



# THE \$64,000 QUESTION



## FIL AND SUZUKI HAVE COME UP WITH AN ANSWER TO THE \$64,000 QUESTION -

Buy the Best to Win the Best, FOUR Suzuki LT-A400F Eiger ATV farm bikes, valued at \$16,000 each. These are main prizes in the second FIL and Suzuki nationwide "Best in the Field" promotion, which was launched on April 1 and goes through to July 31 when the four major winners will be announced. The promotion started last year with the "4 x 4 Experience", the main prizes being four Suzuki farm bikes

worth a total of \$40,000 being offered to any New Zealand dairy farmer who bought 4 of the qualifying products from their FIL area manager. FIL Communications Manager Trish Galvin said last years promotion was so successful the company had rejoined forces with Suzuki to present an even better deal for farmers. "This year we are offering four top-of-the-line brand new Eiger ATV farm bikes, with the extra incentives included, the total prize pool is almost \$100,000" she said. And there are now 21 qualifying products (24 in the South Island) with some general farm products added to the list, including SA33, FIL's farm strength Antiseptic,

Formalin and Stockmark, the handy scourable animal marker. "Last year was an outstanding success in every way," said Ms Galvin. "The four big winners just couldn't believe it when we contacted them to let them know a brand new Suzuki farm bike was on its way. Naturally all the winners are finding their new farm bikes a real asset to their farming operations this season". FIL's 14 area managers will be offering farmers the opportunity to buy qualifying products, and to sign up for an on-farm demo of a new Suzuki Eiger 400 and be in to win. "Our area managers will be also offering to sign farmers

up for a demo ride on the new Eiger ATV farm bike. Once the local Suzuki dealer has completed the demonstration that farmer will receive a free zip front work vest. Then if you wear the vest to National Fielddays call and see FIL at F26 or Suzuki at E16, you'll be able to register for another spot prize," she said. With so many chances to win you'd be mad not to have a go.



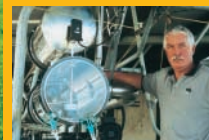
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[www.filnz.co.nz](http://www.filnz.co.nz)





## A serious bike for a serious rider

**W**hen Eastern Bay of Plenty farmer Colin Reeves won the top prize of a Suzuki LT-F500 farm bike in the 2001 FiL/Suzuki promotion we knew it couldn't have gone to a better person. He is a serious bike rider and the Suzuki is a serious farm bike.

His prize, which was

supplied by Underwood and Wilkins of Whakatane, was the top of the range 4x4 quad bike with 2/4 wheel drive selector, valued at \$15,695.

Eight months on, Colin says it's the ideal tough, all-purpose bike for his 112ha Otakiri property where he milks 360 Jerseys.

"Winning the bike came at

a very busy time, in spring, and my old bike was seven years old so it was time I got another.

"The neighbour's four wheeler had just been stolen so I was able to sell my old one to him and keep the Suzuki on this farm." Colin reckons the Suzuki goes really well and has "plenty of grunt".

"It has a high and low gear range but I don't think I've ever used the low range, even with a load of calves on, it starts in second gear easily.

"It pulls a trailer effortlessly whether it's got calves or irrigator pipe in it. But we only use it for these tougher jobs, for ordinary getting around the farm we use the two wheelers."

When interviewed by The Dairy Farmer last year Colin said he looked after his

responsibility to the staff to make sure things are safe for them. I don't want people getting hurt."

Colin says because bikes are expensive to replace he maintains them and the Suzuki has already had its 500km service with Underwood and Wilkins, the Whakatane Suzuki agency that supplied the bike from new.

He has been a motorcycle rider and racer for years and is a former president of the



Farm Manager Geoff Davies on Colin's prize farm bike from FiL and Suzuki.

**"It pulls a trailer effortlessly whether it's got calves or irrigator pipe in it. But we only use it for these tougher jobs."**

bikes better than some farmers because he is a competitive rider. The four wheel bike isn't used to get the cows in "because it kills bikes", that's what the smaller two wheeler is for. "I also look after the bikes well because I have a

250-member Tarawera Trailriders Club. While no longer on the committee he is still a committed rider and regularly takes part in enduros, scrambles and the famous Tarawera 100 through the Matahina Forest.

## Qualifying for the Best in the Field promotion

**I**t couldn't be simpler to qualify for the FiL/Suzuki "Best in the Field" promotion and be in with a chance to win one of four Suzuki Eiger LT-F400F 4x4 farm bikes.

Just order any four of the 21 qualifying FiL products from your area manager and your name automatically goes in the draw.

Also, ask your area manager to put your name forward for an on-farm demo of the new Suzuki Eiger and once the local Suzuki dealer has completed the demo, you'll receive a free zip-front work vest.

You'll have a third chance to score if you wear your FiL/Suzuki vest to National Fielddays at Mystery Creek and call in to see FiL on stand F26 or Suzuki on stand E16, because they're both handing out instant spot prizes.

This year FiL have increased the number of qualifying products to make entering even easier.

FiL Communications Manager Trish Galvin says in keeping with the increased scale and scope of the competition we've added some general farming products to the list.

**The 21 FiL products (24 in the South Island) and the minimum quantities that qualify you for the 'Best in the Field' draw are:**

**Acid detergents:** Quantum Blue, Quantum Gold, Jetset, 30plus, Iodoclene (100 litres or more).

**Alkali:** Quantum Powder (25kg), Quantum XL (20 litres or more).

**Bloat Remedies:** Bloateze and Bloateze 3 in 1 (100 litres or more).

**Teatsprays:** Ultracare Teatshield and Ultracare Iodoshield (100 litres or more).



**Magnesium:** Nutrimag Dusting, Nutrimag Drenching, Magnesium Chloride and Magnesium Sulphate (one pallet or more).

**Other:** Stock Iodine 2.5% (5 litres or more). Teat Conditioner (20 litres or more). Stockmark Aerosol (six pack or more). SA33 - strong antiseptic for use on all farms or households (20 litres only). Formalin (20 litres or more). Tailpaint Aerosols (6 pack or more).

**Molasses (South Island only):** Feedgrade (250kg or more), Vitastart (20 litres or more) and Calcium Enriched Molasses (250kg or more)



# **SUZUKI** releases the new Eiger to New Zealand

**"THE NEW EIGER 400 SERIES GIVES SUZUKI STRENGTH IN THE MIDDLEWEIGHT ATV SEGMENT - THE MOST POPULAR SEGMENT IN NEW ZEALAND," SAYS SUZUKI NEW ZEALAND MARKETING MANAGER TOM PECK.**

"Until now, we have only had one model, the evergreen King Quad, in this segment but the Eiger series with multiple features, full floorboards and the new anti body roll suspension, is ideally suited to New Zealand conditions. We are sure customers will find it gives the same ease of use and superb reliability that its larger brother, the LT-F500F has become renowned for in the last four years". The four machines in the new 400 series are named Eiger, after the Swiss mountain. The tough new machines set new standards for middleweight ATV excellence and value, delivering a strong combination of features and performance, at a great price. They are available with either manual or fully automatic CVT (Continuously Variable Transmission) transmission with the ability to easily select 4-wheel-drive or 2-wheel-drive on demand.



**The rugged 2002 Suzuki Eiger series includes these four hard-working machines:**

- The LT-A400F Eiger Automatic 4x4, featuring an automatic CVT transmission with high/low range and reverse and a limited-slip front differential.
- The LT-F400F Eiger 4x4, featuring a 5-speed-plus-reverse manual transmission with high/low range and automatic clutch and a limited-slip front differential.
- The LT-A400 Eiger Automatic 2x4, featuring an automatic CVT transmission with high/low range and reverse.
- The LT-F400 Eiger 2x4, with 5-speed-plus-reverse manual transmission with high/low range and automatic clutch.

**High-performance, high-durability engine technology.**

Eigers are powered by an advanced single-cylinder, overhead cam aluminium alloy engine with four valves and 376cc of torque-producing displacement, built using the latest in high-performance, high-durability technology. For reliable slow-going in tight quarters on hot days, the Eiger has Suzuki's unique air/oil cooling system, SACS (Suzuki Advanced Cooling System), which uses an auxiliary pump to flow a high volume of oil from a large oil cooler through

the cylinder head; the oil cooler itself is equipped with a thermostat-controlled electric fan. SACS is more efficient than air cooling alone, and is lighter, simpler and less complicated than water cooling. For easier maintenance the Eiger has a wet sump instead of a separate oil tank, a spin-on oil filter, and a digital electronic ignition system. An electric starter is standard, powered by a sealed, maintenance-free battery through a water-resistant starter relay. The high-mounted air intake is positioned to avoid water splashes and the stainless steel muffler incorporates a built-in spark arrester.

**Advanced CVT automatic, with engine braking.**

In automatic CVT models power is transferred by a belt running on variable-diameter pulleys. As the front and rear pulleys change relative diameter, the gear ratio changes to automatically match optimum engine rpm with ground speed. The CVT system automatically holds its gear ratio to produce true engine braking on downhills, instead of freewheeling or needing gear ratio selection like the conventional automatic transmissions used on some ATVs. A T-handle lever is used to select high and low range as well as reverse. A start in gear feature has also been added.

**Five-speed-plus-reverse manual transmission, automatic clutch.**

It has a five-speed plus reverse manual transmission, with an automatic clutch system. Manual transmission models smoothly move away from a stop, thanks to a centrifugal clutch. A separate clutch disengages automatically when the shift lever is moved to allow smooth upshifts and downshifts. It can be restarted in gear, without selecting neutral first, as long as the brake lever is squeezed.

**Easy-to-select part-time 4-wheel-drive.**

Both Eiger 4x4 models can be easily switched in and out of 4x4 operation. The 2WD/4WD selection lever is mounted on the handlebar.



Compared to conventional limited-slip differentials, the Eiger's torque-sensing limited-slip front differential is lighter and more compact, transfers power more efficiently and produces lighter steering in tight spots.

**Long-travel suspension, front disc brakes.**

Long travel suspension smooths the ride with 170mm of travel from both the independent double wishbone front suspension and the swingarm rear suspension. It has the largest dual front disc brakes in its class, 190mm in diameter with hydraulic callipers. The single rear drum brake is water and mud resistant, incorporating a parking brake. Twenty-five inch tyres give the Eiger's 220mm of ground clearance.

**Rugged good looks.**

Eigers have the fuel tank cover and mudguards integrated into the plastic bodywork and fenders and come complete with full-length floorboards and standard carrying racks. A sealed utility box is mounted underneath the rear rack and bodywork on the left side. Front and rear racks are standard. A front winch mount is also standard. The fuel tank holds 15 litres.

**Full lighting equipment.**

The Eiger has dual halogen headlights, mounted on the front fenders. An auxiliary electrical outlet can be used to power anything from a cellphone to a radio and the handlebar-mounted instrument cluster includes an easy-to-read analog speedometer as well as an odometer and tripmeter.



# Magnesium's

## Magnesium supplementation for better dairying

*"Magnesium plays an important role in prevention of milk fever (Calcium deficiency). When Mg is fed to cows it suppresses the absorption of Ca, this starts an enzyme reaction within the cow to mobilise bone Ca."*

### Why Supplement?

High producing dairy cows are often deficient in magnesium (Mg) in early lactation because of:

- Low Mg levels in immature spring pasture.
- Underfeeding.
- High cow demand for Mg over calving and early lactation.
- Cold, wet spring weather depressing cow feed intakes and grass.

**Magnesium supplementation results in:**

- Production responses of up to 15%.
- Reduced animal health problems.
- Fewer stock losses.
- Reduced irritability in cows making milking easier.

### Magnesium/Calcium Interaction

Magnesium plays an important role in prevention of milk fever (Calcium deficiency). When Mg is fed to cows it suppresses the absorption of Ca, this starts an enzyme reaction within the cow to mobilise bone Ca.

By starting Mg supplementation several weeks before calving, the cow will start to mobilise Ca before calving and thus is less likely to experience Ca deficiency at calving.

### Symptoms of Magnesium Deficiency

- Poor production.
- Grass staggers - nervousness at milking.
- Milk fever with a slow response to calcium treatment.

Blood and urine tests can confirm Mg deficiency - talk to your vet.

### When to Supplement

Begin 2-3 weeks before calving. Continue until the beginning of November when grass is more mature and weather is better.

### Method of Supplementation

To provide 10gm Mg/cow/day or 1.5gm of absorbed Mg to meet cow requirements at expected feeding levels.

**The following methods are listed in order of effectiveness:**

**Drenching:** Mg Sulphate (Epsom Salts) - 100gm/cow/day. Mg Chloride - 100gm/cow/day. Mg Oxide (calcined magnesite or Nutri-Mag) - minimum 20gm, maximum 40gm/cow/day. Mg Oxide is the cheapest form of Mg. It is insoluble in water causing difficulty with some drench systems. Additives such as FiL 'Suss It' can reduce drenching problems.

**Pasture dusting:** This is useful prior to calving. Mg Oxide 0.5 - 1kg/cow/week. A weeks ration can be dusted in advance - consider the weather. Rain will wash Mg off the grass.

**Hay treatment:** Can be used in conjunction with pasture dusting. 50gm Mg Oxide/cow/day. Apply a slurried mixture of Mg Oxide to hay - no more than 15 cows to one Mg treated bale.

**Water trough:** Use if no supplement is being fed or pasture is too short for dusting. Mg Chloride or Mg Sulphate 60 - 100gm/cow/day. Use a dispenser, watch concentration, introduce Mg gradually over 2-3 weeks.

## Magnesium requirements of the dairy cow

By DR JOHN ROCHE - DEXCEL

**M**agnesium (Mg) is an important catalyst for a wide variety of enzymes. Mg absorption in the cow occurs primarily in the rumen, with smaller quantities absorbed in the small and large intestines. It is this absorption of Mg from the rumen that places the cow at such a high risk of clinical deficiencies (grass tetany/grass staggers), which can result in death if not treated quickly. Absorption of Mg in the

rumen is reduced by up to 90% by increasing the concentration of potassium (K) in the diet (2.5 - 4.2%) and to varying degrees in between.

### How much do cows need?

High levels of K in pasture in winter and spring result in our cows being in a potentially Mg deficient situation. Although the body contains large stores of Mg in the skeleton, they are not readily available so the cow requires a daily supply of Mg.

In general, spring pasture contains 0.15 - 0.2% Mg which is not sufficient for a high yielding dairy cow. Wet weather will also reduce intake and increase the risk of grass tetany. Supplement cows with 20g of Mg pre and post-calving to help prevent milk fever and grass tetany.

### Source of Magnesium

Mg is essential in the absorption of calcium (Ca) from the intestine and bone mobilisation and a cow that is deficient in Mg is also likely to be deficient in Ca. Cows supplemented with Magnesium Sulphate or Magnesium Chloride for three weeks pre-calving have higher blood Ca levels than those given Magnesium Oxide, suggesting an advantage to using either Magnesium Sulphate or Magnesium Chloride in situations where

milk fever is a problem (Magnesium Chloride is soluble and can be added to water, Magnesium Sulphate is less soluble and must be agitated constantly). Supplementation of Ca (eg 150g limeflour) after calving will also help prevent milk fever.

### Methods of supplementation

Mg can be dusted on pasture, drenched or added to supplements and the method of supplementation will determine the Mg source used.

- Magnesium Oxide will stick to grass and silage in spring but it is not very soluble and is therefore not as suitable for power drenching systems as other forms of Mg.
- Magnesium Chloride is very soluble and can be given in drench form or

added to water troughs. Mg in water troughs is probably the least reliable method of supplementation as Mg intake will vary dramatically from day to day. However, for large herds it is an efficient method of supplementation and, combined with dusting pasture with Magnesium Oxide, offers good protection.

- Magnesium Sulphate is not very soluble and hence is not very suitable for drenching systems, unless the drench is constantly agitated.

### Timing of Magnesium supplementation

It is recommended to supplement cows with Mg for 2-4 weeks pre-calving and continue supplementation until mid to late November.



# Many Benefits

## Enjoying the challenge of a new conversion



**M**ark Walker relishes a challenge, that's why he and wife Karyn took on the daunting task of two sharemilking contracts, one on a new conversion 15km west

**"A new conversion is a real challenge because there is nothing to benchmark against."**

of Balclutha.

The 250ha conversion is in its first season and they have a 50/50 contract. It milks 620 cows, with potential he says, to handle 800 in three years. It's only the second dairy farm on the northern side of the Clutha River, an area where traditional sheep and beef farming still rules. On a second farm nearby, the couple are in the third season of a variable order contract with milkers on the property. This 200ha farm milks 630 cows.

"A new conversion is a real

challenge because there is nothing to benchmark against and there's only two dairy farms in this area. The soils are free draining and we get about 1100mm of rain so there's no irrigation."

Born and bred in the Waikato to a non-farming family, Mark has been dairying for nine years. He used to help his cousin on a farm and realised he enjoyed the life, so after leaving school he took a dairying course at Waikato Polytechnic.

Both farms have Dosatron in-line dispensing systems

installed to get FiL magnesium chloride to the cows.

"I don't drench, simply because it's inconvenient in a rotary and needs an extra labour unit at milking. We've used FiL magnesium since we came here three years ago and last season had only six cows out of 660 go down with staggers and milk fever. You tend to get a few more cases when you're pumping out reasonable litres, so that's a good result."

Mark started using FiL magnesium soon after arriving in the South Island when area manager Peter Dodds called in and followed up that first visit soon after.

Although the recommended dose is 60mg/cow, Mark doses at 75gm/cow with 100gm/cow early in the season.

"We dose all year round with Magnesium Chloride and in spring dust hay with Nutri-Mag. I make up a solution and pour it on the hay so the cows get a good dose without the lumps they can pick up with traditional dusting. There's less wastage as well."

Mark and Karyn are one of six finalists in the Otago Sharemilker of the Year competition - the first time they have entered. He says they had a go to "highlight our strengths and weaknesses and reaffirm our goals".

## Staggers almost gone thanks to Nutri-Mag

**M**atamata farmer Wayne Revell has had only one cow go down with grass staggers in the last few years - and puts his success down to using FiL Nutri-Mag. He is owner and 50/50 sharemilker, milking 220 Friesians and crosses on an 80ha property just out of Matamata under the Kaimai Ranges. Waikato born and bred, he has been on the current farm for two seasons and 13 years in Matamata. Before that he farmed in Morrinsville.



An FiL customer for about 10 years - he was first signed up by Sales Manager Trevor Gulliver - he uses all the company's products and is well serviced by Area Manager Andy Belcher.

Wayne drenches after morning milking with Nutri-Mag from the start of the season until the end of mating when the cows are under maximum stress and before the summer sunshine has had a chance to boost pasture quality.

But if there has been a storm or

very bad weather he will occasionally drench twice a day.

"I might also drench sometimes in autumn for a few weeks, specially if we've had a dry period then rain and a flush of new grass." He also dusts Nutri-Mag onto silage from when the cows dry off until they rejoin the herd after calving. "You often get magnesium levels down a bit that time of year and I like to think I can keep ours up," he said.

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# The many faces of FIL

## Geoff says service creates loyalty

**T**wo years after he joined the FiL Farm Service Team, Geoff Sainty reckons the job is just how he thought it would be. And the thing he likes best as he covers an area that includes Coromandel Peninsula, Hauraki Plains and Helensville, is problem solving. "I really enjoy being able to solve farmers' problems - I get a warm fuzzy getting called in when the farmer is in trouble and being able to help him. "The thing about FiL area managers is that we provide a service as well as selling product. Recently I was in South Auckland when a farmer at Cooks Beach on the Coromandel Peninsula rang saying he had a situation developing with thermidurics. "I couldn't put him off over the weekend so I drove there and sorted it out."

"There was also a case where a guy in South Auckland had 15 grades and he didn't ring me first to look at the problem. I like my clients to ring me so I can have a look. In this case I went to see him and solved the problem straight away."

Geoff believes that service creates loyalty and area managers throughout the country have found this. "Service means a lot to the average farmer. He needs someone he can ring at any time who is sympathetic and can solve problems."

His area covers farms ranging in size from 900 cows down to small, family run units and includes South Auckland and Helensville. At Helensville he helps set and mark dairy hygiene questions for the annual young farmers club competition. He thinks having been a farmer and working in the agricultural retail area helps him get along with his clients.

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Raised on a town supply farm in Auckland, Geoff was a design engineer and draughtsman before deciding he wanted to move back to the land. Then followed spells on wages at Matamata, lower order sharemilking, then 50/50 contracts at Okoroire and Te Poi before buying a 57ha farm on the Hauraki Plains milking 140 cows. Six years later he and wife Lyn sold the farm and bought a kiwifruit orchard in Te Puke, staying there for five years before selling out. He then worked for Farmlands as a retail supervisor in Te Puke. "I'd kept in touch with dairy farmers through my job at Farmlands but I was getting stale and needed a challenge. FiL has provided that challenge."

The family now lives at Ngarimu Bay just north of Thames, looking over the Firth and Lyn is a team leader with the National Bank in Paeroa. In his spare time he's still trying to get his golf handicap down again and also does some fishing.



Geoff, Sharon and Noel.

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