





home of world-class dairy equipment & innovation

## Locate'n'Spray

st.

Fully automated teat spray system



SKELLERUP



# Fully automated teat spray system designed for rotary milking systems

#### It starts with good cow positioning

Locate'n'Spray<sup>™</sup> builds on the successful development of Ambic's Locator<sup>™</sup> as an effective positioning device. It encourages the cow to stand squarely in the milking bail, thus facilitating good cluster attachment, even cluster alignment for even milk-out, and accurate teat spraying post-milking.

Locate'n'Spray<sup>™</sup> works on the premise that the best time to sanitise a cow's teats is immediately after the cluster has been removed (when the teat sphincter is still open) and the cow is stationary. It is much harder to hit a moving target, which trials with exit-race sprayers have confirmed.

> 4 x nozzle technology ensures appropriate teat coverage

Adjustable spray duration to regulate spray consumption

Achieve excellent teat coverage and accuracy with every spray

Save time, reduce labour costs and increase the level of udder care and milk quality in your dairy



For more information please call 1800 666 269 or visit daviesway.com.au



Can operate in a stand alone format controlled by Ambic's cow sensor and software system, or via other proprietary equipment that has a teat spray control function.



## WELCOME

In a world full of fast lanes and exciting technology, some things don't change at Daviesway/DASCO.

One of those things is "quality", and all that it brings to the conversation regarding product integrity and business alliances.

#### DOING THE HOMEWORK FOR YOU

It's no secret that Daviesway has always had a passion to search the globe for the best products for Australian dairy producers. Don't get me wrong; we are just as passionate about finding and manufacturing Australian-made products. It's just that we don't let geography get in the way of delivering solutions.

Our search on your behalf has taken us into the USA, the UK, Ireland and New Zealand. It has also paved the way to some of our long-standing partnerships, because we have deliberately only formed alliances with the companies with which we resonate.

One of those enduring partnerships – for more than four decades – has been with Skellerup, in NZ.

#### SKELLERUP RULES RUBBER

Founded in 1910 by George Skellerup (a Danish-Australian), Skellerup's first retail store sold tyres and rubber goods for the NZ dairy industry. By 1948, Skellerup Industries Limited was listed as a public company, and today it is the world's second biggest dairy rubberware manufacturer.

This edition, we shine some light on just part of the great work that's been going on at Skellerup.

#### AMBIC RELEASES NEW PISTOL-GRIP TEAT SPRAYER

Some of that work includes its new pistol grip teat sprayer, which joins the rest of Ambic's teat spraying range (including the Locate'n'Spray). Ambic's inline mastitis detectors have proved a key player in helping drop Jason and Abby Burleigh's bulk milk cell count (BMCC) from close to 200,000 down as low as 42,000 at Nullawarre in south-west Victoria.

## REGULARLY CHANGING LINERS PAYS FOR ITSELF

Nick Minogue, at Katandra in northern Victoria, shares how paying attention to changing their liners every 2500 milkings has dramatically dropped their BMCC.

#### MILK FILTER SIZING DEMYSTIFIED

We also explain and offer some guidelines about how to choose the right filter for your operation – based on cow numbers and milk flow – and we offer some insights into filter maintenance. It might seem like a straight-forward conversation, but there is more to the filter than you'd think.

#### SOLUTION IN PLAIN SIGHT?

If you are working through issues or decisions about the way forward with equipment and/or design, I urge you to talk to our specialist team.

There may be a practical and affordable solution you haven't thought of just in plain sight.

#### WANT TO UPGRADE? NOT SURE HOW TO FINANCE IT?

Daviesway's partnership with global financial solutions company DLL (a fully owned subsidiary of Rabobank) now allows our customers to finance equipment from new installations and upgrades, to auto calf-feeders and milking robots – without impacting their farm's credit requirements. Don't hesitate to have a chat to us about it.



#### NIKK TAYLOR

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

Nikk Taylor has been with Daviesway/ DASCO for 23 years, working across all aspects of the business, including expanding the family-owned Australian operation into East Asia.

#### 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.



Available from leading rural resellers nationwide

## COURAGE TO CHALLENGE THEMSELVES PAYS OFF

A confronting decision has halved the Minogue family's somatic cell count (BMCC) and teat-end damage within their northern Victorian herd.

John and Ann-Maree Minogue, together with their 25-year-old son, Nick, milk 190-head on 81 hectares (200 acres) at Katandra.

Four years ago they faced a mysterious BMCC climb in a pristine dairy where detail was paramount. Frustrated, confused and unable to pin down the source, John didn't back away. He made an appointment with Dairy Focus to assess their dairy and their practice.

#### LINERS TRIGGER RISING BMCC

The trigger turned out to be their liners – both for their BMCC climb and their teatend health. Their liners were so aggressive that, in the first herd assessment, 34.5% had damaged, roughened teat ends.

The Minogues switched to a gentler liner – the Daviesway Flo-TeK No. 1 – and began paying closer attention to changing their liners at the recommended 2500 milking threshold.



Nick Minogue 📄

Nick Minogue said he'd "hate to think how many times our decisions to change our liners has paid over for us."

> Designed by Daviesway and manufactured by Skellerup in New Zealand, Flo-Tek Liners have been developed for maximum comfort and performance using the highest grade of food-quality rubber. Available in a broad range of liner and shell combinations.

Our Flo-Tek square liners are also proving very popular on those farms experiencing "cup slip".



#### THEY HAVEN'T LOOKED BACK

Nick said. "You'd hate to think how many times the decision to make those changes has paid over for us. Our BMCC was up over 200,000, and it's now well under 100,000 most of the time.

"And, all we had to do was make some small changes. It turned out that the liners were responsible for the majority of our problems.

"I looked at some of the assessments of the cows' teat-end condition. and when we changed to the correct liner that number was halved within a matter of weeks. There is no doubt it has been money well-spent."

He said the confidence they now had in the dairy's performance gave them valuable peace of mind.

"Our BMCC - and even our work load - has just dropped away. We don't worry about mastitis anymore because we know we've ticked the boxes and done things on time," Nick said. "It sort of works out for itself now. It's been a huge relief."

#### MATHS ON ITS HEAD

While the cost and work involved in changing liners puts some dairymen off making it a priority, Nick ran the maths a different way.

He said their spend of just under \$600 for liners every three months was a small price to pay when a single case of mastitis cost more than \$200 - without factoring in production losses, the risk of crosscontamination and the cows' exposure to other potential health challenges coming in on the back of the infection.

"To be honest, I didn't realise how easy it was to keep the liners up to date," Nick said.

"We can't control the weather, the water or the milk prices. But we can control the quality of our milk."

John added that they had both also noticed other welcome spin-offs, further validating their decision.

"The temperament on our two-year-old heifers has improved markedly," John said. "I'm sure it's because the liners are gentler. And, that's also meant that dry cow treatments are now also that much easier, because the cows' teat-ends aren't damaged, so it no longer irritates them. That makes the job a bit easier, I can tell you."

> Nick (left) and Kevin Minogue said changing their liners every three months is a small price to pay for a low BMCC.

#### **EMPOWERING**

Nick said it's been empowering for the family to conquer their herd health, when so much has been outside of their power, farming in one of the country's toughest areas this season.

The Minogue family continues to work towards succession planning - albeit a bit slower - as they navigate the triple curse of uncertain irrigation allocations, sky-high temporary water prices and too-rich fodder prices. They were relieved to move back to twice-a-day grass in mid-May.

Nick has been at home since 2014, after completing his Bachelor of Agriculture at Melbourne University.

"We've got through this season not too bad because we had a plan and we stuck to it," Nick said. "We fed silage, and we saved water for the autumn. We didn't water in the summer, and a share-crop came off alright for us."

The mainly spring-calving herd averages 6500 litres on 4.5 kilograms of grain.

"We're a cost-conscious operation. We don't chase big production, and I think it's the way you've got to farm now. Home-grown feed has been key for us. because at one point we had almost 300 head on the farm. Now, we have the heifers back at our lease block in the north east, it's eased things at home."

Nick's brothers - Jarrod, 28, Jake, 24, and Simon, 21 – are supportive but not pushing to farm. They are respectively a teacher, mechanical engineer, and tractor mechanic.

Nick said farming is all he's ever wanted to do and the thought of farming in another area made him pause.

He smiled, "That's a tough question. I don't know. I think I like the weather up here too much. If I was in the south-west. I wouldn't be wearing shorts today, that's for sure."

#### **RUBBER TUBING**





All Skellerup rubberware that contacts with milk complies with **REACH. BfR** and **FDA** standards.

FOOD GRADE COMPLIANT

For best results, rubber milk tubing should be replaced every year

#### **BLUE LINE RUBBER MILK TUBE**

- 1 Blue line =12.7mm ID Fits 16mm OD stainless steel tube
- 2 Blue lines =14mm ID Fits 16mm & 19mm 0D stainless steel tube
- 3 Blue lines =15.9mm ID Fits 19mm OD stainless steel tube

ID = Inside Diameter **OD** = Outside Diameter Dimensions subject to manufacturing tolerances



## MILK FLOW AND FASTER MILKING SPEEDS CHALLENGING MILK FILTERS



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.

#### **FILTER ROLLS**

Determine your own length of filter sleeve. This range includes widths of 100mm, 150mm and 230mm; all rolls are 200m long.



FILTER SOCKS Open one end and bonded along its length, there is an extensive list of sizes available



"So most filter issues we are looking at with regard to repairs or checks are usually in older dairies. Ten years ago those filters were fine for the job being asked of them. But a good cow 10 years ago and a good cow today in terms of production and milking speed are two different animals.

"Plus, the farmer 10 years ago might have been milking 100 cows. Now he might be milking 200. His old diaphragm pump has probably died, so now he's had a centrifugal pump installed.

"All those changes contribute to more milk flow, higher flow rates and more milk volume in total going through the filter. And the milk filter, which is essential to milk quality, is now under maximum stress all the time."

When milk filters are pushed to their breaking point, they expose farms to high Bactoscan and/or Thermoduric counts.

## Modern genetics has – in the main – led to higher production and faster milking speeds in Australia's dairy cows.

However, with greater production comes a practical challenge for milkfiltration systems coping with the additional workload.

The theory behind milk filters is simple: it's a mechanical filter that separates the raw milk from any solid particles before they reach the bulk milk tank. The science, however, is much more precise.

That's because if milk filters are pushed to their breaking point, they expose farms to high Bactoscan and/or Thermoduric counts, and with those, potential payment penalties.

#### PATTERN EMERGING

Daviesway/DASCO's Bruce Treble has specialised in milking machinery for 25 years. As he watches cow numbers, milk flow and milking speeds continue to climb, he also sees a pattern emerging when it comes to the capacity and flow-rate of milk filters.

"Equipment in the dairy today needs to keep pace with many things – among them the gains from improved genetics," he said. "I think it's interesting that even though cows today are producing more milk than they ever have before, they're almost milking out quicker than they used to.

"It is contributing to one of the most common problems I see with milk filters, that they're often undersized for the job they're being used for," Bruce said. "And, historically, nothing within the milk filter gets much attention – unless it breaks or fails.

#### WHY WORRY?

Milk filters represent the last line of defence against thermoduric bacteria.

Thermoduric bacteria is found in silage, faeces, animal bedding and soil. Bacillus and Clostridium are the most common. These bacteria are heat resistant (so pasteurisation doesn't kill them) and they impact the milk's manufacturing properties and shelf life.

Capturing that sediment before cooling also stops it from clogging the plate cooler and limiting or compromising the surface area available for heat exchange.

Cooling milk guickly is critical, because when milk temperatures sit below 5°C. the bacteria that affect milk quality can't multiply. However, at 35°C those bacterial numbers can double within 30 minutes. So, within two hours, 1000 bacteria per millilitre of milk can become 10,000 bacteria, and within five hours that number is pushing out to one million.

#### POINT OF FAILURE

Bruce said when a milk filter is pushed too far, the consequences are expensive and time-consuming.

"Once the filter gets to a certain point of contamination, you then start getting the case of potential milk bypass - especially if the filter hasn't been serviced properly," he said.

"Overload bypass milk ends up in the second-best filter on the dairy – the plate cooler - and, because it has super-fine plate clearances, that contamination point affects flow, cooling, and - most likely - penalty counts.

"You can't clean a dirty plate cooler. You have to physically strip it, which can take more than four hours for a big plate cooler."

Bruce said for that reason alone, making sure the milk filter matched the size of the operation and its milk-flow couldn't be overstated.

That includes checking the milk filter's rubber end-seals regularly.

"Like every other piece of rubber in the dairy, the end-seals need to be replaced every 12 months," Bruce said. "And, I'd recommend noting if there are any sharp edges on the milk filter that could puncture a filter sock or sleeve."



#### FILTER SOCK LIFESPAN

The choice of filter sock/sleeve is a question of choosing quality brands. matching them to the dairy, and changing them regularly.

Daviesway's filters are manufactured from mono-poly, a revolutionary non-woven fabric, designed specifically for use in milk filtration. Mono-polv is a hydroentangled thermobonded media, offering a significant advantage in filtration and strength.

Automatic milking systems (AMS) place different demands on milk filters. In AMS, there is a time lapse between milking individual cows, resulting in a sporadic flow of milk through the milk filter. Under these conditions, it is recommended milk filters are replaced at least every eight hours.

"Most farmers are pretty good at changing their filter socks," Bruce said.

"Disposable filter socks means exactly that – disposed of after a single use. They may be rinsed between milking and the machine wash cycle after milking, but they should not be washed for re-use."



Open both ends and bonded along its length

- Nonwoven fabric that is 100% polyester with no chemical binders.
- Excellent burst strength & dimensional stability.
- High fibre to area ratio giving improved sediment retention performance.
- Meets 21 CFR 177.1630 & 21 CFR 177.2260 - FDA and EU requirements for use in farm dairies as a milk filter.

#### Cheaper milk filter brands entering the Australian market:

Filter material is a lot less consistent than Mono-Poly material, restricting flow and/or contributing to patchy and weaker filter strength in parts.

Disposable milk filters come in a wide range of fabric weights, which is measured in grams per square metre. The weight refers to the fabric the milk filter is made from: for example, a 60-gram milk filter is manufactured from fabric that weighs 60 grams per square metre.

Fabric weight impacts directly on the thickness of a milk filter. Bruce said the higher the throughput of any milking plant, the shorter its lifespan.

And he said to be mindful that every filter medium has a "use-by date".

"All filters – even the reusable nylon ones - have a limited life. Nothing is forever."

#### TEAMING PROGRESS AND PERFORMANCE

Matching a milk filter's capacity and flow rate with the pump capacity and herd size remains the take-home message to achieve seamless performance.

"If it doesn't all line up, the milk filter won't handle the pressure of the milk flow, and it will fail," Bruce said. "Our role is to support our customers so that doesn't happen, and they can safely harvest milk as quickly and gently as they can."

#### **MILK FILTER SLEEVE – SIZING CHART**

<u> 100mm x 620mm (4" x 24") – 165 Cows</u> 100mm x 760mm (4" x 30") - 203 Cows 150mm x 790mm (4" x 36") - 316 Cows 150mm x 950mm (5" x 33") - 380 Cows 230mm x 850mm (4" x 36") - 521Cows 230mm x 920mm (5" x 33") - 564 Cows

Using the New Zealand standards – 6cm2 per cow (Effective filtering area is 80% of total area)





Ambic is acknowledged as the global leader in teat heath technology. It was the first to market the dip cup (mid 1980s), the non-return dip cup (1992), and a foaming dip cup (1995). Its Classic teat spray system was the first teat-spray system released in the late '80s, followed by its higher capacity Jetstream for bigger herds (which has since become the industry's teat-spraying benchmark).

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## NEW PISTOL-STYLE TEAT SPRAYER HITS THE BULLSEYE

## A new pistol-grip teat sprayer has been released in Australia by the masters of mastitis prevention and detection – UK company Ambic.

#### **TRIGGER HAPPY**

Ambic's new OptiRange<sup>™</sup> brings another fresh idea to the teat udder health landscape. It has been made available to the Australian market thanks to its 25-year partnership with Daviesway.

The OptiRange<sup>™</sup> includes an OptiSprayer<sup>™</sup> and OptiDipper<sup>™</sup>. They both feature a pistol-style teat spray applicator, which is designed to sit more comfortably in the hand with an easysqueeze trigger, minimising any risk of repetitive strain injuries (RSI).

The range includes the choice of top or bottom-loading configurations to suit a range of milking systems.

Mark Cinderey, Ambic's International Sales Manager is based in Witney, near Oxford in the south of England. He said the OptiRange<sup>™</sup> has been successfully working in the UK market for almost 12 months and Ambic was pleased to now introduce it to Australasia.

"Because we are a UK manufacturer, we'll always test new products in our own market to try to make sure there are no snags in our design before we get too carried away selling it all over the planet," Mark said. "The OptiSprayer™ in its current form was new to the market, but the theory is based around the RJB PowerSprayer design, which we acquired some years ago.

"We have refined the design and incorporated a number of functional improvements to develop a suite of new udder health products.

"We all know that teat spraying is a laborious, repetitive process which needs to be carried out diligently for maximum benefit.

"It is too easy to spray badly with unskilled or poorly motivated staff, which means you have poor process control, most of the cost, and little of the benefit.

"The industry needed a more userfriendly teat spray system capable of saving labour and improving teat coverage. And, this ergonomic and user-friendly solution answers the brief.

"The feedback from the farms using the product here in the UK has been very encouraging."

Continuously apply in a circular motion



Opti**Range**™



#### LOCATE'N'SPRAY™ HAS ROTARIES COVERED

Ambic is also the home of Locate'n'Spray<sup>™</sup>, a state-of-the-art fully automated teat-spray system for rotary milking systems. It balances optimum teat coverage with the economic use of chemical.

Independent trials have confirmed that teat-end and barrel-coverage rates with Locate'n'Spray are in the vicinity of 90% – significantly higher than manual teat spraying.

Coverage is achieved by building on the successful development of Ambic's locator, which encourages the cow to stand squarely in the bail, making it easier for cluster attachment, alignment and ultimately teat spraying. Four specially positioned adjustable nozzles in the locator ensure good teat coverage.



Abby and Jason Burleigh

Between June 2013 and March 2018, UK dairy consultancy The Dairy Group carried out three evaluation studies on the efficacy of teat-end and teat-barrel coverage by three methods of applying post-milking teat disinfectants:

- vacuum-operated, hand-held, spray lance systems
- Ambic Locate'n'Spray post-milking teat disinfectant system (using six different spray duration settings)
- dipping using dip cups

The research concluded that an automatic spray system could apply disinfectant consistently with acceptable levels of coverage, with a minimum of 96% of teat ends and between 61.8% and 90.8% of teat barrels covered (depending on spray duration).

#### **INLINE MASTITIS DETECTORS**

Ambic's inline mastitis detectors have proved valuable in helping Jason and Abby Burleigh keep their bulk milk cell count (BMCC) well under the 200,000 level required by their milk company.

The detectors give an on-the-spot inline visual milk sample from every cow at every milking.

Jason said it has been part of a conscious effort at their Nullawarre property in south-western Victoria, which involved several changes.

"The first thing we religiously do when we go to grab a machine to put them on the next cow is to look at that detector," Abby said. "It's been awesome. I would recommend them to everybody. It's great to have that visual and physical verification right in front of you after every cow.

"And, if there are clots on the filter sock at the end of milking, we don't have to go through the herd, because we're already onto it."

The combination of their solid protocols resulted in an average somatic cell count of between 70,000 and 80,000, with some results within that as low as 42,000.





## A GUMBOOT BY ANY OTHER NAME

## Natural rubber versus plastic

#### There is nothing fantastic about plastic gumboots when they square off against the real deal – natural rubber.

At first glance, rubber and PVC (or "polyvinyl chloride" to give it it's full name or "vinyl" for short) may look almost identical. They aren't, and the differences are usually more "felt" than "seen".

But, those differences can have huge consequences for a dairy farmer's feet if they are working in gumboots all day.

#### **RUBBER IS NATURAL**

Rubber is made from a natural, renewable resource – sap gathered from rubber trees in the tropics. It's flexible, naturally comfortable, and handmade by Skellerup – the company famous for the short Red Band gumboot.

Natural rubber can be used to make a boot sole, its upper, or both, and natural rubber offers the best thermal protection in cold weather, while also remaining flexible.

A rubber sole also gives the safest grip on most surface types, and is 100% waterproof.

Natural rubber gumboots are resistant to alcohols, bases and acids, and will protect against most chemicals. They are also durable, and hold up to punctures and cuts better than PVC.

#### PVC 'THE PRETENDER'

PVC is a type of plastic, which incorporates vinyl groups. It doesn't tick any boxes when it comes to protecting the environment.



PVC is lighter than rubber, so on the face of it, can appear more affordable. But PVC gumboots don't last as long, pretty quickly negating the initial price-point advantage. PVC is also stiffer than rubber, and its injectable manufacturing process offers none of the exceptional design features carried in hand-built rubber.

Injected PVC boots have to be wider in the ankle throat area because of the way they are manufactured, thus giving a looser fit in that region. Injected PVC boots also don't have any reinforced areas or zones, and their plastic material stiffens in colder temperatures and softens in the heat.

#### RUBBER SHINES AT SKELLERUP

Skellerup stands as an industry icon when it comes to producing quality, handmade rubber gumboots for Australasian dairy farmers.

Based in Christchurch, New Zealand, Skellerup's Group General Manager – Footwear, Paul Randall, says the company has been proudly producing gumboots for farmers around the globe for more than seven decades.

"Rubber is still the best product for the gumboot application," Paul said. "It's a hard-wearing, natural product.

"I guess that's why car tyres are still made out of rubber – and not plastic – because rubber has got incredible wear and cut resistance, and it's a very strong formulation. It's also natural, and incredibly comfortable. Plastic is a really hot topic at the moment, because you have to question where it's going in the future with regard to the environment."

Because Skellerup's rubber boots are handmade, all components are prepared by hand in advance and cut to the specific design shape and size for each boot. This deliberate process allows Skellerup to add reinforcing areas or zones to its boots, and the premium comfort additions to its moulded soles that have made its footwear so popular.

To make a pair of its gumboots, there are 38 individual components and at least six rubber formulations used. And, those formulations include different levels of protection for the different support and wear zones of the boot, and for tears and/or cuts.



On top of that, every gumboot is leak tested and hand inspected before it is released.

#### **DESIGNED FOR DAIRY**

Skellerup is known in the dairy industry for manufacturing its Quatro, Clutha, Perth and 4x4 ranges among many others. All have specific design advantages for different applications.

"That's because dairy farmers doing paddock work through the day have different demands on their feet compared to working on concrete in the dairy," Paul said.

"However, that being said, there is one boot that can do it all – and that's the Quatro. It's our premium boot." – See page 11.

#### WEAR AND TEAR

Paul said the length of life dairy farmers get out of their gumboots is a tough thing to predict.

"Wear is a really interesting topic because it's really dependant on the individual and how long they spend in the boot," he said. "What we aim for is for our farmers to get a season out of a gumboot if they are in them all day, every day."

#### **RUBBER WINS**

Because of these factors, Paul is confident about Skellerup's continued relevance for the dairy industry.

"One thing I do know is that high quality, handmade rubber boots are still going to be around for another 100 years – because there is nothing in the market that can compete with them."

#### THE SKELLERUP GUMBOOT COMMITMENT TO DAIRY:

- **Outstanding flex resistance:** Boots can flex several million times without showing any surface cracking.
- Skimmed linings: Most styles are made with heavy-duty linings that give the entire boot its firm structure and strength. These ensure that components stuck to them won't separate, unlike most cotton sock-lined gumboots.
- Internal canvas reinforcing (friction): This is a unique design feature in Skellerup gumboots that improves the boot structure

and adds additional protection against tears and punctures in key areas.

- Sole abrasion: Includes unique, high abrasion-resistant compounds that minimise wear.
- Ultra-violet protection: Skellerup gumboots include special ozone protection additives, guarding them against sun degradation.
- 100% inspection: Every pair of Skellerup gumboots is leak-tested and thoroughly inspected by trained staff.



# SERIOUSLY COMFORTABLE

Our high spec/high performance Quatro<sup>™</sup> boot is proven to hold up under a variety of punishing dairy conditions.

Ergonomically designed to support the foot, lock in the ankle and prevent heel slip. UV resistant rubber shell and a podiatrist-inspired removable Poliyou<sup>®</sup> footbed with built in arch and heel supports.

From the fitted top that keeps out debris, to the breathable lining, Quatro<sup>™</sup> boots will keep your feet comfortable all day.

SKELLERUP

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Get real, get rubber.

ase call 1800 666 269 or visit daviesway.com.au

## YOUR FEET WILL THANK YOU



SIMON SHORLAND Daviesway/DASCO Mobile: 0408 563 297 Email: simon.shorland@daviesway.com.au

Simon Shorland has been with Daviesway/ DASCO for 20 of the 35 years he has spent in merchandise sales. He is on the road for Daviesway's customers every day, covering NSW and Victoria.

"Quite a lot of people aren't sure what the different gumboots are designed for, and it makes a huge difference to their working days if they get good information, and make the right decision for their feet." – Simon Shorland

## Choosing gumboots is an important decision, given that dairy farmers spend most of their days on their feet in them – usually on concrete.

Yet, it is often a decision made quickly as they run quickly through their local merchant store with their arms full of a hundred other things.

Daviesway's Simon Shorland has been working in the dairy service industry for 35 years – almost 20 of them with Daviesway. He has a deep knowledge of gumboots with the Australian-owned family business, and can cover 3000 kilometres in a week helping farmers with their buying decisions.

#### **BEWARE THE ILL-INFORMED BUY**

And, while some may think a gumboot is "just a gumboot", Simon politely disagrees.

"It always amazes me that people don't mind spending more than \$500 on a well-known brand of boots that they might wear half a dozen times – which aren't that comfortable," Simon said.

"But they don't want to spend around \$160 on a pair of quality gumboots, that they're in every day for long hours. "For how much dairy farmers are on their feet and the conditions they work in, I think their gumboot choice is really important."

Gumboots are a subject close to Simon's heart, and he is passionate about the choices in the Skellerup range, which are manufactured by the New Zealand company.

Handmade from 100% natural rubber, Skellerup's team has designed a range that is dedicated to the Australasian dairy industry. Choices include designs that have specific applications for specific uses. Getting the right advice is a conversation worth having, he said.

The premium all-round gumboot for dairying is undoubtedly the Quatro. Simon said once dairy farmers push their feet into the "Rolls Royce of the gumboot world", they rarely want any other gumboot.

The Quatro has been made for comfort and performance, featuring thermal properties – among other qualities – with a unique ankle-locking feature that negates heel slip.

#### VICTORIAN DAIRYMAN'S DREAM BOOT

Victorian dairyman Dean Malcolm always struggled to wear gumboots. With little natural padding on his feet, he said before finding the Quatro he'd never had a gumboot he could cope with wearing for long periods.

"My feet aren't great, and Quatros are the best gumboots I've ever worn. Without question," Dean said. "Normally I can't spend more than a couple of hours in gumboots, but I could happily wear these for most of the day. The cushioning is phenomenal.

"For me, they aren't heavy, and if you walk in mud, they don't come off your feet. They fit really snugly, but not tight; it's a great hold.

"But the big thing is the cushioning, the comfort, and the fact that I can wear them doing whatever I'm doing – because they're not just a gumboot for the dairy."

Would he ever change from the Quatro to another model or brand? "Never."



#### Get real, get rubber.



#### **BEST USED FOR – ALL JOBS**

This is for the most discerning shopper. For warmth and comfort, the knee-height gumboot includes an insulated lining, just under 1/6 inch (4 millimetres) thick, and is ergonomically designed to give additional support around the foot and heel.

This gumboot is much lighter than its photo suggests and is also highly abrasion-resistant, having a cupped rubber outsole with tapered mud-release cleats. Its moulded sole (which is pre-moulded before it goes on to the uncured boot) gives a better level of wear resistance, particularly if the wearer is standing on concrete all day.

The slight push to get into this gumboot is worth it for the ankle support, heel hold (giving great grip in the mud) and sublime comfort. It also features a signature rubber ribbing across the top of the foot and a hardened toe for extra protection. It has a podiatrist-inspired removable inner sole, with built-in arch and heel support, a soft cushioned rubber midsole, and a custom-fitted elasticised top bind.

This range comes in a 16-inch (406mm) thermal length, and a cool version for summer that has a cooling polyester inner leg lining instead of thermal. There is a 13-inch (330mm) shorter version of both.

## CLUTHA



PERTH

#### **BEST USED FOR – IRRIGATORS OR FOR PADDOCK WORK**

The Clutha is extremely popular with dairy farmers for its light-weight design and natural rubber and cotton properties. However, Simon said if you are spending all day in them on concrete in the dairy, you are not truly making the most of this gumboot.

The 100% rubber boot features a 100% cotton canvas lining and in-built foam cushion innersole. It also has a kick-off lug and non-clog cleated sole. The Clutha is one of Skellerup's biggest sellers.

"They were designed for use in the irrigation industry," Simon said. "When the rice industry was big, that was basically the only gumboot they'd buy, because it's lighter and you don't sweat in them because of the cotton lining and the rubber.

"The mud doesn't cling to the bottom of the tread, because it's designed that way. And, they often get used in the dairy because they're light – but I don't believe this is the best recommendation for this boot.

"They have a lighter sole than other gumboots in the range and they wear quickly on concrete floors once the tread wears. People who understand them, buy them because of the quality and comfort."



#### **BEST USED FOR – HEAVIER, WET COUNTRY**

Built to Skellerup's specifications for more than 55 years, this timeless gumboot has multiple layers of rubber, bonded to hard-wearing 100% cotton canvas lining.

It also includes a 1/5 inch (5mm) thick genuine rubber sponge insole for additional comfort, rear kick-off lugs, a rubber toe cap, a non-clog cleated sole for grip and a built-in foam cushion innersole.

*"People who buy the Perth gumboots, love them,"* Simon said. *"I'd recommend them for heavy, wet country. They have an* 

extra layer of rubber on them, giving them three layers."





#### **BEST USED FOR – FARM BIKES**

This rubber boot features 100% cotton canvas lining. A feature is the rubber ribbed band across the top of the foot, which is also around the ankle for additional protection and wear resistance on the farm bike.

It is knee-high with a heavy-duty, removable, cushioned polyurethane inner sole with built-in arch support, and a moulded and thicker tractor-tread outsole for additional grip in the field and (again) superior wear on concrete surfaces.





## Doctor Dasco THREE WAYS TO DESTROY A DAIRY COW

### MALNUTRITION

I don't want to alarm everyone, but the statistics are alarming. As I see it, there are three ways to destroy a cow:



CHRONIC MASTITIS

Given the science, I have no hesitation in saying that it's possible to kill a cow in three months using worn or incorrect liners, teamed with poor hygiene.

#### HOW?

The liner is the interface between the milking machine and the cow. SANDPAPER ON SOFT TISSUE

As that liner ages, it accumulates milk and chemical residues, which are embedded in the liner-contact surfaces.

These calcium and phosphorus-based deposits cause a roughened milk-stone surface. It's essentially like rubbing sandpaper on the teat.

And, studies have proven that all that nasty friction happens 40-60 millimetres from the bottom of the mouthpiece – where the teat ends touch the liner.

All this transforms that initial safe, low-friction virgin liner surface into a threat for every cow in the herd.

There are also dimensional changes in the rubber over time – resulting from creep and relaxation of the material and the structure. The barrel is typically more than 3% longer after 2500 milkings.

The shape of the liner does change over time, because the liner has to buckle, and then bend and close to do its job. It's under tension its entire life, and there are natural and expected consequences to that. The danger for your herd is if you choose to ignore that reality.

#### THE COST

Multiple studies prove if you're using old liners on fresh cows, the damage to their teat ends start immediately, it throttles peak production, and it is putting the cow's life at risk, whether from mastitis or another health challenge coming in on the back of it.

Old liners on fresh cows have a 10-20% negative impact on production – often resulting in premature culling. In high-production herds, the first clue that there is a problem with your liners will be a somatic cell count (SCC) spike. The fall in production follows immediately.



Suffice it to say: changing your liners every 2500 milkings is one of the industry's biggest no-brainers for me. Because it is, without question, your single, biggest defence against SCC, and teat-end damage.

And, the quickest way to ruin a cow is to delay it.

Afterall, we change our car tyres regularly, so I urge you to take the same approach with your liners.



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#### **9 WAYS TO GET THE BEST OUT OF YOUR LINER**

- 1. Make sure the liner tailpiece is the right size for your claw.
- 2. Check the shells and claws for sharp edges. Sharp claws may cause impact damage on the short milk tube. Use emery paper to take off any sharp edges.
- 3. Always remove the liner from the jetters after cleaning, otherwise you'll get mouthpiece distortion. (It also lets air circulate through the system.)
- **4.** When fitting the liner in the shell, ensure the indicator markers are aligned so the liner isn't twisted in the barrel.
- **5.** Clean with approved chemicals as per manufacturers' instructions and use water at the recommended temperature.
- 6. A rinse additive in the first rinse post milking with water that is blood temperature will remove 98% of all milk solids in the plant.
- **7.** Release the liner tension in the shell at the end of the season if the liners 2500 milkings is not up.
- 8. The sun and ozone has an effect on rubber, protect your liners as much as possible.
- 9. Change your liners after 2500 milkings.

Liner Replacement Table - Calculated in milking days												
Herd Size		200	300	400	500	600	700	800	900	1000	1100	1200
Number of Clusters	15	94	63	47	38	31	27	23	21	19	17	16
	20	125	83	63	50	42	36	31	28	25	23	21
	25	156	104	78	63	52	45	39	35	31	28	26
	30	188	125	94	75	63	54	47	42	38	34	31
	35	219	146	109	88	73	63	55	49	44	40	36
	40	250	167	125	100	83	71	63	56	50	45	42
	45	281	188	141	113	94	80	70	63	56	51	47
	50	313	208	156	125	104	89	78	69	63	57	52
	55	344	229	172	138	115	98	86	76	69	63	57
	60	375	250	188	150	125	107	94	83	75	68	63
	65	406	271	203	163	135	116	102	90	81	74	68
	70	438	292	219	175	146	125	109	97	88	80	73
	75	469	313	234	188	156	134	117	104	94	85	78
	80	500	333	250	200	167	143	125	111	100	91	83

#### Example

200 (cows) x 2 (milkings) = 400 divided by 20 (clusters) = 20 (milkings per liner per day).

2500 milkings divided by 20 (milkings per liner per day)

= 125 (days recommended liner life) or 6 months.



## DID YOU KNOW THE MASTERBLASTER USES UP TO 30% LESS WATER?

The Master Blaster nozzle from Skellerup uses up to 30% less water than comparable nozzles on the market - delivering an impressive 450L per minute. Made from hard-wearing nylon, it features an easy to use non-slip grip and the impact-resistant head can take the knocks.

Reduce your water usage and discover the cost-saving benefits today!

For more information – daviesway.com.au or call 1800 666 269







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