculated decision to house their herd during the millennial drought against the wishes of their neighbours paved the way for Colin and Erina Thompson to thrive in dairy.

Today at Silvermere Holsteins in southern New South Wales, the couple milk 320 cows thrice a day in a free-stall operation that will soon house all their animals aged from seven months.

The example set by the couple has turned them into an industry beacon by proving that housing cows within a family-farming operation without outside investors – when done right – can, and does, pay.

Colin recently shared their experience – including the numbers everyone needed to add up the price of cow comfort for themselves – during a barn-solutions workshop, hosted by Daviesway/DASCO in Echuca in northern Victoria.

COW COMFORT ADDS UP

His presentation included Silvermere's more recent decisions to house all their young stock, add fans, and the water efficiencies they have been able to achieve along the way on their on 372-hectare (919-acre) property.

"I remember doing the budget on whether I'd do a free stall or not at the very beginning," Colin said. "On my numbers I worked out I needed an extra three litres per cow over five years to pay for the project.

"Five years came and went, and we're up to an extra 10 litres per cow per day, and still progressing. This system of farming may look complicated, but it does work."

Colin said at the end of June 2011, they had an annual production of 3.3 million litres, by the end of June 2018 that had moved to 4.46 million litres, and this year they are projected to break through the 4.5 million-litre mark.

FANS OF HOUSING YOUNG STOCK

Colin and Erina recently decided to add fans and to house their young stock.

"Every decision I make to spend more money has to support itself," Colin said. "The fans were initially a tough one for me to quantify and to budget for ... until I did it.

"We added the fans at the end of 2017. Now that we've lived with them for a full summer, I would echo every good thing that the experts have said about them.

"We had many days of more than 40 degrees this summer, and our average per-cow production through January was 41 litres. The fans made a big difference when it came to holding average production, and there were no flies through the shed to speak of; and, I did offset some of the running costs by putting solar panels on the roof."

Colin said the decision to build another free-stall shed, which houses heifers aged from 14 months, has also proved to be a winner. They teach calves from two months of age to cope with head locks. The combination makes their eventual transition into full free-stall life seamless. And, having dry cows and pregnant heifers comfortable during the hot summer months, proved its worth 60 days into lactation when they started joining cows that hadn't been heat stressed in their dry period.

"We are now planning to house everything from seven months of age for the rest of their lives," Colin said.

"People ask me, 'Why would you house your heifers?' And, the answer is simple really: it works so well. The heifers are well-fed and well-grown, and it has freed up 50ha that we can now crop on. At \$10,000 a hectare, that's a significant sum."

BETTER WATER EFFICIENCY

Water is also the burning issue for many Australian dairymen. Colin said confined housing has helped them to manage that.

"Dairy Australia [DA] did a study in 2010 regarding water use on farms, and one thing I did get out of it back then – which I assume was done mostly on grazing systems – was that farmers were getting 1200 litres of milk per megalitre of water used.

"So, I had a look at our system. We were getting around 7500 litres of milk/ML of water used. That's six times what DA found. And ours also included all the feed grown for our dry cows that wasn't turned into milk.

"I really do believe there are huge water-efficiency gains in these confinedhousing farming systems. It takes as much water to grow a crop, but you get so much more milk from that crop in confined housing."



Fans installed at the end of 2017 made a big impact this summer, helping hold Silvermere's average per cow production through January at 41 litres.



Housing young stock has given Silvermere's first calvers a solid grounding in understanding how to access feed using headlocks before they join the milking herd.



It takes as much water to grow a crop for a herd to graze as it does to make fodder for a housed herd, but you get more milk from the crop in confined housing, Colin Thompson told his peers.



Silvermere Holsteins is moving to house all animals aged from seven months on its NSW holding.

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MANAGE IT RIGHT

Which brought Colin to another important point.

"The best facility won't work if it's not managed right.

"And part of that management is forage quality. We've been working with consultants from the USA for the last five years now, and I can't put enough emphasis on harvesting at the right time, with the right dry matter, the right compaction, and how important it is to handle that forage right so you minimise wastage.

"They may seem like little things but they are extremely important to me. We want to make sure that everything we put before the cows is food that we would eat ourselves.

"I believe there is great potential for cereal silage. It's a low-waterrequirement crop, which is high yielding, and you can harvest it regularly."

Colin said the opportunity to buy some additional land with high security water five years ago had given them peace of mind and a solid diversification.

"It allows us to be more than selfsufficient. We decided rather than to build more free stalls and to milk more cows, that we'd consolidate and make and sell 1200-1500 tonnes of lucerne hay to the horse industry every year.

"I know I'd much rather see the hay truck going out the gate, than coming in," he smiled before adding, "but it's also given us a secure forage for our dairy. We don't have to sell the hay, but when we have enough, we can supplement our income with hay sales."



Quality forage is integral to Silvermere's success.

Housing heifers freed up an additional 50ha for cropping in an area where land prices are sitting at \$10,000 a hectare.

HOMEWORK NEGATES FEAR

With plenty of research about the *"dos"* and *"don'ts"* of confined housing, Colin urged everyone considering the move to do their homework for their own personal situation.

"I think fear holds a lot of people back," he said. The key is people really need to do their homework properly, so they can make very informed decisions, and they need to utilise the really good professional advice that is around these days. "It does seem daunting, complex and different. Which it is. But in actual fact it's not difficult to operate in, cows love repetition, and it can be very worthwhile because it does take the volatility out of dairying."







- Barn equipment
- Ventilation products
- Cow cooling products
- Controllers





NEW ACR DRIVEN BY WI-FI

Daviesway has released a new Automatic Cup Remover (ACR), which is driven by wi-fi.



The CR-1 has been jointly designed and developed with the Daviesway team using the best industry science, teamed with Australasian understanding.

Daviesway's Bruce Treble said his team deliberately set out to *"build a better mouse trap".*

"From our point of view, this offered us a product we could control," Bruce said. "We knew we could then put the features and benefits into it that our customers wanted. And, that we would be the masters of our own destiny.

Like many of its counterparts, the CR-1 is triggered by milk flow; however, it has some features that put it in a league of its own.

"Most ACRs have a central control unit, and you have to go to that point to calibrate them during milking – which can be quite difficult and inconvenient," Bruce said.

"The CR-1 is different in that it is done via a phone app. So, if you've got any device with wi-fi capability – whether it's a phone, tablet or computer – you can adjust all the parameters on the ACR while you're standing there looking at it."

PHONE APP CONVENIENCE

"The biggest advantage of this system is the programmability through the phone app and the versatility to drive other equipment, because you control how it interacts," Bruce said.

"Other systems can't do that. We can therefore be quite adaptable in the environments we put them in.

"We've had units working in Australia and New Zealand while we were in the development phase, and the prices will be competitive with similar models on the market."

AUTO START

The system also features the autostart function, so the operator doesn't have to hit a switch to activate the cluster.

"You can basically lift the cluster a little bit, and that movement triggers it to activate automatically," Bruce said.

"Or, you can have it partly automatic in rotaries where you have the cluster parking below the platform – because of the cow entry and exit. In this scenario, the cluster automatically lifts as the cluster in front of it is activated, so the operator can grab the next cluster, and put it on the cow.

"That auto-lift is a design we started doing 10 to 12 years ago, but it's taken off and is now an industry standard.

"We are always considering how the cluster operates in relation to the cows, in relation to the equipment around it, and in relation to the operator."



BRUCE TREBLE Daviesway/DASCO Mobile: 0418 549 494 Email: bruce.treble@daviesway.com.au

Sales Manager Bruce Treble has been with Daviesway for 24 years, and is one of the company's anchors. Having always specialised in milking machinery, today Bruce also oversees all capital equipment price lists, quote programmes and technical information. He also oversees four of Daviesway's dairy service branches at Leongatha, Simpson and Koroit. No matter what project Daviesway is planning, Bruce is involved at some level.

WIDER, VERSATILE CONTROL

The wi-fi capability also gives the unit the versatility to drive other equipment in the dairy, including:

- Controlling existing components
- In-built system diagnostics and alarm sensors
- Controlling pulsators
- Claw drop/claw lift functionality
- Cow retention
- Controls platform-mounted teat-spray system
- Sets the maximum milking time in automatic and manual modes
- Automatic milk-sweep function pushes the most milk as possible up the line
- Rather than having to tap the switch to activate the cluster unit, operators can simply lift the cluster to engage it
- · LED in-switch shows unit status



RETRO FITTING

"The other thing we've done is the control box itself can be retro-fitted on an existing system. So, if there are systems out there where the control box is failing or the circuit boards are getting old, but some of the hardware is okay – like the ram or the switching control – we can actually put the CR-1 control box over the top of them and give the system the new CR-1 functionality."

Differences that producers will immediately notice are no keypad, switches or electronics at the bail. Instead, there is simply an LED back-lit activation switch, showing the unit's status.

"So, it's very simply just a big waterproof bash-button and LED," Bruce said. "The RAM is made from stainless steel and is easy to clean and maintain. And, it is a lot more durable than a PVC RAM. Another feature is that it can be fully stripped out for cleaning.

"You can take the bottom and the top off, and you're basically left with a cylinder, which is incredibly easy to clean. It also offers great adaptability, in that it can be expanded. It can go in a rotary with retention bars and teat spray systems



and it can drive pulsators – by adjusting the rate and ratio directly out of the unit itself.

"We've tried to make it as expandable as possible without putting too much into it." The CR-1 control boxes can be retro-fitted on an existing system which may be aging, allowing for the addition of the new wi-fi functionality.



Doctor Dasco JETTERS ARE THE QUIET ACHIEVERS IN YOUR DAIRY

In general, not much thought is given to jetters. They are simply part of the routine cycle of washing a milking machine.

And yes, that's part of the story. But it's definitely not *all* the story, so I encourage you to read on.

STAND TALL OR HANG TRUE

Regardless of whether you chose to "park up" or "park down", your jetter line's primary function is to hold the milking claw in the right position for washing.

If the claw isn't held correctly, then it won't wash the internal rubberware uniformly. Worse still, a poorly fitted jetter can create contamination sites within the claw or actively damage the liner rubber.

Jetters are designed for specific claw types, and they do not readily mix and match.

So it's important to check the details, such as nozzle diameter against the liner-opening size, making sure the cups sit flush on the jetter (whether they're vertical or angled), and never fit candlestick jetters to liners with restricted diameters.

Sounds easy enough, doesn't it?

KEEP THEM CLEAN

Because jetters are notorious for harbouring all sorts of problems, a good dairy keeps its jetters clean, inside and out. A quick rinse with the washdown hose will simply drive soil into hard-to-get places. I recommend using clean, hot soapy water

and a brush – and make sure the jetters are cleaned every day.

I'd also advise to check the insides of your jetters as regularly as weekly.

NOTHING LASTS FOREVER

Jetters are made as cost effectively as possible, out of materials that naturally wear over time.

That means their sealing rubbers and o-rings need to be replaced annually. The best time to do that is when a machine test is being carried out.

The plastic mouldings on your jetters are also designed to be robust as possible. But the reality is, that after 10 years they are "past it" too. Aged plastic is porous and often deformed at the micro-level. At that point, I recommend recycling them.

If you're unsure, I urge you to get your milking-machine technician to check them out.

The take-home message from me this edition is that your jetters need to be as clean as your machine to achieve the highest milk quality, and lowest BMCC.



HAMISH HUNT Special Projects – Daviesway/DASCO Mobile: 0400 118 749 Email: hamish.hunt@daviesway.com.au

Hamish has worked with DASCO/ Daviesway on special projects for 21 years. The Industrial Chemist graduated with a degree in Bachelor of Applied Science in Applied Chemistry from RMIT University in Melbourne in 1986 – before adding further study in Bio Science and Genetics.





GEA jetter

DeLaval jetter



Daviesway – No. 6 Flo-Tek jetter with cover

Inspection plate to easily check for contamination

Devices Average Designed by Daviesway the versatile Variable of the dairy form wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the decades Image: Designed by Daviesway the versatile Variflo and Flo-Tek jetter ranges have been an integral part of dairy farm wash systems for more than the data th

VICTORIAN FARMERS SAVE MORE THAN \$300,000 ON A NEW DAIRY

DAVIES TO FARM. EVERYDAY.

Saving money and building a new dairy don't usually go hand-in-hand.

However back in 2017, Victorian sharefarmers Rick and Sharon Boyes saved their Drouin employers \$330,000 on their new 24 a-side swingover herringbone dairy (including the structure and the yard).

Rick, 54, said unless the dairy had been addressed, his 17-year career with the Cuthbertson family had been nearing a close because of the sheer physicality of the daily milkings.

He now has no plans to retire.

The new dairy milks close to 360 cows in just over two hours (including the wash-down and feeding calves). Its throughput is 176 cows per hour.

THINKING OUTSIDE THE BOX

To achieve the savings in the build, Rick deliberately made the most of the Daviesway team's ability to think outside the box. Together, they pushed hard on the nonnegotiable elements of the dairy, and saved money in places that wouldn't impact on the dairy's performance. They worked with some existing infrastructure.



Powering the stall gates with a pneumatic ram eased the demand on the dairy's vacuum pump.

The changes included a new overhead structure and yard, and the installation of Tech-Line stall gates, which are similar to the well-known Larsen[™] stall gates. The stall gates are powered by a pneumatic ram (instead of drawing off the dairy's vacuum pump).

"We needed the vacuum for the cows – not for the gates," Rick Boyes said. *"That's why we separated the gate vacuum from the clusters."*

Rick says the stall gates – manufactured at Warragul – were a cost-effective option which delivered on their promise.



Rick Boyes loves his Tech-line Pneumatic Stalls.

VARIABLE SPEED REVELATION

They also added a new Northern feed system, a BouMatic Auto Wash System, and they fitted a variable speed option to their existing vacuum pump.

"We used to always be struggling for vacuum," Rick said. "We also had trouble getting our SCC (Somatic Cell Count) down, and we would have only been in premium milk a half a dozen times in a year, if we were going well.

"Since we started milking in the new dairy, our SCC has been sitting at around 120,000 to 140,000, and we've been in premium milk now for 18 months. The vacuum just ticks over so easy."

Rick says one of Daviesway's strengths was its solid, local team – which has access to an extended international support network.

"It's such an advantage to our business to have the Daviesway team behind us because their aftersales service is second to none," Rick said. "If I have any questions, they're straight out here – whether it's 6am or 8pm.

"It's hard to believe we built the whole dairy – including the dairy infrastructure – for what it would have cost us to just put up the shed, and to do the yards."

Dairy Type:	Herringbone 24 a-side
Cows Milked:	360
Land:	324 hectares
Share farmers:	Rick & Sharon Boyes
Owners:	Cuthbertson family
Owners:	outhoritoon furnity
Complete new da	

Features included:

New shed, new yards, some existing infrastructure, Tech-Line stall gates, Northern feed system, BouMatic Auto Wash System, fitted variable speed on the existing vacuum pump.



The stall gates were manufactured at Warragul by Daviesway.

DLL is a global financial solutions partner and fully owned subsidiary of Rabobank with a strong focus on rural lending. Specialising in vendor and equipment finance for Australia's agricultural, food and construction industries since 2002.

financial solutions partner

A winning partnership for growth



Daviesway / DASCO have formed a new partnership with DLL and now provide flexible and competitive finance options:

- Asset-based financing programmes which means the equipment is used as equity and does not affect the credit requirements of the farm
- Flexible terms up to 5 years with same-day approval finance available*
- Balloon options available
- No financials required for applications under \$150,000*
- ABN registered customers only

Update your dairy today – new stalls, cup removers, clusters, blower vacuum pumps, herd monitoring equipment...





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Contact: Daviesway 1800 666 269

*Terms and conditions apply



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