



FiL & Suzuki

Best in the Field promotion winners

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Andrew Farrell on his new Suzuki LT-A400F Eiger farm bike, with FiL Area Manager Bryan Eaton and Brett Ridgley, of Ridgley Motorcycles

"Unlucky Andrew" wins a new bike

Less than 12 hours before winning a new Suzuki LT-A400F Eiger farm bike in FiL's Best in the Field promotion, Andrew Farrell reckoned he was the unluckiest farmer in the country. The vet had put down a cow while calving and Andrew dropped his \$700 cell phone in a bucket of milk - the third phone he's lost this year. "When Bryan Eaton (FiL Area Manager) called in for a chat I told him I must be the unluckiest man around. The next morning he rang to tell me I'd won the Suzuki Eiger and I thought he was pulling my leg."

Andrew farms 140ha milking 350 cows at Parakao, 40km north west of Whangarei, and is into his second season on the property on a 50/50 contract.

"The next morning he rang to tell me I'd won the Suzuki Eiger and I thought he was pulling my leg."

Milking long before he left school, he says he wanted to be a farmer since he was five and visited his uncle's property in the Eastern Bay

of Plenty. "I always wanted to be a farmer and was milking at 14. When I left school I worked on a farm in the Manawatu for three years then visited my sister in Northland and never left. I love the relaxed lifestyle up here." He's been an FiL customer for eight years. "Bryan popped in one day for a yarn and told me I should be using FiL products. I said the ones I was using didn't cause problems and he said his didn't either so I switched. But I told him if I got any grades he'd have to pay for them." Andrew says Bryan is "a good backup man", always available if

there are any problems in the dairy, an important point with winter milking. The new Suzuki Eiger will take the place of an old bike that needed replacing in the next 12 months, though Andrew says with the low payout the change might have had to wait if he hadn't won it. "I bought a new one four months ago so with the Suzuki I've got two good bikes on the place." He will ride one and his staff member Jessica Adams will have the other.

More winners on pages 2 & 3



Eiger winner, Mike Burmeister with Tony Jury (left), Clint Humphrey (right).

Suzuki winner is a loyal FiL man

Clint Humphrey is the main reason Mangatainoka (southern Hawkes Bay) farmer Mike Burmeister is a loyal FiL customer. Four years ago Clint called into Mike's and sorted out a problem with milkstone in the milking machine. From that day on he had a new client. When Mike bought new supplies of Jetset, Iodoclene, Iodoshield Ultracare and Quantum Powder and arranged a test drive of the new Suzuki LT-A400F Eiger farm bike, he was entered in FiL's "Best in the Field" promotion.

This has earned him a new Eiger - all he has to do now is work out who gets to drive it and which property it will be based on. Mike has a 136ha dairy unit milking 435 Friesians producing 1170kg MS/ha and three other properties of 26, 60 and 93ha. The herd is wintered off on the 93ha farm, young stock and silage are made on the 60ha farm and silage comes off the small unit. Mike and wife Heather have been on the home farm for 13 seasons - first as herd managers then as lower order

sharemilkers, 50/50 sharemilkers and, for the last two seasons, as owners. "This is a low cost structure farm. We bit the bullet a few years ago and bought the other properties to keep costs down. It's an all grass and grass silage operation with no bought in supplements," he said. At present the farm doesn't run any four wheel bikes, only two wheelers, but Mike says with so many properties and three employees, there is plenty of scope for the new Suzuki Eiger.

Care

FiL brings you three products that cover your every teat care requirement.

FiL Teat Conditioner

- For addition to teat sanitiser mixtures if extra emolliency is required
- Contains cosmetic grade emollients
- MAF approved for food - beverage farm dairies

FiL Ultracare Teatshield

- Chlorhexidine based emollient teat sanitiser. Use as a post milking aid for control of mastitis
- Contains 44% mixed emollient and 4.4% Chlorhexidine
- High strength formulation - 1:9 use rate
- Sticks to the teats better

FiL Ultracare Iodoshield

- Iodophor based emollient teat sanitiser. For use as a post milking aid in the control of mastitis
- Contains 55% mixed emollient and 2.3% Iodine
- MAF approved for food -beverage farm dairies

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Prize is first new bike for Jim Watkins

Tirau (Waikato) farmer Jim Watkins has never owned a new four wheel farm bike. And the second hand ones have always ended up the worse for wear.

He's also just added to his 140ha dairy unit with 16ha from next door and as it includes a nice home, he and wife Marie will soon shift down the road. This leaves him with 1.5km between the new house and the farm dairy so winning one of the four Suzuki LT-A400F Eiger farm bikes in the FiL/Suzuki Best in the Field promotion means his transport problems are solved. "The win came at a good time. I'd just said to Marie a couple of weeks ago that I needed a new bike and I've never had a Suzuki before, so I'm looking forward to it. "He had also told son Mark that he'd better look after the bikes they had on the farm because he wasn't going to get another new one for some time.

Jim has worked the farm for 36 years and owned it for 20, but admits it's been through a number of different land uses until he finally converted to dairying eight years ago.

"The win came at a good time. I'd just said to Marie a couple of weeks ago that I needed a new bike and I've never had a Suzuki before, so I'm looking forward to it.

"It's been sheep and beef, then bulls, then deer then grazing and drystock before I finally decided that dairying was where the future lay," he says. "When the bottom fell out of the deer market I turned to dairying and started off at \$4kg MS. I'd always

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Maree says the new Suzuki is hers

When you rear 500 calves, a dependable bike is vital for the smooth operation of the farm. That's why Winton (Southland) farmer Maree Horgan has already claimed the new Suzuki LT-A400F Eiger farm bike she and husband Mike won in the Best in the Field promotion. "Immediately we were told we'd won the bike Maree claimed it. She feels she's earned it with raising that many calves and it'll be ideal for towing a trailer and the calfeteria," Mike said. He added that no matter how many bikes a farm had, you're always one short and he had "a soft spot for Suzukis". Eight years ago the couple sold their 126ha farm in Taranaki and headed for the dairy boom region of Southland. Initially buying a 160ha property at Winton they added an 80ha drystock block then over the next seven years have bought other farms.

They now have a total of 980ha of which 720ha is the milking platform in four different blocks and the rest drystock units near Dipton. The total milking herd is 2300 cows but a sharemilker has 650 of these on one of the farms.

... No matter how many bikes a farm had, you're always one short and he had "a soft spot for Suzukis".

And the Horgans don't intend to stop there. They have just bought 380ha near Winton which may become another dairy unit next season "depending on the payout and the price of shares". "We are in expansion mode because we like to utilise what we've got as effectively as we can," Mike said. "In spite of the low payout we'll probably carry on. I'm an optimistic person and we aim high." He says in Southland



Left to right: Peter Dodds (FiL) Mike Horgan, Maree Horgan, Blair Howden (Winton Motorcycles) and Simon Meade (Suzuki)

opportunities have popped up all around them and that's what makes the region interesting. "There's an opportunity here for everyone and we're enjoying the challenge."

The Horgans have been FiL customers since they moved south and Mike says Area Manager Peter Dodds has provided the immediate backup and the advice he needs. At times they've

"shopped around" and used other products but have always come back to FiL because they get good results from the products and like the service Dodds provides.

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reckoned I'd never go dairying but it became the logical move. "We had 110ha then and it wasn't enough for a drystock farm, I couldn't get any time off and I thought it needed to be some sort of farming that gave the kids a job during the university holidays." Three of his children have worked on the farm during the holidays and Mark has decided that he now wants to go into dairying. He is assistant manager this season, with South African Jaco de Klerk as manager while Jim does relief milking. Jim has been an FiL man

since he started dairying, getting the habit from Sales Manager Trevor Gulliver when he was Area Manager for the region. "A lot of farms were converted around here eight years ago and I got Trevor's name off a cousin of mine. We've been with FiL ever since." During that time the farm has never had a grade and cell counts are consistently below 100,000. "We use all FiL products but it's really the service that counts. Greg Duncan has just started looking after us and he's a good man. We were spoiled with Trevor but Greg's in the same mould."



Even the gloomy day couldn't dampen Jim Watkins' spirits, as he is presented his Suzuki Eiger ATV farm bike by Phil Martin of Phil's Motorcycle Centre and Greg Duncan of FiL.



Yeast culture helps transition to the milking herd

Few challenges to the management of the dairy cow or first-calf heifer compare to the transition to the milking herd. A cow will take a kilogram of flesh from her back each day to support early postpartum milk production, according to Marlan Francis, Technical Services Manager, Diamond V Mills. "In effect, the cow is in a negative energy phase," Francis says. "She has a sudden need for nutrients to produce milk; yet she has not adapted her feed intake to support the demand on her system, so she takes nutrients from herself to fill the need.

"Fortunately, Mother Nature enables her to do that for a short period of time. However, if it goes on too long, it can have a very negative effect on the animal's health, milk production and/or her ability to breed back on time."

Complicating the issue is the fact that a cow in the pre-partum stage cannot and does not consume as much feed as a cow that has started into lactation. That's because the developing foetus literally prevents her from doing so. In addition this period also coincides with the winter - the period of slowest pasture growth.

In practice, it is seldom possible to provide unlimited grazing during the dry period as normally, pasture intake must be restricted to ensure adequate post-calving feed is available. Supplementation with less nutritious feed such as hay, silage or crops is necessary during the dry period and also the body condition build up takes longer.

During drought, less hay and silage is available for wintering while a dry late autumn can markedly reduce the amount of pasture feed that can be utilised as pre-calving feed. As a result, increasing utilisation of the less nutritious feed provided during the winter transition period would translate into better body condition and improved animal performance.



Farmers should work towards higher digestibility and dry matter intake (DMI) around the transition period. Higher DMI and greater milk production contribute to fewer metabolic problems, and with fewer metabolic problems and the cows on feed, the herd simply performs better.

Fortunately, farmers can reduce the effects of the transition period by adding as little as 50gm of Diamond V XP™ yeast culture/cow/day to the pre

and post-calving rations. In effect, this fermentation fortified yeast culture helps invigorate the rumen and nurtures a healthy population of rumen microflora that, in turn, break down the ration into nutrients that can be readily absorbed.

In addition, Diamond V Yeast Culture has been proven to increase the palatability of feed so cows consume more of the ration.

"We can't pretend that we can eliminate weight loss during the transition period because the cow's dry matter intake will not peak until after she has peaked in lactation," Francis says.

"But there are plenty of physical and financial reasons for helping a cow get out of this negative energy phase as soon as possible. We've proven that Diamond V Yeast Culture can do that by contributing to increased feed digestibility and greater nutrient availability at transition and throughout the lactation for fewer metabolic problems."

Winter management therefore determines the success of the transition process for the dairy cow. The objective should be to build up the condition level of any thin cows as well as ensure both the heifers and second calvers receive sufficient feed for continued growth and development.

The condition level of all groups should be carefully monitored so that all cows are in at least 5 body condition score a month from calving and 5.5 at calving, says Dr Francis.

Several independent research trials support this. Among them is one with transition cows conducted at the University of Illinois. It showed that cows fed yeast culture maintained higher DMI. The trial found significant benefits from including yeast culture in herd rations from two weeks pre-calving, through the first 40 or 50 days of lactation. It also found that cows in the treatment group (yeast culture supplemented) used less body reserves for milk production during early lactation. DMI increased more rapidly in treated cows post-calving and peak milk production was reached more quickly compared to non-supplemented cows.

In Canadian study Holstein cows supplemented with a yeast culture preparation for approximately 14 days pre-partum and exactly 14 days post-partum, lost less body condition pre-partum for a higher weight gain at calving.

They also tended to have higher milk and milk fat yields and a higher energy density than unsupplemented cows. For every additional KgMS the cow can produce beyond her last peak milk production level, she will likely produce about 250 additional kgMS for the lactation.

Studies conducted in early lactation with cows on pasture in Australia and Argentina showed that feeding yeast culture during early lactation increased milk production and overall energy output. In the



"Few challenges to the management of the dairy cow or first-calf heifer compare to the transition to the milking herd."

Australian study, the yeast culture supplemented cows produced 0.5 kg/day more than their counterparts that were not supplemented (control) and their milksolids yield was also higher. These cows were on kikuyu, ryegrass and white clover mixed pastures.

The Argentinian study involved 245 Holland-Argentine cows on three dairy farms. In the close-up dry cow period (20-30 days before calving), all cows were fed on a variety of grass-based paddocks with small amounts of legumes. Cows also received an extra 2-3kg/cow/day concentrate feed, and 7-8 kg/cow/day of mixed clover hay and/or grass based feed (78% grass).

After calving, both groups were placed on high quality pastures consisting of red clover, white clover, alfalfa, rye grass and native grasses, including 4-6 kg/cow/day of a balanced diet and 10-15 kg/cow/day of mixed hay-grass. At milking, the yeast culture cows received 60g of yeast culture/cow/day at the afternoon milking, top dressed on their ration. The control group received the same ration without the addition of the yeast culture.

In the first 180 days the yeast culture group produced 2.5 kg/cow/day more milk than the control. They also produced more milk fat and protein and had better body condition than their counterparts in the control group.

Research and on-farm experience consistently indicate that when well-managed cows receive fermentation-fortified yeast culture they are in a better position to maintain high DMI, have fewer metabolic problems and have better body condition. This enables them to reach their peak milk lactation sooner and with a higher level of peak milk production. Feeding 60gm of Diamond V Yeast Culture will go a long way towards improving the transitional performance of your herd.

Diamond V Mills is the world's leading manufacturer and marketer of fermentation-fortified yeast culture products. Its yeast culture products are used to improve the palatability and digestibility of feeds for calves, dairy, beef, and horses. These yeast culture products consist of yeast cells, the media on which the cells are grown and all the nutritional metabolites produced during the fermentation process.

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Tips: FOR SUCCESSFUL CALF REARING

By BAS SCHOUTEN - Veterinary Surgeon, Warkworth

THE WAY YOU MANAGE AND FEED THE CALF IN THE FIRST 10 DAYS WILL MAKE OR BREAK YOUR CALF REARING VENTURE. THIS INCLUDES FACTORS SUCH AS:

- Calving cows in clean, dry paddocks (not on calving pads)
 - Collection and transport of new born calves to the barn
 - Ensuring adequate colostrum intake
 - Feeding a good quality milk product
 - Good housekeeping and shelter
- Calves need two to four litres of colostrum within the first 10 hours to protect them from blood poisoning, navel infection or scours. Studies also show that only 50% of calves will naturally get this amount of colostrum under New Zealand conditions. They also show:
- Calves that suckle well will get their colostrum within six hours of birth.
 - Those that don't suckle within this period will fail to suckle in the subsequent 24 hours.
 - Calves with insufficient immunoglobulins (from colostrum) are 15% more prone to scours or death.
 - Calves should be removed from their dams within six hours and fed colostrum to guarantee sufficient immunoglobulin intake.
 - Tube feeding all at-risk calves is good management practice

Milk and Milkpowder

These should be highly digestible and high in energy to grow the calf at about 500gmlWG/day. This requires the feeding of milk at about 10% of bodyweight daily (3-5 litres). Colostrum is the best feed and should not be wasted. It is short sighted to sell this priceless product. Various alternative milk products are available, including whole milk, commercial milk replacers (CMR) of milk-based products and non-milk-based CMR containing soya products.



Colostrum

Compared to whole milk it contains the same fat, four times the protein, 60 times the immunoglobulins and is about 20% higher in energy content than whole milk.

Milk-based CMRs

A mixture of dairy-based ingredients including skim milk powder, whey and casein and buttermilk. Typically they contain 18% fat compared with whole milk at 28%. Generally they have about 10% less energy than whole milk.

Soya CMRs

Most contain whey (protein and lactose), most commonly 12% protein, 73% lactose and is demineralised. Soya (protein) must have trypsin inhibitors and starch removed - not digestible in neonate calves. Vegetable oil (fat) tryglicerides or tallow has similar energy levels to traditional CMRs.

Digestibility of CMRs

Colostrum and whole milk are highly digestible and will produce a good curd. As a general rule the curdibility is essential for good digestibility and to prevent diarrhoea. It is even more important during conditions of bad weather or stress.

The curdibility of milk CMR is highly variable. Some products can't make a curd so take care and buy on quality not price.

Quality and curding ability can be easily checked. Mix 60g powder, 500ml water, 5ml Renco and place in a water bath at 40° for 30 minutes.

Soya CMR can't form a curd so it passes out of the abomasum faster, more protein and lactose are available in the small intestine for bacterial multiplication and there is lower digestibility over the whole gut tract. Under New Zealand conditions care must be taken and feeding them at 40° can increase gut mobility, gastric juices and protein digestibility. In my opinion these products are best suited as a grower/finisher after three weeks of age. They will become more common as large number of calves are reared for herd replacements.

Calf Barns and Shelters

Calves should be kept dry and draught free.

- The barn should be twice as deep as wide.
- The open end should be away from the wind.
- Ventilation should be across not along the length of the barn.
- Have group pens of no more than 20/pen or 1m²/calf.
- No more than 100 calves/barn.

- Allocate calves to one pen, don't rotate them round the barn.
- Use at least three barns per farm to reduce stress and disease build up.
- Separate bobby calves from herd replacements.
- Keep feeding lines as short as possible.
- Ensure good quality water supply to each pen.
- Have a litter system of shavings/sawdust at least 100mm deep.
- Have good drainage under feeding to reduce manure gasses.
- Don't have water lying around barns, calves seek water if scouring, even muddy water.
- House calves for at least three weeks.
- Keep staff comfortable and safe, they shouldn't have to lift over 20kg.
- After three weeks move calves to a paddock with access to shelter and pen each night.
- Allocate one teat and 100mm of trough space per calf.
- From day one, water, hay and concentrate should be available.

Restricted Feeding Systems

A once a day, low volume feeding system (Poukawa/Armalf system) is popular for large scale calf rearing ventures because of low cost and labour input.

Milk feeding consists of:

- Colostrum for three days (4 litres/day).
- Whole milk (2 litres) fortified with

CMR or concentrate CMR in 2 litres of water.

- Feed once a day by individual teat feeder ensuring each calf gets no less than 2 litres of the mixture.
- Best fed hot (40°), especially in the South Island
- Clean water and meal, hay or straw must be available from day one.
- Calves must remain in the barn for eight weeks or until eating 500gm of concentrate/day.
- Continue concentrate feeding 1-2kg/day after weaning until at least 12 weeks or 100kg LWT.

Meal must be good quality and contain a coccidiostat (protein 18-20%).

Roughage

- Best is meadow hay.
 - Straw is okay but has no energy value or advantage over hay.
- The low volume/low energy system forces calves to seek concentrates early. Growth rates are low for the first few weeks and calves lack bloom. Needs a good level of management and housing to be successful.

Summary

The heifer replacement calf is the most genetically valuable animal in your herd. It costs about \$900 to produce a replacement heifer and about 30% of that cost is incurred within the first 12 weeks.

To rear a calf to weaning

Feed at \$3/day	\$140
Purchase price/calf	\$150
Animal health and mortality 5%	\$15
Collection	\$5
Total	\$310
Price/kg LWT (plus labour, pasture, interest) =	\$3

The damage done prior to weaning can seldom, if ever, be recovered in the subsequent growing phase - a poor weaner = a poor heifer replacement.

The cost of rearing a good or bad heifer is the same.

High mortality (dead) or morbidity (sick but recovered) rates greatly alter the cost/heifer reared, mated and successfully entering the herd. Mortality rates should be below 5%. Morbidity rates of more than 20% are frustrating and expensive.

Calves are not miniature cows. They are pre-ruminants requiring good husbandry and feeding by dedicated and well motivated staff.

"YOU'RE ONTO A WINNER" says Tell Tail trialist



Chris Perkinson and son Connor

Eastern Bay of Plenty farmer Chris Perkinson reckons FiL is onto a winner with its revolutionary fluoro tail paint, Tell Tail, which was launched at National Fieldays in June. Tail painting in a murky early spring dawn isn't easy - that's why FiL invented Tell Tail, the world's first fluoro tail paint. Perkinson, who manages a 91ha family farm at Thornton, near Whakatane, and milks 290 Friesians, trialed the new tail paint last mating season. "It's brilliant," he says. "You're onto

a real winner with this." He used three of the six new fluoro colours during the trial and said the red paint "glowed" in the early morning light. "Tell Tail lasts much longer than other paints and it didn't go dull after 10 to 15 days, you could still see it after a month. I used it right through until we finished with the bull." Perkinson is so enthusiastic about the tail paint he can't wait for another opportunity to use it this season and this time he'll use the full range. "I've used FiL tailpaint for

years, starting with the tin and moving on to the first applicator which was a huge step up. Now Tell Tail is another advance." FiL developed the new fluoro paint because farmers told us it could be difficult identifying cows in grey, hazy early morning conditions. It's a solvent-based tail paint that comes in six fluorescent colours (blue, green, orange, yellow, pink and red) in a handy 500ml applicator bottle. Perkinson has been an FiL customer since the family

bought the farm six years ago, converting a dairy/beef property to all dairy. He says it's the service the company provides that ensures his loyalty. "You can ring the rep up any time, even on a Sunday, and they'll be right with you if you've got a problem. They're on call and that's good for farmers." "Also, I haven't had any grades or thermidurics since I started using FiL and the cell count is at about 180,000."

FOAM MARK replaces Shaving Cream & Whipped Cream

WHEN MAKETU (BAY OF PLENTY) FARMER WARWICK TAPSELL NEEDED TO DRAFT COWS FOR AB, WITHHOLDING OR CULLING, HE USED SHAVING CREAM THEN WHIPPED CREAM.

And while both helped staff see which animals were to be drafted, the shaving cream blew off in a breeze and the whipped cream collapsed into a liquid. That's when Warwick talked to FiL Sales Manager Trevor Gulliver. The pair knew each other from Trevor's years as area manager and the problem spurred him to find a solution. Within months Foam Mark was born and last season trials began on Warwick's 110ha property and a number of other farms around the country.

Warwick and his family have farmed the land overlooking the seaside village for generations. As well as milking 400 crossbreds he also has 7ha in kiwifruit and runs 60 beef. Foam Mark is a revolutionary new temporary stock marker for cows, dry stock, goats and deer. The pink foam helps farmers identify animals to be drafted. It forms a raised coloured blob on the back of the animal, can be seen from 30 metres and is ideal for staff to quickly recognise which cows must be drafted for culling, those on heat, those undergoing veterinary treatments or in a withholding period. The pink foam is easily applied from the 250ml aerosol can and blows off within an hour or two. Warwick says: "We were having problems drafting out cows for AB in the dull light at morning milking and I thought there had to be a way around it. That's

when we used the whipped cream to see if it would make the chosen cows stand out a bit. It worked but wasn't always obvious and collapsed after a while. Shaving cream was a bit light and blew off easily." Initially FiL developed a white foam that would sit on the cow's hind quarters and show up for at least half an hour. "It stood out like a beacon and made selecting the AB cows really easy for staff. You just checked which cows had tailpaint rubbed off and squirted a bit of Foam Mark on them," Warwick said. "But with Friesians the white foam sometimes sat on the white markings and you could miss it. The new pink Foam Mark works even better. It picks up the light and seems to sparkle a bit so its easy to see early in the morning." Warwick says the foam lasts for at least 30 minutes, long enough to draft out the required animals. **FOAM MARK will be available from early September.**



Mate

Make your mark with New Zealand's leading tailpaint range and the proven **FIL** mating management system.



THE FIL MATING MANAGEMENT SYSTEM

1. Paint all cows with RED paint three weeks after calving. This indicates when the cow has started to cycle again. If the cow has not come into heat after calving you can take remedial action.
 2. Paint all cows with GREEN paint immediately prior to commencing your AI program. This identifies the cows coming into heat on a daily basis.
 3. Paint each cow with BLUE paint as soon as she has been AI'd. This will tell you if she has held to the service.
 4. Paint all cows with YELLOW when pregnancy is confirmed.
- Cows with RED paint have not cycled after calving.
Cows with GREEN paint are waiting to be AI'd.
Cows with BLUE paint are holding to AI service.
Cows with YELLOW paint are confirmed pregnant.

For many years, FiL has supplied New Zealand dairy farmers with a range of high-quality, effective tailpaints. Today, FiL's tailpaint family offers a complete range of products, ideal for the needs of all New Zealand dairy farmers. All FiL tailpaint formulations are easy to apply and dry quickly. They stay on the cow for as long as they need to, yet come off easily when required. So much so, all FiL tailpaint products offer a reliable method of detecting oestrus activity in dairy cows, making them ideal for use in conjunction with the FiL Mating Management System. What's more, because the original FiL tailpaint formulation underwent rigorous testing at Ruakura

and on many Kiwi farms, you know FiL's tailpaint range is the answer for New Zealand. "The FiL paint works well," says Hamilton's Ken Oliver. "It stays on better... and comes off better when it has to." **NEW! TELL TAIL:** - It can be difficult identifying cows in poor light, particularly grey, hazy early morning conditions that's why FiL has invented Tell Tail, the fluorescent tail paint which comes in an easy to handle 500ml applicator bottle with brush attached. It's a solvent-based tail paint, using the same trusted formulation as FiL Tailmark and comes in six fluorescent colours blue, green, orange, yellow, pink and red. **Tailmark** - Oestrus activity tailpaint with self-contained applicator brush included in unit for one handed operation. Less mess, greater safety. Thicker,

longer-lasting paint formulation in four colours. Packaged in one litre bottles for easy application. Tailmark is also available in one litre tins. **Aerosol Tailpaint** - Six great colours, large spray nozzle button, with non-clogging feature. Long-lasting paint formulation, easy to apply and to remove. A superior product, specifically developed to meet the demands of New Zealand farmers.

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PRE SEASON DAIRY HYGIENE CHECK

BY CLINT HUMPHREY

SOUTHERN NORTH ISLAND
AREA MANAGER - FIL



THE IMPORTANCE OF A PRE-SEASON CLEAN UP CANNOT BE STRESSED HIGHLY ENOUGH AS IT WILL DRAMATICALLY REDUCE THE CHANCES OF A HYGIENE GRADE FROM THE PLANT OR SILO AND MAY GIVE YOU PRIOR NOTICE OF REPAIRS THAT ARE NECESSARY.

The Milking Machine

✓ The first step is to give the plant a good visual inspection. Start with the jetter system as this is not part of the milking machine test that was hopefully done over the winter. Check the jetter valve (if rubber) for leaks or excessive wear and that all unions are tight, then go for a wander along the jettets. If they have rubber boots, are there any splits, are there any cracks in the plastic or are any of the jettets loose on the stainless jetter line?

The important thing to note is that a 1mm diameter hole in a milking machine will leak 10 litres of air per minute and each jetter is designed to let about 3 litres of wash solution into the plant per minute. So a small hole or crack in a jetter will affect the cleaning of that cluster dramatically, reduce the cleaning to several clusters and the result will be a deposit in the milkline - or worse.

✓ The next job, if you haven't replaced the rubberware over the winter, is to check each cluster. Have a look inside the claw and sniff each liner end, then run your finger around the inside of the liner lip to check for a deposit that may indicate a problem with the corresponding jetter.

✓ Next on the list is any snap clamps, not the snap clamp itself but the rubber tube that may be split under them, including the tubes on the flushing pulsators. Now take off the milk inlet pipe into the primary cooler and use a torch to see if there is any debris, grass, hair etc. If there is it will need to be cleaned. Do this by measuring the distance across the cooler then open it up, clean the plates and then close it back to the original measurements so you don't crush the cooler plates more than they are designed to be.

If the silo is bottom entry, remove the taps and

manually clean them and the inlet hole in the silo.

✓ Now we get to start the plant. Plug in the jettets, fit a new filter sock and start recirculating cold water. Wander back past each jetter again and check the flow rates, a slow jetter may suggest a blockage or can you hear an air leak or does it just need adjustment?

✓ Now the jettets are working evenly, check the flushing pulsator. Is it working at a minimum 3 times per minute and maximum 6 times per minute? Is the milk pump with the cold water recirculating (if it is on a controller) at full speed for at least 70% of the time? If not, the milk pump is not being fully utilised during the wash. However, it may allow you to open up the jettets further, increasing the volume of wash solution per minute, increasing the wash turbulence in the milkline and the quality of the cleaning process.

✓ If the milk pump is a diaphragm type, check there are no unions on the manifolds that are leaking or weeping as milk can get into these areas and cause problems. Recirculate cold water so if you find a problem, you've got unlimited time to fix it before moving on to a limited volume of hot water.

✓ Once the cold water is drained from the plant you can fill the tub with hot water. While it's filling, check the temperature, it should be 80° - 85° and you should have at least 10 litres per set of cups. Add to the hot water twice the normal amount of alkali that you would normally use.

Caution: In rare circumstances the use of extra alkali in hot water may cause loose or poor fitting unions to blow apart spraying out very hot water. Start the hot wash, dumping the first few litres of water until it comes through hot

then it can be recirculated until the temperature drops to about 60°C. Then dump it, catching a bucket of wash solution for any necessary hand cleaning.

✓ At this stage, if you have a diaphragm milk pump, touch the heads to check they are hot and pumping effectively. Next, if the flushing pulsator is fitted with an accumulator, check it is hot and filling properly. Shut the plant down and brush the milkline, the top of the receiving can and anywhere else that needs attention. Restart the plant and sanitise using an acid sanitiser at the normal rates.

The Milk Silo

Is much simpler to prepare

for the coming season. The most important job is to check and clean the Cleaning-In-Place spray ball. In smaller silos this is done from the inside and larger silos from the outside by unscrewing the 100mm nut on top and lifting out the spray ball. If the spray ball is the spinning type, check the nylon it spins on, as these wear over time with the spray ball eventually falling into the milk.

✓ Next check the outlet valves (or donut if the silo is old) to see they are clean and don't need the seals replacing. Finally, if the silo can be recirculated check the taps at the pump as they don't last forever. If they leak, the pump will suck air

into the wash solution when running, causing cavitation in the pump, reducing the pressure at the spray ball and the effectiveness of the cleaning solution. If the silo wash can't be recirculated it may need to be hand cleaned before the main wash is done.

✓ If you intend to hand scrub the silo use a strong solution of alkali in warm water. Never mix different chemicals together as this can produce toxic gas. Once finished, wash the silo as usual with an alkali wash using double the chemical rate followed by a cold acid sanitiser. The plant and silo are now finished and ready for grade free milking.

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Two new faces for **FIL**

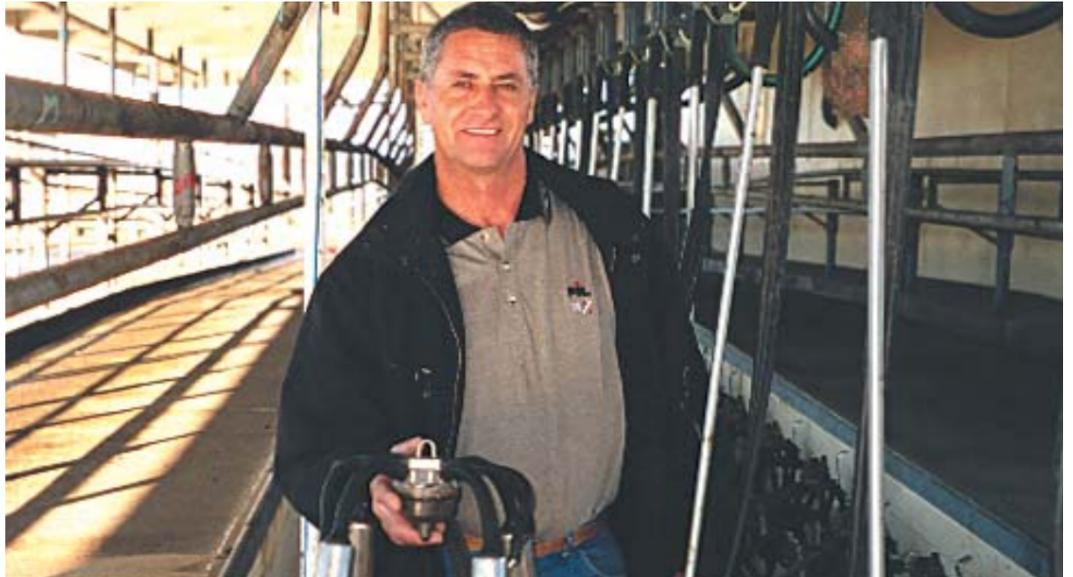
FIL FARM SERVICE TEAM

New lifestyle for new BOP Area Manager

Allan Clarke and his wife Irene decided they wanted a new start after owning a Waikato dairy farm for 10 years. That's when FiL came into the picture. The company needed a Bay of Plenty Area Manager and Allan was looking for a position after selling the family's small Te Awamutu property in June. It was the perfect match. The couple get to live in Tauranga and Allan can still deal with dairy farmers. He is no stranger to FiL. Allan has known Dave Hewson, our Te Awamutu/Otorohanga Area Manager for 14 years and was one of his first customers when he joined the company 10 years ago. Allan became an apprentice mechanic in Wellington after leaving school, then worked at Dunlop as a tyre builder

before farming in the Waikato for three years. Then it was back to Wellington and three years with Humes Industries making concrete before returning to the Te Awamutu area where the couple worked their way up to farm ownership.

Allan and Irene bought a 35.5ha farm at Parawera, 14km from Te Awamutu, milking 118 cows. Because it was such a small property, Irene worked off the farm. Thanks to the Dave Hewson connection they signed up with FiL and were loyal customers until they sold the farm in June. "We wanted a change of life with a bit more time to ourselves and not being tied to cows. Then this job came up. It's a job that will keep me in touch with dairy farmers while I still have time to do other things."



Allan Clarke, FiL's new man in the Bay of Plenty

Both Allan and Irene are members of the Ulysses Motorcycle Club and enjoy riding their Honda touring bikes at weekends and to the occasional rally.

But before he spends a lot of time on the bike Allan will be meeting all his customers from Waihi to East Cape - one of the company's bigger areas.

Allan Clarke
Mobile: 025 730 572
A/Hrs: (07) 544 3720

Mark follows a new direction



Mark Mohring, starts as FiL Area Manager for North Waikato on 2nd Sept.

After two years agricultural contracting and 18 years dairying, Mark Mohring has decided it's time to take a new direction in the industry. He's joined FiL as North Waikato/Hamilton Area Manager.

"I have a passion for dairying and the people who are part of the industry."

Based in the Orini/Whitikahu region he has been contracting out his expertise in milking, tractor driving and general dairying after selling his 54ha farm two years ago. "I wanted to go in a different direction as far as dairying

goes and when this job at FiL came up I jumped at the chance," he said.

Born in Morrinsville and educated in Hamilton, Mark started working at Telecom as an engineering draughtsman but soon decided he didn't want to work in an office and turned to dairying. He has farmed throughout the Waikato.

He sees his new opportunity with FiL as providing a great way of life. "By joining FiL I'll still be dealing with the people I have associated with over the past 18 years and I'm still in the dairying culture. I have a passion for dairying and the people who are part of the industry."

Mark and his son Shane

follow most forms of motorsport, especially the Australian V8 Supercars and world rally series and he was involved in rallying a few years ago. He is a member of the New Zealand HSV Owners Club and owns a vintage Ford Model A.

His sporting interests are varied though and he follows almost anything. Mark is also a member of the Tahuna and Districts Lions Club, chairman of the Orini Scout Group and a member of the Orini School PTA.

From 2nd September
Mark Mohring
Mobile: 025 721 502
A/Hrs: (07) 824 4841

Changing areas

With the arrival of new Area Managers Allan Clarke and Mark Mohring, FiL Sales Manager Trevor Gulliver has announced changes to a couple of regions covered by the Farm Service Team.

Greg Duncan, (Mobile: 025 721 505 After hours: (07) 827 8310) who has been covering the Cambridge/Matamata area for two months, will retain that region allowing Mark Mohring to take over the North Waikato/Hamilton area on 2nd September.

Other Farm Service Team Members

Area	Rep	Phone	Mobile
Northland	Bryan Eaton	09 434 6413	025 731 501
Coromandel Peninsula, Hauraki Plains, Helensville	Geoff Sainty	07 868 2004	025 281 0494
Cambridge, Matamata	Greg Duncan	07 823 5195	025 721 505
Morrinsville, Te Aroha	Stuart Carter	07 888 5331	0274 490 843
Te Awamutu, Otorohanga	Dave Hewson	07 871 3506	0274 721 506
Rotorua, Reporoa, Tokoroa, Putaruru	Gavin Dunn	07 333 2119	0274 798 470
North Taranaki	Phil Gulliver	06 755 3995	0274 721 506
South Taranaki/Wanganui	John Atkin	06 278 8593	0274 828 535
Southern North Island	Clinton Humphrey	06 354 4178	0274 721 507
Northern South Island	Ian Grooby	03 523 9119	0274 721 503
Central South Island	Allan Tait	03 693 7044	025 993 783
Southern South Island	Peter Dodds	03 488 4752	0274 721 504