



## We've Moo'ved...

### ...at AgriScot

This year you will find us next to the main showing ring on Stand 120 in the Highland Hall. With a new location and larger stand we will have a range of products on show including our new herd management system CowView – which is a finalist in the New Product Award at the show. CowView enables you to find a specific cow on your PC or mobile device 24 hours a day as well as monitor individual cow's health and more.



Find out about CowView at AgriScot. We look forward to seeing all new and existing customers at the show.

## Supporting the local Young Farmers

DairyFlow is committed to supporting the community and especially Young Farmers and this year we sponsored Crossroads YFC in their 75th Anniversary year. Here they are wearing the new rugby shirts with our logo embroidered on the front.



- 01563 532111
- info.dairyflow.uk@gea.com
- www.dairyflow.co.uk
- @dairyflow
- youtube.com/dairyflow

## Mlone is coming to Scotland



Our first Mlone automatic milking system will soon be arriving at West Newton Farm in Strathaven. Work is well under way on the new shed which will house 1 x 3 box and 1 x 2 box Mlone system totalling five boxes which will potentially allow 250 cows to be milked through the system. The shed will also feature our M2M cubicles, Houle Xpress 4ft & 2ft roller separator, SRone robotic scraper, TCool bulk milk tank and M-Brush cow brushes making it our first Total Solutions farm in Scotland.

Follow us on twitter @DairyFlow for the latest updates.

## Interested in robots?

Find out more about what's available from GEA Farm Technologies at [www.automaticmilking.co.uk](http://www.automaticmilking.co.uk).

Follow the progress on all Mlone installations across the UK plus read useful articles on planning for robots and the likely benefits of automation on the farm.

## New 40 point rotary at Shotlinn Farm, Strathaven



Father and son team Johnny and Alan Mackie milk 280 Holstein cows at Shotlinn Farm just outside Strathaven. The herd was being milked through a 20/20 Westfalia Surge Metatron 12 parlour which had served them well for 17 years however milking was taking nearly six hours each end of the day and stress levels were running high for both the cows and operators.

Something had to give so it was decided that an investment in the shape of a GEA 40 Point AutoRotor PerFormer external rotary parlour was needed, complete with milk meters, sampling, auto identification, heat activity monitoring, segregation gate

and 15,000 litre TCool bulk milk tank with ExtraHeat heat recovery system.

This is all featured in a new shed 70ft wide by 105ft long which incorporates the collecting area complete with automatic backing gate. The rotary was milked in on 30th July and cows took to it incredibly quickly and made it quite clear that they were more than happy with their new system.

“They weren’t the only ones” says Johnny Mackie. “We are delighted with our new parlour and overall system, it has cut milking time from nearly 6 hours to 1 hour 40 minutes. We have our lives back and are seeing huge benefits

with the new parlour and all the automation which gives us precise information and detail on every cow in the herd.

“Yes it was a big investment for us but the quality of the GEA equipment is clear and our old parlour had served us very well and definitely didn’t owe us anything. DairyFlow has always looked after us and the installation went like clockwork, a big credit to the engineers involved.”

This investment has evidently changed the Mackie’s way of life by improving milking time, cow health and overall herd management and will serve them well for many years to come.

## Light up and save with LEDs

LED Lights use 70% less energy than conventional lights, and can be dimmed when there is plenty of natural daylight to save even more energy.

By replacing a typical 400W sodium light with an equivalent LED light which is on for 16 hours a day we estimate you will save around £170 per year PER LIGHT in electricity at current rates.

### No maintenance costs

The lights burn for up to 60,000 hours - that is nearly 14 years before they need to be changed if you use them 12 hours a day. They are IP66 rated and are vibration and shock proof so once installed, they need no on-going maintenance.

The lights are manufactured in the UK and come with a ten year warranty. They are already being used successfully in dairy farms across mainland Europe and North America. Dairyflow now have five systems in operation in Scotland.

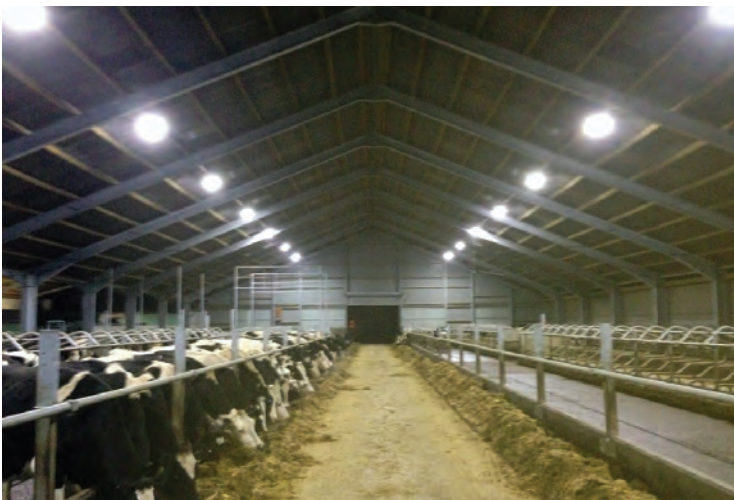
Our lights have unique thermal and power management systems plus a special coating to ensure that they operate efficiently in an agricultural environment and do not get too hot. Without this, the LED can quickly dim or fail completely. Many LED lights on the market are designed for clean environments and any warranty may not be valid for agricultural use.

### We can produce you a computer model showing:

- how many lights you will need for optimum performance
- where they should be placed
- the energy saving you can expect.

### Find out more

We offer a range of AniLED lighting. Contact Scott Baird on 07793 245502 for more information.



Above: LED lighting system installed at Mochrum Farm, Maybole

## VoD Special Offer

**£500 off**  
until December 2013



VoD EnergySaver supplies vacuum on demand so only generates as much vacuum as you actually need. A frequency controller fitted to the vacuum pump motor samples the vacuum level and regulates the speed of the vacuum pump accordingly, thus saving money.

### Benefits

- Saves up to 80% on your energy costs\*
- Reduces wear and tear on your vacuum pump
- Reduces vacuum noise
- Benefits the environment
- Upgrade packages available.



\* subject to 3ph electricity and current usage conditions

### Find out more

To discover how VoD could reduce costs on your farm, call Scott Baird on 07793 245502

## Winter teat dip offer

With the demand for iodine outweighing supply therefore increasing prices we offer a range of lactic acid teat dips, sprays and foams from Agrosolve as an alternative without compromising on quality.

Formulated with enhanced lactic acid which offers superior disinfection and skin conditioning Lactodip and Lactospray All-Ways are proven to have an efficiency that is at least as good as Agrosolve's premium iodine and chlorhexidine dips, so there is absolutely no compromise on quality.



Lactospray All-Ways is also suitable for use before and/or after milking as a spray, dip or foam, making it unique in the market place.

**SPECIAL OFFER –**  
Lactodip 200L only £330.00 until November 30th – ask Jamie for free sample.

For information on any of our dairy hygiene products, or support and advice to improve herd health contact our specialist Jamie Lindsay on 07714772330

## Wipe away excessive costs with Dermatex reusable udder cloths

Want to save money on your pre-milking routine without compromising on quality? Then why not replace your disposable single service paper towels with the economical and re-useable Dermatex udder cloth system. For use before milking to disinfect and clean the cow's teats one cloth will last approximately 10 months depending on farm conditions, making it more economical than using single service paper towels.



What farmers are saying:



*John Young from Mosshead Farm at Craigie said "I like the cloths because they are easy to use and save me time while keeping my bactoscan in single figures and cell count low."*

## Minimise environmental mastitis this winter with ZorbiSan Active

Cow bedding is the perfect breeding ground for environmental mastitis causing bacteria such as Strep. uberis, Klebsiella and E. coli. ZorbiSan Active absorbs the moisture from manure and urine ensuring that the cubicles are dry and sanitised making the area an unsuitable environment for mastitis causing bacteria to live and breed.



Using a good quality bedding conditioner such as ZorbiSan Active also has other positive effects which can result in better quality milk such as reducing microbial levels in bedding, cost and time savings and cleaner cows with cleaner teats.



**SPECIAL OFFER -** Claim your free GEA Farm Technologies fleece when you order a pallet of ZorbiSan Active from DairyFlow.