

ISSUE
Spring

T H WHITE DAIRY

Dairy Digest.



With the dawn of 2025, we're officially a quarter of the way through the 21st century. Can you believe it?

At T H WHITE, we're proud to stand beside British farmers, just as we have for the past 190 years. Through decades of innovation, resilience, and partnership, we remain steadfast in our commitment to providing everything you need to fulfil your vital role feeding the nation.

In this spring issue of Dairy Digest, we feature the latest innovations and practical solutions to power your farm's success. Explore DeLaval's cutting-edge sprayable barrier TITAN, the revolutionary Eanza cluster, and robust fencing options. Dive into our wide selection of in-stock machinery, including the iconic Manitou, the original telehandler. And that's just the beginning—inside, you'll find compelling stories, essential workwear, large and small machinery, and much more.

Here's to another season of working together to keep farming thriving and Britain fed!



Titan™
DeLaval's first
sprayable barrier



**Robots love it.
Cows love it.
You'll love it.**

Use biocides safely. Always read the label and product information before use.

DeLaval has introduced Titan™, a game-changing teat disinfectant for automated spray systems that combines the convenience of a spray application with film-forming protection. This is an exciting development for the dairy industry, as Titan is DeLaval's first teat spray to use this advanced technology, and one of the first of its kind on the market.

Titan represents a significant advancement in udder health management. Its innovative film-forming technology creates a barrier film on the teats, helping to protect against environmental pathogens like *S. uberis* and *E. coli* – prevalent causes of mastitis. Delivered in an easy-to-use spray format, this advanced barrier offers longer-lasting physical protection compared to most other sprays, helping to maintain optimal udder health and reduce the risk of contamination.

By enhancing udder health, Titan helps to not only improve milk production and quality but also promotes animal welfare, which ultimately boosts herd performance and farm profitability.

Nicky Oelbrandt, Cluster Europe, the Middle East, and Africa (EMEA) Lead for Udder Health Solutions, DeLaval, highlights the significance of Titan:

“This product is engineered to meet the demands of modern dairy operations. The spray enables quick application while ensuring even distribution across the teat surface, thereby maximising the effectiveness of protection. Until now, most teat sprays used in robots have been short-acting contact sprays that do not provide a long-lasting physical barrier.

It is this unique combination of a barrier and spray functionality that sets this product apart. By providing extended protection, Titan not only helps support better herd health but also aids in enhancing overall productivity. Our slogan captures its essence”:

**Robots love it
Cows love it
You'll love it**

Nathalie Albrecht, Product Manager for Udder Health Solutions, Milk Quality and Animal Health, Market Area EMEA, DeLaval, adds: “Titan underscores DeLaval's commitment to developing reliable tools for controlling udder infection causing pathogens. After extensive research and development, Titan has proven its effectiveness with automatic spray systems, including the DeLaval VMST™ milking robot and the DeLaval teat spray robot (TSR) systems. It addresses the crucial need for effective post-milking protection. We look forward to seeing the positive impact Titan will have on dairy farms globally.”

Titan has already been tested and approved by various farms across Europe. Feedback from users highlights its excellent coverage, economical use, and effectiveness in reducing somatic cell counts.

Anki and Magnus Sandin from Isakgården Holstein in Älvsbyn, Sweden, who manage a dairy farm with 135 cows, share their experience: “We have tried a lot of different sprays. We were struggling with a high cell count of 226,000. Our DeLaval technician advised us to use Titan, and after three weeks, our cell count dropped to 150,000!”



Titan Sprayable Barrier

NPE free

Approved for use with DeLaval VMS™ V300 and Teat Spray Robot TSR

Give your cows the ultimate barrier protection between milkings with Titan sprayable barrier teat dip. Bright green colour provides a highly visible barrier against bacteria and yeast with long lasting protection for up to 13 hours. The fast drying time combined with barrier technology makes Titan a great option for farms with challenging environmental conditions.

Customer Testimonial

Mr Tim Jeynes – Milking 120 cows 2 DeLaval V300

- Positive experience for the farmer
- 50% reduction in bactoscans by end of trial

“I genuinely think that Titan is a very good product. We’ve had very little mastitis cases since being on it, less than we had before. Our bactoscans have gone from averaging 20 to 10, so halved. I am very keen to stay on the product as soon as it comes to the market.”



DeLaval parlour cleaner

This strongly foaming acid descaler is designed for use in open-plant cleaning on farms and should be applied with a foam lance. It is recommended for periodic removal of milk stone and hard water scale from external surfaces in the milking parlour and milk room.

£37.47 plus VAT for 5 litres - 741007712



Ocean Blu teat dip

OceanBlu™ barrier (EU)

Persistent, high-quality barrier, providing excellent physical and chemical protection. Good teat coverage and skin penetration, resulting in very good skin conditioning. Distinctive, bright-blue colour, visibly protecting your entire herd, by using food grade colour agents.

The key to OceanBlu™ barrier is a lovely vibrant blue colour combined with DeLaval’s Barrier Technology.

This results in a long-lasting persistent blue film, protecting cows’ teats in between milkings.

£88.32 plus Vat for 20 Litres - 741006284



DeLaval milking apron

One size

Robust and comfortable
100% waterproof
PVC material with welded seams
Easy to clean

This long, practical milking apron for parlour milking is made of waterproof PVC and stays flexible and comfortable even in cold conditions.

*NB - Parlour Operative not included

£36.56 plus VAT - 2150021187



Gloves

DeLaval powder free nitrile milking gloves

These comfortable, strong, powder-free milking gloves are easy to put on and kind to the skin. Maintains hygiene and resists fat, oil and solvents, keeping hands cool and dry.

£15.40 plus Vat for box of 100 - 85961911



For more than 190 years, T H WHITE has been a partner to British dairy farmers, offering not only advanced milking systems but also expert advice on slurry handling, cooling and ventilation systems, bulk milk tanks, feed storage solutions, and more.

Our team of specialist engineers ensures your equipment remains in peak condition with service contracts, preventive maintenance, and responsive breakdown support; and our technicians are trained with DeLaval to maintain and service both parlour and robotic milking dairy farms.

Robotic technicians are trained to silver level, supporting many farms from coast to coast in the UK. The team is experienced, with over 30 years of combined robotics knowledge. Our parlour team, although also trained with DeLaval can repair and work with any type of parlour, no matter how old or new. Regardless of the farming operation you have our technicians are qualified to keep you milking.

When you call T H WHITE Dairy Service

Your call goes through to our service hub which offers a friendly voice 24 hours a day, every day of the year. The hub coordinator allocates your request to the nearest available technician to get you up and running. Specialist parlour technicians are then contacted with your issue to support your farming operation. Where VMS units are concerned – our technicians can even dial directly into a VMS robot remotely to find and fix the fault and get you milking again without the need for an on site engineer.

During a call out

If you need a farm visit, your nearest experienced technician will arrive on farm in one of our mobile dairy service vehicles, which are fully equipped with all parts and sundries needed for services, repairs and breakdowns.

Each van is satellite tracked and monitored for efficient travel times and reduced breakdowns. The tracking means we can divert the van closest to you when you place your call to save precious time getting an engineer on site.

Our training

T H WHITE trains dairy apprentices straight from college or school, and each apprentice starts their technical journey with a refrigeration course for bulk tanks. This gives them the learning to become a refrigeration technician and offers a thorough grounding in dairy electrics and milk storage. Each technician can then pursue a specialist course that best fits their interests and abilities, with some choosing to progress into parlours and

some towards robotic milking. They go on to be trained with DeLaval managed dairy training to Silver Level. We support you 24/7 365 days a year, and we pride ourselves on assisting with every call that comes in and can often fix the fault over the phone. With T H WHITE and DeLaval, you can trust in innovation, reliability, and exceptional service to support your dairy operation.

Call our dairy hub today to ask about dairy service on 07860 449 086.



JEYNES FARM SEEING ROBOT MILKING IN ACTION

A damp, chilly April morning saw well over 60 dairy farmers from around 40 farms arrive at the Jeynes family farm to see the V300 milking robots in action. The Jeynes family have installed two of the latest milking robots from DeLaval and are so pleased with the results of the machines, they are adapting another barn to house a 3rd robot.

The DeLaval VMS's three dimensional camera connects to the cow faster and more efficiently than other milking robots, allowing an easier, more relaxed throughput.

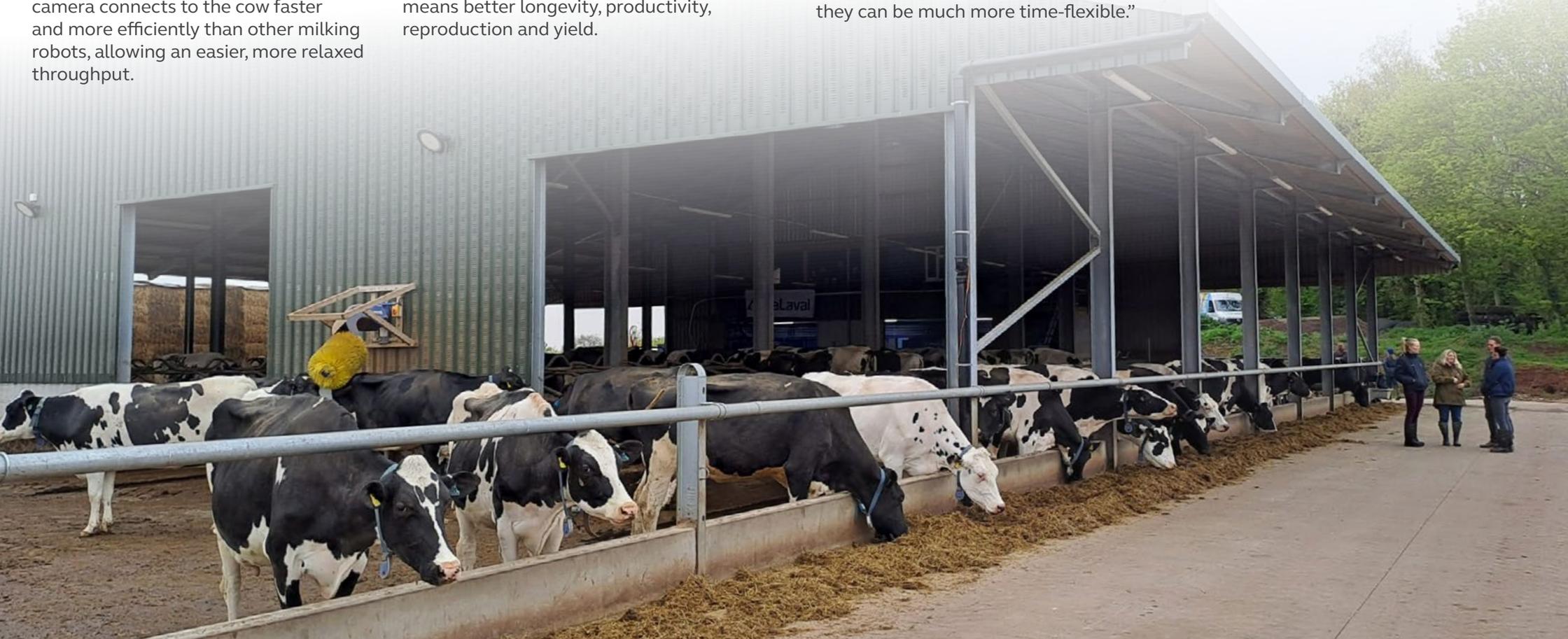
A smooth and quiet action makes the VMS series a positive experience for cows and for workers; and without the need to spend 8 to 10 hours a day milking, farmers and staff now have the freedom to be more productive on other tasks that benefit farm profitability.

The VMS range is also a true voluntary milking system that works with nature to foster healthier, calmer cows, which means better longevity, productivity, reproduction and yield.

With a dedicated preparation cup and four ICAR approved milk meters (one for each teat), the vacuum, pulsation and take off are adjusted automatically for each teat, resulting in superior udder health.

Chris Newey, T H WHITE Dairy Sales Manager said "Staffing issues are something we all struggle with in dairy and these robots really help with that. In fact, farmers tell us that with a robot, they can be much more time-flexible."

A huge thank you to the Jeynes family for hosting this interactive day. We at T H WHITE are delighted with the response from our dairy customers to learn more about this new technology, and believe the DeLaval VMS series offers the most advanced robotic milking on the market. Please talk to your Dairy sales rep or Mobile Shop rep for more information on the full DeLaval robotic range and other ways in which we can support your Dairy farming operation.



EVANZA™ CLUSTER

THE FUTURE OF MILKING IS HERE!

The DeLaval Evanza™ milking cluster is not only faster; It is better for your cows, your employees and the bottom line for your entire operation. It is simply our most innovative milking cluster yet!

Why is it better?

- More milk, better udder health with less labour required
- Less than 1 minute to exchange 4 cartridges
- Up to 7% shorter milking time*
- x4 lifetime of short milk tube*
- Up to 9.3% higher milk flow
- x2 lifetime of cartridge*
- Up to 58% shorter service time
- Up to 92% improvement in teat condition scoring
- Up to 83% less slip*

Data from Kiel university study. Results may vary and are not guaranteed.

* Data from our pilot farms, not contractual. Fast exchange of cartridge and short milktube.



The DeLaval Clover™ Cartridge with built-in teatcup introduces the teatcup liner into the milking cluster in a fraction of the time.

The replacement of four cartridges takes less than a minute.

Even the short milk hose can be easily changed with a bayonet lock - this saves you valuable working time and costs DeLaval TopFlow™

DeLaval Clover™ cartridge

Increased milking performance

Ground-breaking cartridge construction with incorporated DeLaval Clover™ design for increased milking performance and lifetime.

Less air bubbles and shorter milking time
The unrivalled DeLaval TopFlow™ technology can handle the highest milk flows and supports good udder health.



In our test farms we were able to reduce the milking time by up to 7% and the number of air ingresses by up to 83%.

The milking cluster is also lighter and well balanced. The special grip zones support a light and ergonomic attachment of the milking cluster.

FIVE MILLION COWS CAN'T BE WRONG

The first swinging cow brush was launched in 2003, and today, over 100,000 of them are making life better for cows in more than 80 countries.

Sophie and Christopher Lode, owners of the Basse Moriere Farm in France, own the 100,000th DeLaval brush. "We chose our DeLaval brush primarily for the comfort it provides the cows. It's also the one we know the best – the one we see most on farms," said Christopher Lode.

Brushes are designed to improve cow health, comfort and welfare, and scientific studies show regular brushing can help to increase milk production* Schukken and Young. Field Study on milk production and mastitis effect of the DeLaval Swinging Cow Brush. 2009. from Cornell University, USA



REVITALISE YOUR SWINGING COW BRUSH FOR A FRACTION OF THE PRICE OF A NEW ONE



Cow brush - replacement brush

Did you know you can buy replacement brush heads for the DeLaval SCB? GRAB ONE NOW and save time and money. Replacement cylinders are just £214.45 plus VAT. Replace the brush cylinder regularly to ensure great brushing and the happiest, most productive cows!



Stock up on your stock fencing essentials with Gallagher

With a support network throughout the UK, Europe and the world, international manufacturer Gallagher is the market leader in electric fencing. We have a full range of fence energisers, battery packs, fence wire and posts.

Gallagher Battery duopack

Powerpack battery duo pack (9V, 175Ah)
Suitable for all 9V fence energisers
Higher power output and longer life than saline batteries A mercury-free, environmentally-friendly alkaline battery.

£79.99 plus VAT - 65073



Gallagher insulator bucket

Insulator bucket promo pack of 175 insulators

£33.33 plus VAT - 079537



Gallagher Econo reel

- Econo reel (500 meters)
- Ergonomic design with sturdy hand grip
- Holds 500m Vidoflex, 200m tape or 200m cord
- Comes with blocking catch
- NB Does not come with wire

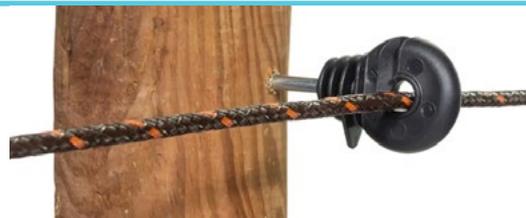
£41.66 plus VAT - 046167



Gallagher insulator pack

Insulator promo pack of 100 insulators

£16.66 plus VAT - 071074



Gallagher Solar Energizer

Gallagher S16 solar fence energiser incl. battery (6 V - 4 ah)

- Works for 3 weeks without direct sunlight
- Super-strong, drop-proof, waterproof housing
- Quick and easy to install
- Built-in lightning protection
- Capable to power through the harshest winters

£186.67 plus VAT - 341316

W L COLLINS & SON: “POCKET ROCKET” MANITOU MLT635

At W L Collins & Son, farming is more than just a way of life; it’s a legacy that has been nurtured for generations. With a century-long relationship with T H WHITE, this family-owned farm in the heart of the Wiltshire countryside is a testament to the enduring spirit of farming. We had the pleasure of speaking to Tom Collins, partner of this diverse agricultural enterprise.

From Traditional Roots to Diverse Endeavors

W L Collins & Son, situated in the idyllic Wiltshire countryside,

has continually evolved to meet the demands of modern agriculture. What began as a modest family farm has diversified into a thriving mixed enterprise that encompasses, arable farming, pig farming, cattle rearing, a children’s nursery school, office and cottage lets.

Amid this dynamic landscape, the Manitou telehandlers supplied by T H WHITE have become integral to daily operations. The farm currently owns and operates three Manitou telehandlers, all of which were acquired from long time partner, T H WHITE.



Pocket Rocket Manitou continued...

Among these, the Manitou MLT635 telehandler shines as the farm’s main workhorse.

**The MLT635:
A Pocket Rocket Powerhouse**

Described as a “pocket rocket” and “powerhouse of a machine” by Tom himself, the Manitou MLT635 offers a combination of power and versatility thanks to a 130HP engine and compact dimensions. The MLT635 is a versatile tool used for a wide range of applications. Its agility and great 360 degree visibility allow it to navigate tight spaces, ideal for use within older farm buildings, simplifying tasks like mucking out cattle sheds.

The 3.5 ton lift capacity and 6 meter reach of the MLT635 however, makes stacking straw, loading grain lorries and conducting maintenance tasks around the farm a breeze. Tom emphasizes that the MLT635 “can turn its hand to any application we need it for,” a testament to its adaptability and reliability.

A Partner in T H WHITE

With a century old partnership, Tom emphasizes the exceptional support provided by T H WHITE. The level of dedication and assistance is a rare find in the modern business landscape.

Tom goes on to say, “The Manitou telehandlers are really well-built, and we have a great relationship with T H WHITE, including fitter Doug.” This relationship has stood the test of time and continues to grow stronger, year after year.

**Comfort and Refinement:
A Manitou Difference**

Having experienced other telehandler brands in the past, Tom made the switch to Manitou and never looked back. He appreciates the comfort and refinement offered by Manitou cabs, which he finds superior to other brands. This comfort ensures that long hours of work are more manageable, contributing to the overall productivity and well-being on the farm.

The Heart of the Farm

For W L Collins & Son, the Manitou MLT635 isn’t just a telehandler; it’s the heart of the farm. It’s a machine that consistently delivers in a variety of applications, making it a cornerstone of their daily operations. Tom rightly points out that, “It’s uncommon to find modern farms operating without a modern telehandler. It’s the one machine that can turn its hand to almost anything.”

Their story is a testament to the enduring power of partnership with T H WHITE and the exceptional performance of Manitou telehandlers.

INVEST WITH CONFIDENCE

All MLT and MLA 533 Models
AVAILABLE UNTIL 31-03-2025

0%

MANITOU
HANDLING YOUR WORLD

3+33 @ 0% flat rate per
Limited offer for business users only, terms & conditions apply*

MANITOU, THE ORIGINAL ALL TERRAIN LIFT

In 1958, in the west of France, Marcel Braud imagined a brand new machine: something that could lift and manoeuvre heavy items while travelling over the uneven ground often found in a farmyard.

His design involved inverting the layout of a farm tractor, and adding a lifting mast and hydraulic steering. As a result of his efforts the first all-terrain forklift truck was born. Marcel’s invention went from strength to strength.



MANITOU 630

The go-to choice for projects where manoeuvrability or lift height is restricted. The Manitou MLT 630 proves its mettle consistently. Its ability to deliver exceptional performance in challenging conditions underscores its status as a trusted companion for professionals seeking both finesse and power in a telehandler, reaffirming Manitou’s commitment to innovation and excellence.



The machine he invented in 1958 has evolved almost beyond recognition and is referred to as a telehandler, and his original hybrid of a tractor and forklift has become a staple on farms and construction sites around the world. The Manitou brand he created has never stopped developing and innovating; and now offers a range of products that meet the needs of all sectors of agriculture, construction and industry.



NEW MACHINES IN STOCK

MANITOU MLA 7-75



REF: K1129724
H-Z Telehandler
£58,950 plus VAT

MANITOU MLT841 145



REF: 61131381
PS+ Elite Telehandler
£ POA

MAKE THE MOST OF YOUR FREE DELIVERY SERVICE FROM T H WHITE

Remember that T H WHITE's mobile dairy sales drivers can deliver anything and everything we sell at any depot - from childrens clothes to chemicals, detergents, workwear, fencing, silage sheets, peach teats...

And of course can introduce you to our equipment teams for larger machinery and plant equipment.

Used machines in stock



REF: 51132403
Manitou MLT630 105, 2019,
Contact - JH **07826 917955**
£46,000 ex VAT



REF: 71131133
Manitou MLT741 140, 2018,
Contact - ML **07483 037710**
£52,000 ex VAT



REF: 11133641
Manitou LSU, 2018,
Contact - CD **07860 401211**
£42,995 ex VAT



REF: 51134282
Manitou MLT737 130,
Contact - SC **07831 249489**
£57,500 ex VAT



REF: 61133517
Manitou MLT737 130,
Contact - TK **07584 109561**
EPOA



REF: J1133931
Manitou MLT741 140, 2019,
Contact - BL **07495 114479**
£52,000 ex VAT

Machines listed in stock at time of going to print



MEET A FRIENDLY FACE DELIVERING YOUR DAIRY ESSENTIALS

We caught up with Annette Massey, one of T H WHITE's mobile dairy salespeople to find out more about the person behind the wheel of the van you'll see on dairy farms each month.

Annette grew up focused on her family's dairy farm. However, when her nephew came back from Lackham college to join the family business, she took the opportunity to branch out in a new direction, while still helping out with paperwork on Somers Farm. She joined T H WHITE's Frome depot as a mobile dairy salesperson in 2007, and since then has been working with us, delivering dairy essentials to farms over the southwest.

Annette's patch covers from Brize Norton in Oxfordshire, all the way down to the New Forest in Hampshire and over to Dorset and as she says, everywhere in between! She manages this territory with a four weekly rota; dividing each month into specific weeks to focus on areas of her territory, so she covers all the ground each month. This ensures that she travels to every farm and each customer has a face to face meeting at least once a month.

Annette firmly believes that good relationships with farmers are based on being seen on the farm and as she says "You have to go up that drive and

have a chat. I often visit and sometimes just discuss the weather, the cows and anything else but if we are not there for the farming community how can we offer them anything?"

Items that are always on the van and ready for sale are gloves, paper towels, water proofs, ambic filters, mastitis detectors, brushes, handles, and a small amount of essential chemicals in case of emergencies.

Annette encourages customers to buy in bulk to get the best price in all situations when they'll manage to use it up before the sell by date. She will usually message her customers a couple of days before visiting to check if they need anything, then pick up additional items from the depot before driving over to see them with their order.

She also keeps her customers informed with the local news; any offers T H WHITE have and delivers each issue of the quarterly Dairy Digest magazine.

Annette even met her partner through T H WHITE and tells the story, "It was quite funny, the week before Valentines day I went into the office to pick something up and one of the agricultural technicians was saying he didn't have anyone to go out for a meal with; so the dairy manager and the office cleaner told him I'd go with him!

One thing led to another and we've been together for 16 years!" she laughs "I didn't join T H WHITE looking for love but it literally smacked me in the face!"

Annette was born and bred within the farming community and knows that farmers tend to be a tight knit group. She said "This is a community with old fashioned values, much like my own.

Your word has to be your bond. Openness, truth and honesty are needed because farmers talk to farmers so if you upset one you'll be upsetting all of them".

Although she is up for retirement in a few months time, she loves her job and really appreciates her customers. Annette says she'll stay on as long as possible because otherwise she'll miss them all too much.





REF: 51120058

DeLaval Bmec 80 Plate Cooler,
Contact - GG **07860 590701**
£POA



REF: 51125913

DeLaval VMS Classic, 3 available, £30k for all 3. 2012 Classic VMS Models
Contact - CN **07880 798475**
£12,000 ex VAT



REF: 51131687

DeLaval HN500 Herd Navigator
Contact - CN **07880 798475**
£35,000 ex VAT





REF: 51129168

DeLaval 8000 litre Bulk Milk Tank
Contact - GG **07860 590701**
£POA



REF: 51124365

DeLaval 8000 litre Bulk Milk Tank
Contact - GG **07860 590701**
£POA



REF: 51126867

6000 litre BMT Westfalia
Contact - GG **07860 590701**
£POA



REF: 51121609

DeLaval 6000 litre Bulk Milk Tank
Contact - GG **07860 590701**
£POA



REF: 51132427

Bauer 1.2-780 Separator
Contact - BW **07850 301575**
£27,750 ex VAT



REF: 51133274

Mastek 12M Dribble Bar
Contact - BW **07850 301575**
£POA



REF: 51132427

Hi Spec TSRI 3500 Tanker
Contact - BW **07850 301575**
£38,795 ex VAT



REF: 51132158

Hi Spec Slurry Tanker
Contact - BW **07850 301575**
£POA



REF: 51132427

Hi Spec 2300 Tanker
Contact - BW **07850 301575**
£23,250 ex VAT



DAIRY SERVICE

Go for the best, coast-to-coast!

24/7 out-of-hours service support for all parlours

VMS 24/7 support, Teamviewer technology link up.
DeLaval specialists but also experts in Fullwood & GEA

Outstanding reaction times from phone call to solution

Followers of MEA best practice from benchmarked
Parlour Safe engineers.

24hr service for Huntley & Frome Depot customers:

07860 449086 (VMS 24hr service: 07747 757955)

24hr service for Attleborough Depot customers:

07485 916124 for all makes and models of parlour



DELIVERING HIGH QUALITY PRODUCTS TO YOUR DOOR FROM...

			...and many more!

T H WHITE
DAIRY

We're hiring!

Dairy Service technicians of all levels, including apprentices, are required for roles throughout our territory. Email us today: recruitment@thwhite.co.uk

AGRICULTURE PROJECTS GROUND CARE DAIRY LORRY CRANES COUNTRY STORE
CONSTRUCTION ENERGY, FIRE & SECURITY MACHINERY IMPORTS



T H WHITE **DAIRY**

Contact your relevant T H WHITE Dairy Mobile Shop sales rep:

PAUL DERRICK | 07850 605244 | pfd@thwhite.co.uk

ANDREW GANLEY | 07860 955661 | andrew.ganley@thwhite.co.uk

ANNETTE MASSEY | 07860 298186 | amm@thwhite.co.uk

PAUL SADLER | 07979 597484 | pjs@thwhite.co.uk

BEN TAYLOR | 07546 474574 | ben.taylor@thwhite.co.uk

Contacts for Robots & Parlour Sales

NIGEL ELLIS | 07860 247367 | nigel.ellis@thwhite.co.uk

CHRIS NEWAY | 07880 798475 | chris.newey@thwhite.co.uk

STEVE TAYLOR | 07824 512511 | steve.taylor@thwhite.co.uk

Contact for Slurry

BRANDON WILCOX | 07850 301575 | brandon.wilcox@thwhite.co.uk