



GROWTH THROUGH INNOVATION

## SMALL HERD, BIG RESULTS



Farm manager Kerry Waters &amp; owner Grant Allen

**Grant Allen**  
(owner)

**Kerry Waters**  
(farm manager)



**Location:** Waitara, Taranaki [44-bail rotary]

**Stock numbers:** 300 cows

**Farm size:** 110 ha effective

**DTS Herd-Man system:** Auto Drafting /  
In-bail Identification / In-line Sensors /  
Large Display Screen / Pullcord + Keypad

**The 350-cow herd that Kerry Waters manages might be small by some people's standards, but he's getting big production results using a DTS Herd-Man Rotary Sensor system to help monitor cows and analyse their performance.**

Kerry has managed the 110 ha effective Waitara dairy farm owned by Grant Allen for the past 14 years.

Seven years ago they put in a 44-bail rotary and got all the cows tagged with electronic identification (EID) tags. Three years later they installed the DTS In-shed Automation and Monitoring system, Herd-Man.

Monitoring helps Kerry keep a close eye on his high-producing cows, which peaked at 35 litres a day last season. This has reduced some on-farm costs, including vet and herd testing. "The DTS Herd-Man technology is an asset – it'll support your farm management," he says.

Each milking the system notes a cow's tag as it enters a bail, recording the

time. In-line sensors monitor individual cow yield, mastitis indications, plant cleaning and plant efficiency, then send the information to the online herd management tool, Herd-Man. A three-way auto drafter is also linked in.

By the time the after-milking washing up is done, collected information is available online on Herd-Man, which Kerry spends about 15 minutes running through on a computer at the shed. "It's a chance to make sure I'm happy with everything."

**"The Herd-Man online management tool is very user-friendly – you don't have to be an expert to use it."**

"In-shed Monitoring helps hugely with early detection of ill-health", Kerry says. The in-line sensors have helped him achieve a significant decline in somatic cell counts, for example, from around 250,000 to consistently under 130,000.

The system also makes seasonal management tasks easier. Kerry uses

Herd-Man to analyse each cow's long-term performance before end-of-season culling. He sorts animals into peer groupings, and graphs make it easy to see which are consistently performing well and keeping healthy. This analysis has driven a steady growth in herd milk production.

The Pullcord and Keypad are both linked to Herd-Man's online database, so if Kerry uses either to draft out animals they can be automatically added to a group. "You don't even have to count them, it'll all be on the computer," he says.

"The Herd-Man online management tool is very user-friendly – you don't have to be an expert to use it." He's happy with the back-up support from the DTS team.

"We've styled the way we use the DTS technology for our farm. This way we make the best use of the resources we've got, because we are in the business of farming for profit."