

# CASE STUDY – ARATIATIA

## FARM INFORMATION

### Operators:

Paul and Juanita Marshall

### Location:

Aratiatia Dairies runs over two properties in Southland

### Size:

1400 cows with their contract sharemilkers

By living FarmTune, the Aratiatia Dairies team have been able to transform their operation. "FarmTune is massively powerful. Every day we strive to take waste out of the business".

Paul Marshall, Aratiatia Dairies



Aratiatia Dairies implemented FarmTune 3 years ago and its impact on the operation has been immense. Every facet of the business has been current and future state process mapped. For Paul, FarmTune reminds him every day that LEAN is about taking waste out of the business; "It's a cultural change, to lock in LEAN you have to live it until it becomes second nature. There's always opportunities for improvement"

Paul is also a fan of the FarmTune programme format: "It's massively important to have the programme run over an extended period. Yes, you need a "FarmTune" champion within the business, but the way the programme is structured, change is driven by opportunities for improvement from the staff. That's how the programme grows staff engagement"

Key on-farm gains Aratiatia Dairies have been able to make through their implementation of FarmTune include:

#### Staff Engagement

- FarmTune empowers staff to make a difference, be listened to and to drive improvements. Process maps are the training modules used to educate new staff. They become our manual - "this is how we do it" - we're all on the same page.

#### Milking Efficiency Gains

- Each milking time reduced by 30mins through improved cow flow
- Shed power and maintenance costs reduced through improved milking times
- Increased milk production through less cow on concrete time

#### Increased Six Week in Calf Rates

- Raised from 68% to 79% in 3 years
- Increased number of cow days in milk through aggressive use of short gestation length semen.

#### Fodder Beet Gains

- Increased yield from 22T/hectare dry matter to 40T through narrowing drill row spacing

Aratiatia has also improved their time utilisation by adopting the 6S approach to tool storage and workspace organisation. "I'm a messy bastard" says Paul, "So having everything in its place and ready to go is a great time saver. Our key plant is covered by Standard Operation Procedures, preventatively maintained and with the staff fully trained to operate."

From a governance perspective FarmTune has provided Paul and Juanita the peace of mind and security they need being one step removed. "Knowing what's going on in the business and what to do about it is an essential pillar in our governance structure". Their reporting systems and processes ensure their contract milkers can inform Paul and Juanita on all farm aspects from milk volumes to staff house maintenance. "We know very quickly if the operation is going off the rails" says Paul.

To find out more, or to register your interest in the next FarmTune series of workshops visit [www.dairynz.co.nz/farmtune](http://www.dairynz.co.nz/farmtune)

Take waste out of your business, empower your staff and grow your bottom line with FarmTune, the LEAN Management Programme for Dairy Farmers.

## WHAT TO EXPECT

Built on the principles of LEAN FarmTune is proven system developed by DairyNZ for farmers that gives you the tools to learn how to:

- Sharpen Your Operation
- Find the Opportunities
- Identify and Eliminate Waste
- Improve Health and Safety
- Streamline Milking Times
- Eliminate Frustration
- Engage and Empower Your Team
- Improve Team Communication

FarmTune courses are delivered by trained and accredited FarmTune consultants. The workshops engage you and your farm team to practically learn and implement LEAN farm management.

To find out more, or to register your interest in the next FarmTune series of workshops visit [www.dairynz/farmtune](http://www.dairynz/farmtune), or contact your local FarmTune consultant.

## PROGRAMME OVERVIEW

Over a 3 month programme of 7 half day workshops your farm team will learn:

### WORKSHOP 1: FINDING THE OPPORTUNITY (OFI)

- Introduction to LEAN Thinking
- Establish the Why?
- Waste
- Value Stream Mapping
- Identifying Opportunities
- Toolbox Meetings

### WORKSHOP 2: PROBLEM SOLVING

- OFI Management
- Defining the Problem
- Identifying Root Cause
- People Problems
- Prioritising OFI

### WORKSHOPS 3 AND 4: IMPLEMENTING SOLUTIONS

- Value Adding Solutions
- Future State VSM
- Checkpoints and Checklists
- Standard Operating Procedures
- Visual Controls
- Process Controls Summary

### WORKSHOPS 5 AND 6: EMBEDDING THE BEHAVIOURS

- Workplace Solutions
- 6S Planning
- 6S Implementation
- 6S Audit

### WORKSHOP 7: SUSTAINING PROGRESS

- Continuous Improvement Culture
- Roll Out Plan
- 6S Audits
- Toolbox Meetings

## LOCAL CONSULTANT

PeopleMAD

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[www.dairynz.co.nz/farmtune](http://www.dairynz.co.nz/farmtune)

