

# Luke Perman

Luke is the owner/operator of Rock Hills Ranch, a cow-calf ranch near Lowry, SD.

<https://rockhillsranch.com>



## Problem

"I wanted to reduce the driving to remote water tanks to check that our water systems were functioning properly."

### Did you look at other solutions?

"I tried to rig up my own system with an old smartphone, but it was rather unreliable."

## Why Barn Owl?

"**The hardware is designed for exactly what I needed**, and the data rates are quite a bit more reasonable than my old smartphone system."

### What initial concerns, if any, did you have about Barn Owl's solution?

"I wasn't sure about the ability to connect to the AT&T network."

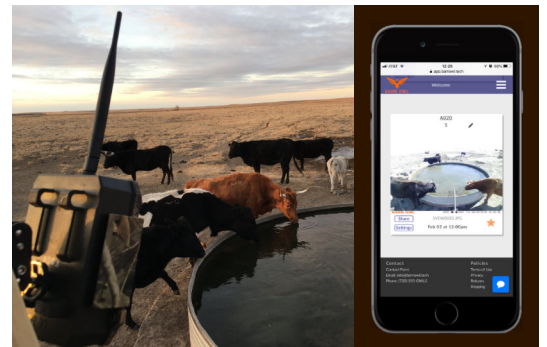
- Barn Owl can provide coverage checks before customers order.
- The cameras often get service where cell phones don't due to larger antennas.

### How difficult is it for someone to set up and use the Barn Owl system?

"Not difficult. The support from the Barn Owl staff is very responsive. The person who answers the phone has always been the one who gets my problems solved."

### Would you recommend Barn Owl to others?

"Yes, I already have recommended Barn Owl to friends."



## Results

### How would you quantify the impact of Barn Owl's solution?

"In the summer, when we would normally be checking tanks every day, it saves me 5 to 7 hours a week. **Not only is it a big time saver, but it gives me peace of mind as well.**"

### What does your ROI on the Barn Owl system look like to date?

"Around 200% in the first summer from saved fuel costs."

### Are there things you are able to do now that you couldn't before?

"I can get a better idea of when the cattle come to drink each day and see how my water system keeps up with the herd, without me needing to be there to see it."

### How has your life changed since you started using Barn Owl's system?

**It has allowed me more time to get other things done around the ranch** and has given me the ability to be gone for a day and still know my cattle have water.