

milkrite | InterPuls

Improving every farm we touch



Mouthpiece Vented
Triangular Liners

Australian farm stories



Stress-free milking for you and your cows



Mouthpiece Vented Triangular Liners

- **Reduced teat-to-teat contamination**
- More efficient milk removal
- Exceptional cow comfort
- Improves teat condition
- Reduced slips and kick-offs
- Easier cluster removal

MILKRITE REFERENCE	A (mm)	B (mm)	C (mm)	D (mm)
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Liner Range

IP10-AIR	312.3	22.5	9	57.9
IP10-01-AIR	287	22.5	9	58.5
IP13-AIR	303.5	22.5	12.5	58.5
IP15-AIR	320	22.5	10	58.5
IP25-AIR	278.4	21.1	10.1	55.6

Products featured come in packs of 4

Impulse Air liners can only be used in conjunction with Impulse shells and weights.

MILKRITE REFERENCE	DESCRIPTION
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Claw Types

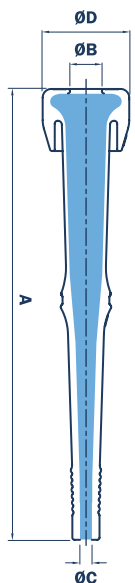
IP10	Fits claws with 13mm OD nipples with square cut	
IP10-01	Fits claws with 13mm OD nipples with square cut. This is a shorter version to fit lower bagged cows	
IP13	Fits Harmony type claws	
IP15 / IP25	Fits claws with 13mm OD nipples with angled cut	

SPECIFICATIONS:

- A** Total Length
- B** Orifice Diameter
- C** Inside Milk Tube Diameter
- D** Hood Diameter



Conform to stringent BfR and RAL guidelines for materials in contact with milk.



See Impulse Air in action at www.milkrite.com

WELCOME



NIKK TAYLOR

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Nikk Taylor has been with Daviesway/DASCO for 24 years, working across all aspects of the business.

Everyone who has had chronic cup slip, mastitis, spiking BMCCs, and/or teat-end damage knows how frustrating it can be.

That's why finding the right clusters and liners for your dairy is so important for so many reasons.

Your liners are often one of those things that are "out of sight, out of mind".

So, it's easy to forget that they have the most contact - and the most chance to spread bacteria - on your cows' teats.

In short, if your liners aren't doing their job right, they can make or break your bulk milk cell count (BMCC).

SPECIALISING IN FINDING THE RIGHT FIT

Here, at Daviesway, we know a lot about clusters and liners, and we offer an extensive range. We also absolutely have the team that can trouble-shoot problems, and help solve whatever issues you may be facing.

In this edition, we focus in on our Milkrite range, which has made so many of our customers' lives better.

Milkrite offers a revolutionary technology. It is the world's only internally triangular moulded plastic shell with a mouthpiece-vented triangular liner.

HOW DOES IT WORK?

Milkrite has a gentle (and logical) three-way milking action. Another revolution in this design has been positioning the vent in the mouthpiece of each liner. It introduces air above the milk-flow, which stops splash-back (lowering the chance of cross contamination between cows). We feature video on our website, which transparently shows how this works. Having an air vent in each liner also makes the cluster removal gentler.

It is no surprise to us that Milkrite's design would help solve cup slip, mastitis and negate teat-end damage.

The patented technology is now used by 40% of US dairy farmers.

WHO IT'S WORKING FOR

In this edition, we feature herds that are achieving an incredible BMCC average of 55,000 on 700 cows (Beston Farms, South Australia) and 60,000 on 450 cows (David and Joanna Jones, Tasmania). Those numbers don't lie and they are coming in from varied operations.

And, we were proud to be able to help Brad and Jill Porter save cows with Milkrite's technology after they lost 400 of their 600-cow dairy to the St Patrick's Day fire in 2018.

We also share Brad and Jill's personal journey, and their message to others who have recently faced fires around Australia. We sincerely thank them for their candour, and will continue to follow their progress.

As well, we think everyone will find our visit to the Hawker family's 34-bail perpendicular walk-through dairy very interesting.

TAKE-HOME MESSAGE

The take-home message this edition is that our dairy producers spend a lot of time in their dairy – and, it doesn't have to be a frustrating experience.

If you need any support or help, please don't hesitate to contact our team. Your solution may be only a phone call away.

DAVIESWAY Est. 1911

Jetter Range

Robust • High Performance • Versatile

Designed by Daviesway the versatile Variflo and Flo-Tek jetter range have been an integral part of dairy farm wash systems for more than three decades.



"Candlestick"
Jetter – No. 3



"Rubber Cup"
Jetter – No. 4



"Candlestick"
Jetter – No. 5



mr1

Perfect fit for all Milkrite® shells that use an IP15, IP13 and IP10 Milkrite® liners





Brad and Jill Porter acknowledge that there are "some things you just can't un-see", and that their recovery remains a work in progress.
Photo: The Warrnambool Standard.

Porter

IT WILL NEVER BE THE SAME

It was the phone call every dairy farmer dreads when they are off-farm.

Brad and Jill Porter were milking 600 cows at Panmure Jerseys, just out of Warrnambool in south-west Victoria. On March 17, 2018, they were in Tasmania for a short break when their neighbour, Jack Kenna, rang. He said a power pole had fallen on his farm, ignited a fire and it was headed their way. He said they had three minutes to get out.

There was no time to do anything. The flames, propelled by the hot windy temperatures and a lot of fuel, would wreak unspeakable destruction within 30 minutes – including killing or maiming 400 of their herd. Cows which Brad adored. The life-changing event was to be so catastrophic and traumatic on so many levels that it still haunts them both today.

Both Jill and Brad have become fierce advocates for change, board members for Blaze Aid, and they have advice and life lessons – that they wish they had never had to learn – for their colleagues facing up to their own recoveries after the recent bushfires across Australia...

Brad and Jill (who was still in her pyjamas) rushed to the airport. They left their rental car sitting in the middle of the drop-off zone, and sprinted for the ticketing counter. They managed to bag the last flight out of Tasmania. The airline put them in the front seats, giving them the best chance of a rapid exit when they landed.

The Porters arrived home at 3am and immediately started checking the cows. Jill, a pharmacist, stepped into her professional role to help assess and triage the herd. As the sun rose, the depth of the carnage became clear. They wouldn't go to bed for the next three days.

Brad said, ***“There were the dead, the walking dead, the severely burned cows, the burned cows, and the cows that were okay. The fences were all gone, and the cows were in shock. So were we. One side of the farm wasn't as bad, and we could put all the other animals over there so we could concentrate on the herd.*”**

***“We assessed all the cows and we had to get a number destroyed immediately, and we were forced to sell a large number of cows that were burned, but saleable.*”**

“Some things you just can't un-see. And, I don't want to ever see what we saw that day ever again.”

‘I WOULDN'T HAVE MY HUSBAND’

Jill's life has also changed in the aftermath, and she is sure of one thing.

***“I wouldn't have my husband today, if we had been home,” she said without a pause of hesitation. “He would have died defending those cows. Every day I get up now and look at him and think, ‘Thank God, we weren't there’.*”**

“I can still see in my mind's eye a cow who was burned ... with her nose half peeling off. And she just stood and looked at me. I couldn't help her, and I couldn't protect my husband from seeing her. He knew every cow. He loved them all. Those memories remain very raw. I struggle to go to the dairy even today if it's hot and windy.”

Brad still hasn't had the heart to check the computer thoroughly to update his records on the cows which survived. Because he knows he will also see the ones that didn't.

“I don't even think about how many cows we've lost, and that's why I haven't gone back into the computer since the fire. I just block it out. It's for my own mental preservation.”

RUNNING TO FIND PEACE

The fire was caused by a power company's ageing infrastructure – with nothing the Porters, their neighbour Jack Kenna, or any other neighbour could do about it. The bitter pill to swallow is that was preventable. The result has been lengthy and engulfing litigation that threatened to swallow Jill. She was so enraged by the injustice of that day, that her counsellor advised her to take up a sport.



Dawn revealed the true horror.
Photo: The Warrnambool Standard.

“I am not into sport at all, so I started walking,” Jill said. “But it was too slow because I was so angry, so I started running.”

How far does she run?

“Until I feel good.”

It could take 19 kilometres to achieve peace. It depends on the morning.

Jill didn't work off-farm again for 18 months.

DAILY, INTENSIVE TREATMENT

Brad still tears up when he thinks about the cows and the suffering they went through.

One of the first things the Porters needed to do after the fire was to get the cows through the dairy. It was akin to a war zone: so many of the herd were injured and in pain. So many needed treatment every milking.

Neighbours and friends pitched in. There was a kindness and solidarity that Brad and Jill will never forget. For about six months afterwards they were feeding up to 150 people every lunchtime.

Six fires, which were all started by electrical failures on St Patrick's Day in 2018, collectively burned 40,000 hectares.
Photo: The Warrnambool Standard.



Brad Porter (left) told Daviesway's Leon Lourey that Milkrite helped save cows.



Teat-end damage is a thing of the past for Brad Porter.

MILKING HEALTH FOCUS SAVED COWS

Brad said they considered drying the herd off, but he needed the routine to make him get out of bed every morning.

"We needed the income as well. But mostly I needed my usual routine to maintain my sanity. I think it helps with making decisions."

One of the first post-fire orders of business was the dairy. The clusters and liners, which had concerned Brad in the past, were now causing havoc.

"The cows' teats were weeping, and their skin was so thin and so tender. We were so worried about stripping all the skin off the teats because we had really bad cup slippage. We needed cups and liners that were gentler on the teats."

"For the health and comfort of the cows we didn't have a choice. There was no running away from it. We would have lost so many more cows if we hadn't done something, and we knew it had to happen fast."

He made an SOS call on the Thursday to Mick Scanlon of Scanlons Dairy Centre in Terang, who in turn contacted Leon Lourey from Daviesway. By the Saturday, a full install of new Milkrite clusters (complete with triangular vented liners) was completed. They chose Milkrite because the science behind the design gives cows the highest level of comfort (they have the world's only internally triangular moulded plastic shell with mouthpiece vented triangular liners).

TEAM WORKS WITH FARMERS

Leon said the whole team made it happen.

"Knowing the circumstances, we just knew we had to do something as quickly as we could," Leon said. *"Mick was also a big part of it. Our sole focus was to help in any way we could."*

Brad said it was a life-saving decision.

"Most of the cows' udders were burned. The teat orifices on a lot were fine, but we would have lost the entire herd with that cup slippage. We needed cups that hung on, but which were gentle."

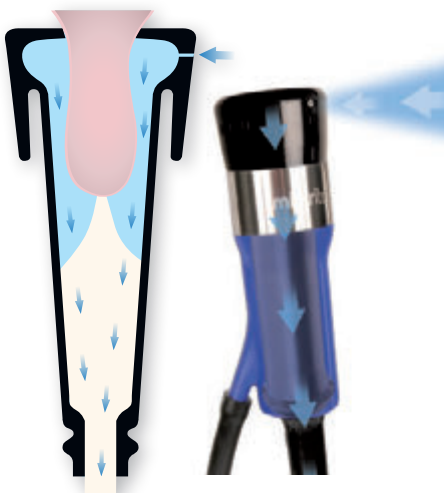
Milkrite, which is used by 40% of farmers in the USA, includes a patented and revolutionary air-vent position in the mouthpiece of each liner. It introduces air above the milk-flow, stops splash-back and makes cluster removal gentler.

"I was so delighted and relieved with the result," Brad said. *"The clusters were much lighter, and much easier to use."*

"I was a real sceptic about the air hole in the mouthpiece of the liner – I thought it'd get clogged up with shit – but it hasn't been an issue."

"I'd be happy to stand on the corner of the street and sell Milkrite to anyone who would listen."

"They milk cows out properly, they are much gentler on their teats. We haven't seen any teat-end damage in the last two years and that's been a big thing for me because I can't afford to lose anymore cows. I wouldn't dare put my name to it if I didn't think it was worthy."



MILKRITE – MOUTHPIECE VENTED TRIANGULAR LINERS

- Air enters the system through a calibrated air vent in the liner mouthpiece above the milk
- Smooth efficient airflow eliminates milk reflux and forces the milk in one direction away from teat end
- No cross-contamination = less mastitis & lower SCC



Gentle three-sided massage of the teat during milking process

80% OF BUSHFIRES PREVENTABLE

What now haunts Jill is that her research has revealed that more than 80% of the bushfire deaths in Victoria can be traced to electrical failures. Energy Safe Victoria (ESV) has determined that Powercor failed to identify the termite-riddled power pole which razed Brad and Jill's property. That day six fires – all started by electrical failures – burned 40,000 hectares.

"These fires are really deadly. If you look at Black Saturday [February 7, 2009], six out of the 11 fires were electrically initiated. On Ash Wednesday [February 16, 1983] five from the eight were ignited by electrical failure. All of the 1977 fires [that burned about 103,000ha] were electrically started."

"On the day of our fire, all were started from electrical infrastructure failing. Every single one of them. And, it's because the infrastructure is aging and it's failing our community."

Jill has been fighting for change ever since because their community's pain remains real and raw.

"I think the biggest thing is I'm devastated that a Government and a system can let a community down like we've been let down. We deserve to be safe. That is not happening."

"Yes, we got a civil settlement, but they are now arguing about what they should and shouldn't pay for. They're still in the driver's seat. They destroyed my husband, and you can't get that back."

"His passion and his livelihood was gone. I can articulate that, and I'll continue to take it to them. Because they are wrong, they are indecent, and they are cruel."

PEOPLE WERE THE DIFFERENCE

Day-to-day their community's resilience has been the shining star to come out of the experience.

Jill said, *"We are still a long way from recovered. I'm not saying we're not functioning. I'm back now, but it took me 18 months to go back to work."*

"You listen to the psychologists and it takes an average of six years to recover from a bushfire. You're not 'right', even when the grass is green again because everything changes. It rips you apart."

"People talk in terms of 'getting back to where you were before the fire'. It's very much the catch phrase in recovery. I'm absolutely certain that you never get back to where you were because the recovery takes you down a different pathway."

"It's not all bad. There are some good things – people's generosity and support of us is something Brad and I hope to pay forward."

"Our neighbours and community that were burned out have become very resilient, and we know each other on a much deeper level because of the fire."

Brad said it had been a humbling experience, and it had been hard to accept help. But people had made the difference



The Porter's family and herd recovery continues today.

"I remember walking out the door after the fire and thinking, 'where do I start?'. People came from everywhere."

"It was a generosity you never, ever forget. It pays to be charitable in life. I would walk over hot coals for my neighbours – there are so many people I have such a high and healthy respect for in my neighbourhood. At the end of the day, they're the ones that got us back up on our feet."

Jill said her advice to peers now facing their own recovery in the wake of the most recent fires was to take care of each other, and not to be afraid to ask for help.

"It takes a long time to come out of the fog, and you don't need to rush it. You have to attend to certain things straight away, but you don't want to make too many decisions unless you have to."

"There are a lot of good people in this world, and you're not on your own."



Brad and Jill Porter said keeping their rotary turning helped their recovery.



Francis Hawker says his 34-bail walk through dairy is a cost-effective option that milks as fast as a rotary.

Hawker

SURPRISING DAIRY

Anyone who thinks they have seen everything in dairy configurations, is in for a surprise at Francis and Leanne Hawker's Victorian operation.

The couple, together with their 27-year-old daughter Tennielle, milked 620 head last season through a 34-bail walk-through dairy at Heywood, near Portland.

And, while most have seen a walk-through dairy, this one takes the conversation to a new level – both for its design – and the number of cows passing through it every day. It has a perpendicular layout – with 20 bails running down one side of the dairy, and an additional 14 located at a right-angle. The unique “L” shape easily puts it into rare territory.

SOUTHERN HEMISPHERE'S BIGGEST WALK-THROUGH

It is also arguably the biggest walk-through dairy in the southern hemisphere. There is one other large walk-through dairy at Dhurringile prison, near Shepparton; it has

24 stalls, but was built in the traditional straight line. It also has plenty of captive staff: four inmates are each responsible for six bails.

For the Hawker family, 34 bails keeps their family and the team of back packers they employ every year, busy getting through milking in 2.5 hours ... one cow at a time.

Francis said, *“We can milk as fast as a rotary in this dairy, no worries at all. When we had 620 cows, we had four people milking. As soon as a cow's cups come off, she is released, and she heads off down to the paddock.*

“If she's a slow milker, she doesn't have to go right around the rotary or hold up the whole side of a herringbone. Because, of course, it doesn't really matter how fast or how slow individual cows milk.”



Milkrite's technology has saved the Hawker family from processor penalties.

The perpendicular walk-through design allows the cows to choose where and how they enter the dairy. While the individual milking stalls make it easy to also treat or AI cows.



MILKRITE – COMPLETE CLUSTER



IMPULSE 300 CLAW

Available in

- Side or back milking
- With or without a claw air admission hole
- Lightweight, ergonomic design makes claw easy to hold
- Radel® material makes the claw highly impact resistant
- Ideally spaced nipples for optimum cluster position and balance
- 360° Milk flow visibility

LOGICAL DECISION

This season the Hawkers have cut numbers in the Jersey, Holstein and cross-bred herd to 450 because of the season. Heading into the autumn, the herd was averaging 27 litres a day on pasture and four kilograms of grain a day.

“We can milk with one person or two now, and we have ACRs [automatic cup removers],” Francis said.

His rationale for building the L-shaped dairy was based on logic and accessibility. They began with eight bails that they built

themselves on the now 405-hectares (1000-acre) property in 1961. They then added six more. Francis made the decision to build another 20 bails in 1998. He felt it was the most cost-effective option, and it gave everyone better access to the cows by running it around a corner.

“And, I didn’t have the big cost for a modern dairy build, did I?” he said. *“The 20 bails cost me \$70,000 for the entire project. When you look at building a rotary, it’s \$1.5-\$2million investment, and I didn’t see the sense in that for us.”*

“They don’t make the cows milk any better, or anything else. And, when we pregnancy test, AI, have a vet visit, or need to drench or treat a cow, a walk-through dairy is fantastic. Because we can do everything in the bail.”

He said as a former shearer and “decent footy player”, his back has surprisingly held up well during a career of additional bending over in the dairy. On top, he said, their herd’s temperament had also thankfully improved.

“Years ago, we had leg ropes on heifers, and they’d still kick you into tomorrow. Now, we don’t even leg-roped a heifer. That’s been a good thing.”

DRAMA WITH BMCC

The one thing that hasn’t always been good news is the family’s bulk milk cell count (BMCC). It ballooned to 750,000 at its peak, and Francis was frustrated and desperately looking for consistent answers.

“There is a dairy farmer who drives our milk truck, and he was saying he’d had trouble too, and he’d changed his clusters and liners to Milkrite, and that it had dropped his BMCC within a fortnight. Sometimes when you hear those stories, you wonder whether it’s true or not?”



Milking is very individual experience for Francis and Leanne Hawker’s herd.

“But, I was having trouble and I was just sick of it. I’d culled cows and it’d made no difference at all. So, I contacted Agri Dairies and inquired about Milkrite clusters and triangular liners.”

‘NO-BRAINER’ TO USE MILKRITE

Milkrite is the world’s only internally triangular moulded plastic shell with mouthpiece-vented triangular liners. Francis had already proved he didn’t mind doing things a little bit differently. Milkrite’s gentle three-point milking action is now used by 40% of dairy farmers in the United States. As well, the patented design includes a revolutionary air vent in the mouthpiece of each liner.

Importantly, the position of the mouthpiece vent introduces air above the milk-flow, stopping splash-back (and thus lowering the chance of cross contamination between cows). It also makes cluster removal gentler.

“I find a lot of dairy farmers on these farms don’t milk their own cows. I’m here every milking, so I got a really close look at what was going on when we put these new liners in,” Francis said.

“To me, it dropped my BMCC no worries at all back to around the 150,000 to 200,000. It put us back into premium, and I think it will be a no-brainer for everyone to use this technology as the word gets out.”

“My BMCC today was 173,000 and our teat-end health is also really good. I’m happy because it’s saved me a lot of headaches.”



Few things can be as frustrating as high thermoduric or Bactoscan counts when you know your dairy is clean, and your protocols are solid.

Brian and Sue McLaren have built their operation from the ground up. Today, they milk 700 cows off 404.5 hectares (1000 acres), with a 324ha (800-acre) out paddock. Their Western Victorian farm at Woolsthorpe has a 60-stand rotary. Son Joe is herd manager.

BACTERIA COUNTS WERE 'FAINTING STUFF'

When their thermoduric and Bactoscan bacteria numbers began mysteriously soaring, it got Brian's attention, because no one likes losing \$10,000 out of their milk cheque.

"You know ... it was fainting stuff as you read the email from the processor," Brian said. *"Both numbers had been fluctuating for no obvious reason. The biggest thermo was 12,000 and the highest Bacto was 320,000.*

"I'm 60-odd years old; I've dairied all my life; and I'm buggered if I could find the problem."

The only good news was that their bulk milk cell count (BMCC) remained in premium.

SOLVED BY DAVIESWAY/DASCO TEAM

It was DASCO's Technical Service Representative, Rob Bowen, who found the thermoduric and Bactoscan issue in rubberware in an obscure part of the plant.

While he was there, Brian told Rob they were having trouble with cups slipping and cows milking out unevenly – particularly the two-year-olds. The heifers were also kicking the cups off too often for it to be a temperament-related issue. Rob recommended bringing in Daviesway's Phillip Weller to assess the dairy.

While Brian and Sue could manage the dairy, they routinely employed backpackers, and they needed things to run smoothly if they weren't there.

MILKRITE TO THE RESCUE

Phillip recommended switching to Milkrite liners and shells. Brian didn't take much convincing.



McLaren

"Our BMCC recently was 89,000. It's never been that good."

– Brian McLaren (pictured right with Daviesway's Phillip Weller).

"EVERYONE SHOULD HAVE MILKRITE"

Daviesway's Phillip Weller said, *"Because there had been a couple of issues in the dairy, Rob's recommendation to do the pre-inspection – to make sure everything would deliver the results Brian and Sue needed – was bang on."*

"We found that the pulsation wasn't right, so we had to re-kit all the pulsators and put in a bigger vacuum pump to increase their vacuum reserve."

The RVS 9000 is Australian-made with an 11-kilowatt, three-phase electric cast-iron-framed motor. The change also resulted in faster milk flow, which required a MM8000 Flomax double-bank plate cooler to be installed. This was also less restrictive and allowed for better cooling.

CUP SLIP ELIMINATED

Brian and Sue now have the dairy they want.

Brain said, *"We kept the claws we already had, and fitted the Milkrite shells and triangular liners to them. And, I love them."*

"The biggest thing that hit me was that Milkrite eliminated cup slip, and now we don't have to worry about it. And, when you put the cups on the new heifers, they stay there. With a weighted cluster, they often used to fall off."

"The new liners were easy on teats too. When the cups come off the heifers, they

come off clean and easy.

"With our ACR, the cows used to kick the cups off, and they get used to stamping when the vacuum dropped. Now, they don't move. The cups just come away."

FURTHER BENEFITS

He has also noticed other welcome benefits.

"The milk gets away from the cow very quickly. So getting the new vacuum pump and plate cooler completed the picture for us. We needed to milk the cows properly, and now the milk is at 4 degrees Celsius before it hits the vat, so the vat has turned off before we finish milking most days."

"And, our BMCC recently was 89,000. It's never been that good."

WONDERFUL FOR SHOULDERS

The advantages have also extended to staff.

"I have crook shoulders myself, so I'm absolutely rapt that the cups are lighter," Brian said.

"They eased pressure on our workers too, because they don't have to pick up our old, heavier cups anymore."

"So that's been really positive. To be honest, those Milkrite liners and shells are fantastic. Everyone should have them."

Dave and Joanna Jones got more than they bargained for when they decided to move from split to spring calving.

The couple milks 450 head through a 50-stand (one person) rotary on 450 hectares (1100 acres), with a 160ha (395-acre) milking platform at Hamilton, in Tasmania. Moving their calving pattern meant they sold their autumn calvers and bought in new stock, which were calving at the right time for them in 2014.

However, mastitis followed the new cows in, and Dave said that initiation and resulting spiralling bulk milk cell count (BMCC) was brutal.

DECISIVE ACTION

So he made the decision to also change things in the dairy.

They were the first Tasmanian farm to switch to the lighter Milkrite InterPuls shells and liner combinations, which include the world's only internally triangular moulded plastic shell (specifically designed for the mouthpiece-vented triangular liners).

With 40% of US dairy farmers and five of the world's biggest dairy farms using Milkrite InterPuls shells and liners, global recommendation was high.

Coupled with its "worldwide innovation-excellence award in milking technology", the rubber – which is the closest thing to the cows' teats – was a studied choice for Dave.

VIDEO DEMONSTRATION CLEAR

"The precise reason I had a crack at the Milkrite shells and liners was because the guys showed me the video with a clear cup, which clearly showed how the mouthpiece-vented liner stopped any splash-back of milk within the cup, compared to regular liners," Dave said.



Dave Jones (left) said installing Milkrite was the best decision he made for his Tasmanian dairy. He is pictured with Daviesway's Rick Wilson.

BOUGHT-IN COWS SPIKE BMCC

"I immediately said, 'Right, get me set up'. 'And it was the best decision we ever made. At 100 days into our 2019 lactation, with an average peak of 34 litres [2.3 kilograms of milk solids], our average BMCC on 450 cows was 60,000."

EXCELLENT TEAT CONDITION

The couple has an average rainfall of 500 millilitres and feed six kilograms of wheat and 1kg of minerals and canola through the bail. Outside of that, their herd has a diet of grass, grass, and more grass.

"We also never have any trouble with teat condition now, and if we do get a cow break down, it's not the massive outbreaks that would spread between the cows that we used to have to deal with."

Dave continues to make good use of their Automatic Teat Sprayer and sanitiser, in addition to DASCO chemical to clean the plant.

He gives credit to the couple's assistant manager, Almar Castro, for his close attention to detail in the dairy.

WHAT IF?

Dave said that he was musing to Daviesway's Rick Wilson just the other day about where their herd now sits in 2020.

"I said it'd take a bloody good salesman for me to change those clusters and liners. In fact, it'd have to be something unbelievable. It only cost an extra \$500 to install them over the ones that weren't working, so it was a relatively cheap fix for a great result."

He said that their BMCC in February 2020 was sitting at 70,000. And, mastitis cases are today counted on one hand.

"We've had a couple of mastitis cases in the last couple of weeks, but outside of that, we had one case in November, two in December, one in January and three in February."

He smiled, "Life's good, mate."

Non-vented round liner (left) versus Mouthpiece vented triangular liner (right)

Red dye was added through the small milk tube on both these examples. The red dye clearly shows the amount of splash-back with both designs. View the demo video at www.daviesway.com.au (click through on "Milkrite" from the home page link)





"I know our dairy is getting older now, but making sure our liners and clusters are sorted makes extending its working life possible."

Colin Haberfield (pictured right with Daviesway's Glenn Wright).

Haberfield

LINER CHOICE CRITICAL IN ACHIEVING LOW BMCC

Colin and Tracy Haberfield dropped their bulk milk cell count (BMCC) from routine peaks of 200,000 down to an average of 80,000 with just one change.

The operation milks 240 cows at its peak for an 8000-litre average through a 20-a-side herringbone swingover on 121.5 hectares (300 acres) at Mepunga East, in western Victoria. They have a 40.5ha (100-acre) out-paddock that's

1.5 kilometres from the home farm, and they lease another 40.5ha.

Their son Christopher, a qualified builder, returned to the family farm four years ago and today takes a lead role. Colin and Christopher also enjoy the background support of Colin's parents, John and Margaret.

The dairy was built in 1994, and the pair recently started talking to Daviesway's technician Glenn "Magoo" Wright, who is based at Koroit, about their options to update their liners, clusters and claws.

OPEN TO NEW IDEAS

Colin had begun to feel fatigue in his shoulders – the toll of wielding their older, heavy clusters. And, while their BMCC was still solidly in premium grade, they were open to new ideas.

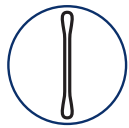
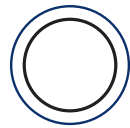
Magoo recommended they consider switching to Milkrite liners and shells.

Colin said they knew "Magoo" was genuine, and that he wouldn't recommend anything he didn't believe would work. Christopher had heard of Milkrite, and was curious. Colin was a little more sceptical.



TRIANGULAR LINER

Gentle three-sided massage of the teat during milking process



ROUND LINER

Liner closes flat on 2-sides of the teat during milking process

THREE-WAY SCIENCE LOGICAL

The marked point of difference in the triangular Milkrite liner science is that the pulsation pressure is evenly distributed on three sides of the teat, making it gentler on teats while lowering BMCC and promoting teat condition.

In addition, the Milkrite's air vent (which is positioned in the mouthpiece at the top of each liner, instead of the claw), introduces air above the milk-flow, eliminating splash-back, cross-contamination and making cluster removal gentler.

Colin said, *"We were looking for a change. I'd had trouble with my liners because they kept splitting, and I had an odd size cup and claw, which I didn't realise at the start of the conversation. We also had some cup slip, and I wanted a cluster that was a bit lighter because I had a crook shoulder."*

"Christopher had been looking at Milkrite for a while, and he knew of a couple of blokes who had them and liked them, so we decided to give them a go. There wasn't any great science behind our decision. We'd read about them, and they certainly sounded alright."

The Haberfields trialled several combinations, and settled on the IP15 HV Milkrite Liner and Shell with an Australian-manufactured Daviesway Tech-Line claw.

BMCC PLUMMETS

Colin said he was surprised by the dramatic improvement in their BMCC.

"Magoo said they will lower your BMCC, and I was thinking, 'Oh yeah, I've heard this before'. But he's not the guy who tries to flog you something just because he can. And, to his credit, they did exactly what he said they'd do."

"Last winter our BMCC was consistently in the 80,000s and as low as 75,000, and we'd made no other changes to the dairy. We had the same guys milking in the same dairy, with the same teat spray, the same tracks, and the same paddocks. There was literally nothing different going on, outside that it'd got wet and the BMCC challenge should have been higher because of the mud."

DREAMY CLUSTERS

Christopher said the light-weight clusters were a "dream" to work with, and the milk out was arguably better now.

He also noticed something else.

"The teats seemed to be dry when the cups come off," he said. "Because the air hole is above the outlet of the teat, so the whole process seems much cleaner and any cup-slip has been eliminated. We've always had pretty good teat condition and that hasn't changed."

DETAIL OVER 'BELLS AND WHISTLES'

The well-known former sportsman, who is one of three in the Haberfield lineage to be awarded Life Memberships at the Nirranda Cricket Club, is also committed to local football in the area. And, just as in

sport, detail and commitment is important in their dairy: the Haberfields change their liners every six months – without fail.

Colin said, *"You can build the biggest, shiniest, brightest 'bells and whistles' dairy in the country, but really the only part of that dairy that has any direct contact with the cow is the liners."*

"It's no good having a flash vat, the best wash system, and the biggest, shiniest yard if your inflations are in poor shape."

"I calve six months apart in February and August, so it makes sense to use that as an easy reminder to start every calving with new liners."

"I know our dairy is getting older now, but making sure our liners and clusters are sorted makes extending its working life possible."

"last winter our BMCC was consistently in the 80,000s and as low as 75,000, and we'd made no other changes to the dairy."

- Colin Haberfield.



"Milkrite has been easier on the cows. Our cell count at 'Landour Park' is as low as 55,000, and it's currently running at 122,000 at 'Kingsley Estate' with a heap of fresh cows over there." - Nathan Marra.

Beston Farms

55,000 BMCC ON 700 COWS

To achieve a Bulk Milk Cell Count (BMCC) of 55,000 in a 700-cow herd with a number of staff involved is a triumph for any dairy.

For Nathan Marra, one of Beston Farms' large-herd managers in South Australia, that number is his reality.

Beston Farms owns three dairies in SA, milking a total of 2645 cows with an additional 1162 young stock on-farm. They are part of a bigger story that includes its parent company, Beston Global Foods, with a processor division spread across two sites – Murray Bridge and Jervois.

The company's farms are part of a finely tuned circular supply-of-production and processing team, which is tasked with achieving high levels of milk quality assurance on-farm and beyond the farm gate.

Nathan manages two farms for the Beston group – "Landour Park", at Port Macdonnell, and "Kingsley Estate", at Allandale East. His brief includes 12 staff within a combined 1200 hectares. Both farms will each be milking 1000 cows by the spring of 2020.

BUILDING HERD HEALTH

With a background in construction and business ownership in New Zealand, Nathan has been with Beston for three-and-a-half years. One of the decisions made before he joined the team was the installation of Milkrite clusters and liners at both "Landour" and "Kingsley". The switch had been completed three months before he joined the company, after the farms had changed hands.

It was a decision he was happy to inherit in the two 50-stand rotaries.

Milkrite is the world's only internally triangular moulded plastic shell, with mouthpiece-vented triangular liners. Its gentle three-point milking action has changed much of the conversation around clusters and liners. The technology is now used by 40% of US dairy farmers, and the patented design importantly includes a revolutionary air vent in the mouthpiece of each shell.



Beston Farms is committed to changing liners every 2500 milkings.

ORBITER HD CLAW

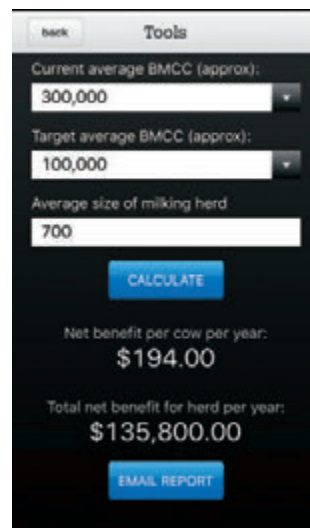
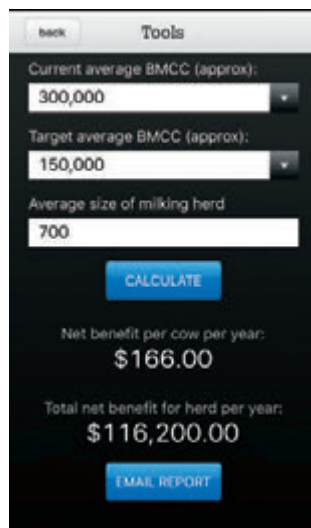
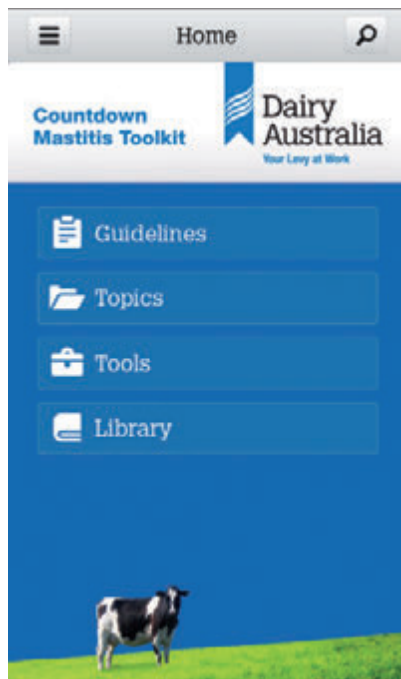
Available in

- 2+2 and 4+0
- With or without shut off
- With or without a claw air admission hole
- Ergonomic design for easy handling – the bowl fits nicely into the palm of the hand
- Robust plastic bowl to resist any damage in the parlour
- 350cc capacity clear bowl, helps maintain vacuum stability



DAIRY AUSTRALIA

COUNTDOWN MASTITIS TOOLKIT APP



BMCC CALCULATOR REPORT

INCREASED INCOME FROM LOWERING BMCC FROM 300,000 TO: 150,000 / 100,000

Average BMCC on 700 cows	Increased income /cow/year	Increased total income/year
150,000	\$166	\$116,200
100,000	\$194	\$135,800

The position of the mouthpiece vent is critical news for dairymen, because it introduces air above the milk-flow, stopping splash-back (and the lowering the chance of cross contamination between cows), and making the cluster removal gentler.

Nathan said he understood the switch to Milkrite was initially made because of concerns about mastitis, over-milking, and poor teat-end condition.

"I understand they were due for a liner change when they made that call, and to make the bigger move proved to be a great decision."

"Milkrite has been easier on the cows. Our cell count at 'Landour Park' is as low as 55,000, and it's currenting running at 122,000 at 'Kingsley Estate' with a heap of fresh cows over there."

TECHNOLOGY AND ATTENTION FUNDAMENTAL

"Kingsley Estate" also includes roughly 200 older cows, which had been retained because they were building numbers. Nathan said their staff's attention to detail and the Milkrite technology had allowed them to do that without the mature cows breaking down, or compromising their average BMCC.

"We do also strip cows daily, and we are vigilant with teat spraying."

Production peaks at 35 litres per cow, which is achieved predominately off pasture, with the support of six kilograms of grain per day fed through the dairy of wheat (milled on-farm), canola and minerals.

The company recently decided to use the respective strengths of different soil types at "Landour" and "Kingsley" by alternating calving at each property. The "Landour Park" herd will calve in the spring, making the most of its more natural grass growth between August and early autumn. They will then rest the "Landour" dairy for six weeks to focus on an autumn calving at the drier "Kingsley" property.

Nathan said Milkrite will continue to play an important role in keeping their BMCC where it should be.

"I've already recommended Milkrite to other farmers in the area. Other clusters have too many moving parts, and they're expensive. These work well, and we're quite happy with them."

Agri Dairies' Leigh Beveridge, who is based out of Victor Harbour and Mt Gambier, confirmed Milkrite had been a great fit for Beston.

"It's always worked well," Leigh said. "It does help that Nathan always makes sure they do change their liners every 2500 milkings, no questions asked."

"We automatically go in every 10 weeks. Nathan is particular about it, and I think their results validate that ethic."

Milkrite's technology is supporting herd health at two of Beston Farms' herds - Kingsley Estate and Landour Park.





LE30-LP30 Servo-Direct Pulsators

- Accurate/variable signal control
- Vacuum: minimum consumption with superior stability
- Low electrical consumption
- Precise and consistent pulsation rates and ratios in all conditions
- Reduced service time, less than one minute
- It can be flushed out with clean water for cleaning in place



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