



Internet Technology Provides Backbone To Move Tarter Gate Farm Equipment

Name:

Tarter Gate

Internet:

www.tartergate.com

Products/Services:

Manufacturer of Farm Gates and Animal Management Equipment

Location:

Dunnville/ Casey County

Leadership:

David Tarter, President

Employees: 660 full-time

Founded: 1945

Reach: International

Innovative Insight: *“With seven plants in the Tarter Gate family, it is important to stay connected. With fiber optics we are providing the fastest connectivity available to improve and sustain our services.”*

Way Internet Has Made You More Competitive: *“The Internet has virtually eliminated data entry. Electronic Data Exchange is responsible for 40 to 50 percent of our daily transactions.”*

Ways to Continue to Attract the Best Workers:

“We find the best workers in central Kentucky through advertising or networking.”

Advice to Growing Businesses:

“Mold your technology needs to the communication processes as the company continues to grow.”

Dunnville, KY- Centrally located in Casey County, Tarter Gate is the largest manufacturer of farm gates and animal management equipment in North America. Since its inception in 1945, Tarter Gate has been manufacturing and distributing equipment to farmers across the country. Today, the company offers more than 500 products under four Tarter Gate brand names.

In addition, Tarter Gate has six companies whose businesses include lumber and pallets, steel tubing, and a local convenience store within a few feet of its corporate office. With more than 600 employees, Tarter Gate is continuously looking for ways to improve communications and remain connected.

High-speed Internet access has proven to be the most expedient method of connectivity, so much so that Tarter Gate has laid two miles of fiber from location to location to ensure the quickest data transfer.

“Our T1 line is critical in regard to the amount of information transferred,” said Doug Tarter, information technology director.

“The fiber backbone supports current operations and allows the company to develop more efficient ways of running the business.”

Along with the extensive fiber, Tarter Gate houses 30 servers that store and maintain routine business information. The data is backed up every hour in case of malfunction or natural disaster. The servers assist in information safeguarding.

Daily, Tarter Gate processes more than 300 transactions from clients like Tractor Supply Company and Southern States Cooperative. In order to control the extensive amount of data, Tarter Gate processes these transactions thru (EDI) Electronic Data Interchange. Purchase orders sent from Tarter Gate clients are processed by a conversion program and sent collectively to Tarter Gate’s network. The mainstreaming application helps lessen manual data entry.

Tarter Gate uses an Intranet network for much of its office procedures. The Intranet allows its employees to share files and maintain internal communications, to monitor sales, marketing information, website content, or payroll applications. The installed accounting system maintains the payroll of Tarter Gate’s 660 employees.

Manufacturing 3,000 gates a day, Tarter Gate sees an opportunity for growth and innovative advancements with technology. Technology applications like Voice over Internet Protocol (VoIP) and Power over Ethernet (PoE) are become logical solutions to the high price of office activities.

The company is looking in to around the clock surveillance of Tarter Gate factories with its fiber network capabilities. Wireless security is important to protecting expensive equipment used during the manufacturing process.

Additionally, Tarter Gate’s plans of expanding its manufacturing production to a location in Utah, to better serve customers west of the Mississippi River. With nearly 2,000 miles separating the new plant from Tarter Gate’s headquarters, high-speed Internet becomes crucial to internal communications. The Dunnville, Kentucky location will monitor the sales of this facility and payroll, in spite of the distance.

Despite its remote location, Tarter Gate continues to pack progressive steps toward innovation. With consistent technology upgrades, Tarter Gate will undoubtedly remain one of the largest suppliers of farm gates and animal equipment.

About KY 120:

In the fast-paced world of technology-driven business, it should be recognized that best practices can be studied and emulated. As a part of the [connectkentucky](http://www.connectkentucky.org) initiative, CiTE (Center for Technology Enterprise) is profiling business initiatives in each of Kentucky’s 120 counties. For more information visit our Web site at www.connectkentucky.org or call 270.781.4320.